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Tender

ITT For Consultancy Services to support research assessing the role of early-stage support to productive use of renewable energy companies

Energy Saving Trust Ltd

F02: Contract notice

Notice identifier: 2025/S 000-003075

Procurement identifier (OCID): ocds-h6vhtk-04d747

Published 30 January 2025, 11:31am

Section I: Contracting authority

I.1) Name and addresses

Energy Saving Trust Ltd

Prospect House, 5 Thistle Street

EH2 1DF

Edinburgh

Contact

Maddalena Galloni

Email

maddalena.galloni@est.org.uk

Telephone

+44 1315557900

Country

United Kingdom

NUTS code

UKM75 - Edinburgh, City of

Internet address(es)

Main address

www.energysavingtrust.org.uk

Buyer's address

https://www.publiccontractsscotland.gov.uk/search/Search_AuthProfile.aspx?ID=AA14923

I.2) Information about joint procurement

The contract is awarded by a central purchasing body

I.3) Communication

The procurement documents are available for unrestricted and full direct access, free of charge, at

www.publiccontractsscotland.gov.uk

Additional information can be obtained from the above-mentioned address

Tenders or requests to participate must be submitted electronically via

www.publiccontractsscotland.gov.uk

I.4) Type of the contracting authority

Other type

Not for Profit

I.5) Main activity

General public services

Section II: Object

II.1) Scope of the procurement

II.1.1) Title

ITT For Consultancy Services to support research assessing the role of early-stage support to productive use of renewable energy companies

Reference number

EST/ITT/OGA/0125

II.1.2) Main CPV code

- 71314300 - Energy-efficiency consultancy services

II.1.3) Type of contract

Services

II.1.4) Short description

Energy Saving Trust is seeking consultancy support from an energy access consultancy firm to deliver the following activity under the LEIA programme: Evaluating Early-Stage Support: assessing the impact of early-stage support mechanisms on the sustainability and growth of productive use of renewable energy (PURE) companies. This opportunity will be an open procedure advertised on the Public Contracts Scotland Portal.

II.1.5) Estimated total value

Value excluding VAT: £64,000

II.1.6) Information about lots

This contract is divided into lots: No

II.2) Description

II.2.2) Additional CPV code(s)

- 71314300 - Energy-efficiency consultancy services
- 65400000 - Other sources of energy supplies and distribution
- 73000000 - Research and development services and related consultancy services

II.2.3) Place of performance

NUTS codes

- UK - United Kingdom

Main site or place of performance

Energy Saving Trust is based in the UK, but welcomes tenderers from any location.

II.2.4) Description of the procurement

Energy Saving Trust is seeking consultancy support from an energy access consultancy firm to deliver the following activity under the LEIA (Low Energy Inclusive Appliances) programme:

1. Evaluating Early-Stage Support: assessing the impact of early-stage support mechanisms on the sustainability and growth of productive use of renewable energy companies.

2. Objectives / Scope of Work

2.1 Internal inception report

Produce an inception report on background, methodology, proposed typologies and data gaps.

2.2. External report, including:

2.2.1 Mapping of financial flows

Quantify early-stage investment flows in key PURE sectors (e.g., cooling, irrigation, agro-processing). Identify trends, gaps and systemic barriers, and assess alignment with the

stated objectives of grant and TA providers.

2.2.2 Analysis of company funding and business performance journeys

Understand how PURE companies navigate funding pathways, particularly the transition from grants/TA to debt and equity financing. Identify challenges and systemic gaps that grant and TA providers can address to improve support to companies. Identifying the key factors contributing to successful and unsuccessful follow-on investments from grant funding, with a focus on company characteristics (e.g. size, leadership, market focus).

2.2.3 Develop Case Studies:

Develop case studies of companies that demonstrate the effectiveness of different financial instruments and support structures. Highlight success factors and opportunities for grant and TA providers to optimise their support mechanisms.

2.2.4 Provide actionable insights and recommendations to grant and TA providers, donors, and investors, to empower PURE companies to grow.

2.3 Report Review and Finalisation

The report will go through an internal review process by Efficiency for Access and an external review by members of the CROWD working group and other key stakeholders.

2.4 Dissemination of findings

Support targeted dissemination activities for grant and TA providers, donors, and investors. The overall dissemination will be led by Energy Saving Trust.

3. Outputs

- Internal inception report (around 5 pages).
- Graphics showing financial flows, trends and gaps.
- Notes and insights from 30-50 company interviews.
- External report including background, literature review, financial flows, case studies, analysis and recommendations (around 30 pages of content). Support for the dissemination activities.

4. Requirements

- Strong understanding of markets for off-grid solar appliances, particularly those used for

productive uses, including business models, market barriers, financing mechanisms and other ecosystem enabling interventions.

- Knowledge and experience across sub-Saharan African and South Asian contexts.
- Previous experience analysing companies' commercial performance.
- Deep understanding of the financing challenges in energy access and the potential solutions.
- Excellent stakeholder engagement skills.
- Experience in providing technical assistance or transaction advisory support to PURE companies is highly desirable.
- Experience in evaluating grant or TA programmes for PURE companies is highly desirable.
- Familiarity with the Efficiency for Access Coalition, including its donor members and their implementing partners, as well as the Low Energy Inclusive Appliances programme.
- Established network of relationships with donors, investors and companies in the energy access sector.

II.2.5) Award criteria

Price is not the only award criterion and all criteria are stated only in the procurement documents

II.2.6) Estimated value

Value excluding VAT: £64,000

II.2.7) Duration of the contract, framework agreement or dynamic purchasing system

Start date

11 April 2025

End date

10 November 2025

This contract is subject to renewal

No

II.2.10) Information about variants

Variants will be accepted: No

II.2.11) Information about options

Options: No

II.2.13) Information about European Union Funds

The procurement is related to a project and/or programme financed by European Union funds: No

II.2.14) Additional information

As described in the ITT.

Section IV. Procedure

IV.1) Description

IV.1.1) Type of procedure

Open procedure

IV.1.8) Information about the Government Procurement Agreement (GPA)

The procurement is covered by the Government Procurement Agreement: No

IV.2) Administrative information

IV.2.2) Time limit for receipt of tenders or requests to participate

Date

6 March 2025

Local time

12:00pm

IV.2.4) Languages in which tenders or requests to participate may be submitted

English

IV.2.7) Conditions for opening of tenders

Date

6 March 2025

Local time

12:00pm

Section VI. Complementary information

VI.1) Information about recurrence

This is a recurrent procurement: No

VI.2) Information about electronic workflows

Electronic invoicing will be accepted

Electronic payment will be used

VI.3) Additional information

NOTE: To register your interest in this notice and obtain any additional information please visit the Public Contracts Scotland Web Site at <https://www.publiccontractsscotland.gov.uk/>.

The buyer has indicated that it will accept electronic responses to this notice via the Postbox facility. A user guide is available at https://www.publiccontractsscotland.gov.uk/sitehelp/help_guides.aspx.

Suppliers are advised to allow adequate time for uploading documents and to dispatch the electronic response well in advance of the closing time to avoid any last minute problems.

(SC Ref:789213)

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(SC Ref:789213)

VI.4) Procedures for review

VI.4.1) Review body

Edinburgh Sheriff Court and Justice of the Peace Court

Saughton House, Broomhouse Drive

Edinburgh

EH11 3XD

Country

United Kingdom