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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](mailto: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](http://www.energysavingtrust.org.uk)

Buyer's address

[https://www.publiccontractsscotland.gov.uk/search/Search\\_AuthProfile.aspx?ID=AA14923](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](http://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](http://www.publiccontractsscotland.gov.uk)

**I.4) Type of the contracting authority**

Other type

Not for Profit

**I.5) Main activity**

General public services

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## **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.

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## **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



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## **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](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