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Contract

ITT For consultancy services for evaluating an Energy-as-a-Service pilot in Malawi and its potential scale-up to leave no one behind

Energy Saving Trust Ltd

F03: Contract award notice

Notice identifier: 2025/S 000-005278

Procurement identifier (OCID): ocds-h6vhtk-049a59

Published 17 February 2025, 8:49am

Section I: Contracting authority

I.1) Name and addresses

Energy Saving Trust Ltd

Prospect House, 5 Thistle Street

EH2 1DF

Edinburgh

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.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 for evaluating an Energy-as-a-Service pilot in Malawi and its potential scale-up to leave no one behind

Reference number

EST/ITT/EAS/0924

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 to appoint a consultant to evaluate the impact and potential of Energy-as-a-Service (EaaS) pilot implemented by SolarAid in Malawi and consult energy access stakeholders on the potential of EaaS business models and financing mechanisms, including how they should be further tested and rolled out. This opportunity will be an open procedure advertised on the Public Contracts Scotland Portal.

II.1.6) Information about lots

This contract is divided into lots: No

II.1.7) Total value of the procurement (excluding VAT)

Value excluding VAT: £54,375

II.2) Description

II.2.2) Additional CPV code(s)

- 71314300 - Energy-efficiency consultancy services

- 65400000 - Other sources of energy supplies and distribution

II.2.3) Place of performance

NUTS codes

- MW - Malawi

II.2.4) Description of the procurement

Energy Saving Trust is seeking the support of an energy access expert to support the delivery of the following activities under the LEIA programme:

i. Evaluation of SolarAid's Energy-as-a-Service Pilot

The evaluation will focus on SolarAid's EaaS pilot and will generate evidence regarding: a) the relationship between monthly payments, household incomes and default rates in the EaaS model; b) the additional costs and risks incurred collecting repayments over longer periods than envisaged in a traditional PAYG model; c) the total capex and opex costs of the model, and the extent to which these costs can be covered through revenues; d) the overall level of end-user subsidy required to make the model viable; e) the best way to structure such a subsidy. The following specific tasks are envisaged:

- Literature review
- End-User Consultation
- Stakeholder Consultation – consult

ii. Technical and Financial Analysis Narrative Report

iii. Stakeholder Consultation Regarding Potential Energy-as-a-Service Business Models and Financing Mechanisms

Requirements

Essential:

- A strong understanding of household solar and productive use markets, including business models, market barriers, financing mechanisms and other interventions.
- Deep knowledge of the Malawi and sub-Saharan African contexts
- Deep understanding of the affordability challenge in energy access and the potential

solutions

- Familiarity with how energy access programmes are designed and implemented, including World Bank-financed, government-implemented programmes.
- Previous experience conducting similar project evaluation and stakeholder consultation exercises, and excellent stakeholder engagement skills.
- 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 companies, donors and investors in the energy access sector.

Team presence in Malawi and/or ability to undertake an extended trip to Malawi for the purposes of this assignment.

Desirable:

- Familiarity with EaaS business models and financing mechanisms

II.2.5) Award criteria

Quality criterion - Name: Technical Expertise / Weighting: 55%

Price - Weighting: 20%

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.2.1) Previous publication concerning this procedure

Notice number: [2024/S 000-029248](#)

Section V. Award of contract

Contract No

EST/GRE/EAS/0125

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

14 February 2025

V.2.2) Information about tenders

Number of tenders received: 8

Number of tenders received from SMEs: 7

Number of tenders received from tenderers from other EU Member States: 1

Number of tenders received from tenderers from non-EU Member States: 7

Number of tenders received by electronic means: 8

The contract has been awarded to a group of economic operators: No

V.2.3) Name and address of the contractor

Greencroft Economics Ltd

Alders Farm, IVY LANE, GREAT BRICKHILL

MILTON KEYNES

MK17 9AH

Telephone

+44 7528647522

Country

United Kingdom

NUTS code

- UK - United Kingdom

The contractor is an SME

Yes

V.2.4) Information on value of contract/lot (excluding VAT)

Total value of the contract/lot: £54,375

Section VI. Complementary information

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.

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(SC Ref:790772)

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