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Tender

## **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

F02: Contract notice

Notice identifier: 2024/S 000-029248

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

Published 12 September 2024, 1:52pm

### **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](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)

Electronic communication requires the use of tools and devices that are not generally available. Unrestricted and full direct access to these tools and devices is possible, free of charge, at

[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 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.1.5) Estimated total value**

Value excluding VAT: £60,000

#### **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

### **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**

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: £60,000

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

Start date

18 November 2024

End date

30 June 2025

This contract is subject to renewal

Yes

Description of renewals

There is the possibility of a further extension of 3 months that should be covered by the estimated budget.

**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

16 October 2024

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

16 October 2024

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.

NOTE: To register your interest in this notice and obtain any additional information please visit the Public Contracts Scotland Web Site at

[http://www.publiccontractsscotland.gov.uk/Search/Search\\_Switch.aspx?ID=774414](http://www.publiccontractsscotland.gov.uk/Search/Search_Switch.aspx?ID=774414).

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NOTE: To register your interest in this notice and obtain any additional information please visit the Public Contracts Scotland Web Site at

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(SC Ref:777872)

## **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