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Contract

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

F03: Contract award notice

Notice identifier: 2025/S 000-048174

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

Published 12 August 2025, 4:37pm

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.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.1.6) Information about lots

This contract is divided into lots: No

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

Value excluding VAT: £79,920

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

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: [2025/S 000-003075](#)

Section V. Award of contract

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

12 May 2025

V.2.2) Information about tenders

Number of tenders received: 15

Number of tenders received from SMEs: 13

Number of tenders received from tenderers from other EU Member States: 4

Number of tenders received from tenderers from non-EU Member States: 11

Number of tenders received by electronic means: 15

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

V.2.3) Name and address of the contractor

Open Capital

Petite Riviere Noire Road Block 9A & 9B, Cascavelle Business Park

Cascavelle

90522

Telephone

+12 037059030

Country

Mauritius

NUTS code

- MU - Mauritius

The contractor is an SME

No

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

Total value of the contract/lot: £79,920

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.

(SC Ref:789213)

(SC Ref:806735)

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