

**EFFICIENCY
FOR
ACCESS**

Technical Assistance to Locally Owned Productive Use Companies

Terms of reference





EFFICIENCY FOR ACCESS

Contents

1.0	Background	3
2.0	Technical assistance objectives	3
3.0	Scope of work	4
4.0	Deliverables	4
5.0	Timescales	4
6.0	Available budget and submission requirements	5
7.0	Terms and conditions of invoicing	6
8.0	Conflict of interest	6
9.0	Freedom of Information Act	6

1. Background

The 'Technical assistance to locally owned productive use companies' is a new initiative under the Efficiency for Access Research and Development Fund, funded by UK aid and the IKEA Foundation. The project is managed by Energy Saving Trust and supported by [GET.invest](#), a European programme that mobilises investments in renewable energy, supported by the European Union, Germany, Sweden, the Netherlands, and Austria.

The Efficiency for Access Research and Development Fund is part of the Low Energy Inclusive Appliances (LEIA) programme, funded by UK aid and the IKEA Foundation. The Efficiency for Access Coalition is coordinated jointly by CLASP, an international appliance energy efficiency and market development specialist not-for-profit organisation, and UK's [Energy Saving Trust](#), which specialises in energy efficiency product verification, data and insight, advice and research.

The LEIA programme aims to accelerate the availability, affordability, efficiency and performance of a range of low energy inclusive appliances for off- and weak-grid settings. LEIA is the flagship initiative of [Efficiency for Access](#), a global coalition working to promote high performing appliances that enable access to clean energy for the world's poorest people.

2. Technical assistance objectives

The technical assistance facility aims to provide complementary support to locally owned productive use companies that have received innovation grants from the Efficiency for Access Research and Development Fund. Smaller, locally owned companies are still experiencing a reduction in sales and cash flow, supply chain disruptions, product development and field-testing delays as a result of COVID-19. Our goal is to help companies strengthen their operational capacity, retain jobs, and make the most of immediate and future opportunities. In this way, the project will support the companies in adapting to and building resilience to shocks such as COVID-19.

Company demand will determine the nature of the specific support. The Efficiency for Access Research and Development Fund team has worked with the selected companies to identify the specific nature of the technical assistance, which is covered in section 3 – Scope of work. We anticipate continuing to assist the company through existing modalities of support provided by GET.invest and others, as part of a holistic approach. This initial technical assistance package is expected to lift the company to the level where it could receive further support by GET.invest and other providers towards additional growth.

3. Scope of work

[Adili Solar Hubs](#) is a social enterprise that focuses on building and running clean energy solutions for the advancement of rural economies. With a team that has different areas of expertise, the company is currently focused on increasing efficiencies in the fish trade in Kenya.

With support from the Efficiency Access Research and Development Fund, Adili Solar Hubs is developing and operating [a solar-powered cold chain hub](#) for marginalised fishing communities on the shores of Lake Turkana in Northern Kenya. Under the hub model, Adili Solar Hubs is operating a solar-powered ice-maker, cold room and water treatment unit that supplies clean water for the ice-making. The company is helping to increase fisherpeople's incomes by buying their fish at competitive rates, reducing post-harvest fish loss with their cold chain technologies, and improving access to new markets with high value fish. The team are also exploring ways to harness energy sustainably from the fish waste, and to serve the wider community, such as through providing excess clean water to a nearby school.

The proposed technical assistance will support Adili Solar Hubs in refining and scaling this multi-faceted technology and its business model, with particular focus on:

- Reviewing the financial viability of the hub technologies including, but not limited to, the cold room, ice-making, and water treatment systems and their interoperability
- Identifying and mitigating inefficiencies in the existing hub model, including supply chain management, for smoother operation, and the creation of a concrete business plan
- Developing technical and financial plans for growth and scale- up, particularly the build of new hubs, distribution depots and cold room units, and reviewing procurement plans for all operations
- Scoping appropriate business models for the sale and distribution of clean water and ice from the water treatment plant
- Mobilising financial and technical resources for the sustainable expansion of the business, such as access to capital and renewable energy financing models

4. Deliverables

Deliverables in this assignment will include:

- A summary report including insight and recommendations for Adili Solar Hubs following an initial consultation phase
- Production of materials requested by Adili Solar Hubs and agreed at the end of the consultation phase, which could include developing a growth strategy and business model recommendation
- An end-of-project presentation to the Efficiency for Access Research and Development Fund team, which will include a summary of support provided, any lessons or recommendations for follow-up by the Efficiency for Access secretariat

5. Timescales

The provision of the technical assistance is expected to launch in March 2022, with the support concluding by the end of April 2022.

6. Available budget and submission requirements

Submission materials

Interested parties should submit their CV (including two most recent work references and copies of education certificates/diplomas), daily fee rate, proposed number of days for the assignment and a one-page proposal that provides a brief description of skills and experience related to the assignment and outlines how the individual consultant will approach providing the technical assistance. As part of the vetting process, interested parties should also submit the latest statement of financial accounts for tax purposes. Non-UK based consultants whose national laws do not oblige submission of accounts on a regular basis may be exempt. Please note we are only looking to receive proposals from individual consultants.

The Energy Saving Trust team will evaluate CVs and one-page proposals received from respondents. The selection of the candidate will be based upon the following criteria:

1. CV
2. Relevant skills and experience highlighted in the one-page proposal
3. Robustness of proposed approach
4. Ability to deliver the complete assignment in stated time period – i.e. by April 2022
5. Total cost and value for money
6. A due diligence process performed by Energy Saving Trust on both financial and safeguarding

All questions may be emailed to EforAgrants@est.org.uk with the subject title 'Technical assistance enquiry'. The last date for submission of questions related to this Terms of Reference is **Thursday 3 March 2022**. We request that all inquiries be made by email and not by telephone.

Submission deadline

The deadline for application is **11pm GMT, Monday 7 March 2022**. Proposals must be emailed to EforAgrants@est.org.uk with the subject title 'Technical assistance submission – company name'.

Available budget

The maximum budget available for this project is € 20,000. This should include any budget for travel, should there be a need for the consultant to do so to maximise value to the beneficiaries. However, Energy Saving Trust encourages virtual meetings and remote support in line with our mission to tackle the climate emergency.

Other details related to submission

Only individual consultants are eligible to apply for this assignment.

7. Terms and conditions of invoicing

Contractors will be expected to sign Energy Saving Trust's standard terms and conditions (available on request). Payment schedule will be agreed at the stage of contract signing.

8. Conflict of interest

Consultants submitting for the technical assistance must be free of any conflicts of interest with the companies the assignment will be providing technical assistance to. Consultants must not be employed by or associated with any companies in direct competition with the companies receiving the technical assistance. Interested parties must declare if any such conflict exists or if it could be perceived to exist based on their status and work history and, if so, how this would be managed to guarantee impartiality. Any question on this should be directed to Energy Saving Trust using the email address provided.

9. Freedom of Information Act

Pursuant to the Freedom of Information Act 2000, Energy Saving Trust may be required to disclose certain information to third parties and/or the public. Respondents must notify Energy Saving Trust in writing when submitting their proposals which parts of the proposal are considered to be commercially sensitive. Please note that it is not possible to classify the whole document as non-disclosable. Failure to notify Energy Saving Trust indicates that no commercially sensitive information has been submitted.