Request For Applications

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| SNV Market-Based Energy Access – Phase III (MBEA III) |

First Call for Applications, July 2023

Partnership with solar and stoves distributors in the promotion of solar-powered systems and clean cooking solutions for households, and productive use in business settings.

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| |  | | --- | | **Project Location**  Kakuma refugee camp, Kalobeyei integrated settlement, and the nearby host community settlements. | |

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1. Request for Applications

**SNV Netherlands Development Organisation hereby** invites eligible organizations to submit their applications expressing interest to partner with the **Market Based Energy Access Project - Phase III (MBEA III),** to promote and enhance the distribution and adoption of solar-powered systems and clean cooking technologies for households, and productive use in business settings in Kakuma Refugee Camp, Kalobeyei Integrated Settlement (KIS), and the nearby host community settlements.

Details on the project and the application requirements have been provided below, including the following:

* Project scope including technologies, target partners, and project support.
* Details on the application requirements, process, and timelines.
* The official application template to participate in the project under the MBEA III project, has been included as an attachment to this request for proposals.

1. Project Background
   1. Market-Based Energy Access Phase III

With funding from the Energising Development (EnDev) Programme, SNV has been at the forefront of commercializing energy access in refugee settings in Kenya from 2017 to June 2023 (MBEA Phase I Project, and MBEA Phase II Project). The new humanitarian energy access project titled *“Market Based Energy Access Project - Phase III (MBEA III)* began in July 2023 and will build on the past work done by SNV in the refugee settings in Kenya. The project will facilitate market development for the energy sector with a focus on the Kakuma refugee camp, the Kalobeyei settlement camp, and the host communities.

Through a market-based approach, the MBEA III project will be anchored on the private sector specifically the stoves and solar supply side actors (including manufacturers, producers, and their distribution partners including stockists, sales agents, technicians, and resellers), to facilitate market development for energy access technologies targeting households and businesses. In addition to the basic household technologies, the project will also focus on increasing the market share for the higher tier technologies through enhanced focus on the larger SHS, component-based solar systems, PUE appliances, and higher tier cooking (HTC) technologies for use in refugee settings. The project will also facilitate access to user credit/finance to support full acceptance of the energy technologies and enhance their purchase and use in the refugee market.

* 1. SNV Netherlands Development Organisation

SNV is a not-for-profit international development organization with a local presence in more than 20 countries in Africa and Asia. Founded in the Netherlands in 1965, SNV’s mission is to strengthen capacities and catalyse partnerships, to transform the agri-food, energy, and water systems to enable sustainable and more equitable lives for all. More specifically, our work includes advisory services, evidence-based advocacy, and implementation at scale. In Kenya, SNV has been at the forefront of national development, working with the government, local development partners, knowledge institutes, the private sector, and low-income communities. Therefore, SNV seeks to continuously develop and strengthen partnerships with organizations and initiatives that help build local capacity and empower communities to break the cycle of poverty.

* 1. Energising Development (EnDev) Programme

The Energising Development (EnDev) Programme is an energy access partnership currently financed by the Netherlands, Germany, Norway, and Switzerland. The Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH and the Netherlands Enterprise Agency (RVO) coordinate the programme at the global level.

In Kenya, GIZ acts as the lead agency for the implementation of the programme and works in partnership with SNV at the country level. The EnDev Kenya country programme focuses on providing access to affordable, reliable, sustainable, and modern energy to deliver social, economic, and environmental change. SNV Kenya is implementing the humanitarian component targeting the poor and vulnerable groups with a specific focus on refugee settings in Kakuma.

1. Project Description

The project will accelerate access to appropriate, reliable, and affordable energy services for households (HH), and Micro, Small- and Medium-sized Enterprises (MSMEs) by strengthening supply and enhancing uptake of quality off-grid solar-powered systems and clean cooking solutions, resulting in improved livelihoods, increased productivity, employment creation, and increased incomes, therefore contribution towards the nation’s economic development.

The project seeks to achieve the following objectives:

* Accelerate access to household lighting and clean cookstoves for communities in the refugee set-up.
* Facilitate supply and adoption of stand-alone solar systems for use in business settings.
* Strengthen local production of cookstoves including the introduction of appropriate and affordable higher-tier biomass stoves (higher efficiency) for production at the local level.
* Facilitate access to credit for the end users to purchase stove and solar products.
* Enhance the enabling environment to encourage private sector investment in the refugee market.

The first implementation period begins from Jul 2023 and will end in Dec 2023, while the second period will run from Jan to Dec 2024.

To enhance the effectiveness and achievement of results, the specific interventions and technologies promoted under the project are customized to the refugee setting. The eligible technologies and their selection, target partners, and applicable project support have all been described below.

* 1. Eligible technologies and selection process

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| **Technology Scope** | **Eligible technologies and target users** |
| **Solar-powered systems** | * Solar technologies for use by households (including solar lanterns (pico), solar home systems (SHS)), * Solar-powered appliances for income generation targeting MSMEs (including the larger SHS, component-based solar systems, and PUE appliances). |
| **Cookstoves** | * Improved Cooking Stoves (ICS) produced by the local artisans/producers and more specifically biomass stoves produced by the local stove production units (SPUs). * Higher tier cookstove (HTC) technologies (tier 3 and above). HTC will include artisanal biomass stoves with higher efficiency, and stoves produced in a formal industrial set-up such as Electric Pressure Cookers (EPCs). |
| **Selection of products and the suppliers** | * The project will include measures to vet the supply-side actors and the energy products to ensure relevance to the refugee market and consumer needs and the availability of quality products. * The local stove production units (SPUs) previously supported by the past SNV MBEA projects to establish local operations, will have an added advantage. * Results from institutions that have testing expertise and facilities will be used to vet and select products for promotion under the refugee component. * For component-based systems, the solar companies will be required to demonstrate the required expertise and experience in designing and installing similar systems. * Applicants will be required to provide detailed product specifications including pictures and catalogues. * Supply-side actors will be required to ensure the provision of quality assurance mechanisms (warranties, user technical support, and after-sales support including installation and repairs as applicable) |

* 1. Project Support

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| **Sub-Component 1** | **Promote local production of HTC stoves** |
| **Target partners** | * Local stove production units (SPUs). |
| **Applicable support** | * Identify and vet the HTC stoves to be promoted by the project. * Facilitate capacity building of the local stove production units (SPUs) to enhance the technical capacity of the local stove producers to facilitate quality production of the new higher-tier stove models. |

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| **Sub-Component 2** | **Facilitate distribution and uptake of stove and solar products by HH and MSMEs.** |
| **Target partners** | * Stove and solar companies/distributors including those already operating in the refugee market and the new entrants. |
| **Applicable support** | * Facilitate capacity building of the distribution networks in the refugee market (solar and stove companies’ teams and distribution partners including stockists, sales agents, technicians, and resellers) to enhance their technical/product skills and entrepreneurial capacity so they can better promote, distribution, and facilitate after-sales support for solar and PUE technologies. * Market entry support for the new players and/or introduce the distribution of new technologies in the refugee market. Support will include market intelligence, business linkages, and partnership development. * Campaigns to raise awareness and stimulate demand and uptake of stove and solar technologies for use by households and businesses. * Support the enhancement of refugee enabling environment. * Knowledge development and dissemination to enhance the implementation of project interventions. |

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| **Sub-Component 3** | **Facilitate access to finance for HH and MSMEs to facilitate the purchase of stoves and solar products.** |
| **Target partners** | Existing financial intermediaries – including formally and informally organized financial service providers with local presence and operations in the target market. |
| **Applicable support** | Support to offer financial services to members, awareness creation to stimulate or enhance uptake of the financial products to facilitate the purchase of stove and solar technologies, assess quality products and suppliers, linkage to solar and stove manufacturers or distributors, and facilitate financial literacy education for the members. |

1. Requirements and process
   1. Application Requirements

The project seeks to support organizations with the following characteristics:

* Companies registered and operating in Kenya, with evidence of statutory and legal compliance. Applicants must be willing to pass the mandatory due diligence process undertaken in compliance with SNV’s procurement policy.
* Organizations distributing solar and/or cookstoves targeting households and/or small and medium-sized businesses.
* Stove production units with operations in the target refugee market.
* Have quality assurance mechanisms in place and after-sales support. Companies providing product warranties will have an added advantage.
* Willingness to distribute products through both cash and credit models.
* Willingness and capacity to take the lead in identifying support needs and participate in market development activities facilitated by the project.
* Willingness to sign an MOU and report to the project. The companies will be required to report sales data and provide periodic progress reports to the extent supported by the project.
  1. The Assessment Criteria

All applications will be assessed to determine the following:

* Compliance with organizational requirements.
* Appropriateness of the proposed products in the target market.
* Compliance with product quality requirements and adequacy of the technical and after-sales support mechanisms.
* Support needs, proposed activities, and milestones/targets.
  1. The application and implementation process

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| **Stages** | **Steps** |
| 1. Partnership development | 1. Call for Applications. 2. Targeted sensitization and screening meetings. 3. Submission of applications. 4. Evaluation and selection of applicants. |
| 1. MoU/Partnership negotiation and signing. | 1. Due diligence and MoU negotiations. 2. MoU signing. |
| 1. Implementation | 1. Periodically agree on specific activities, budgets, work plans, and milestones/targets. 2. Activity implementation in collaboration with the SNV project team. |
| 1. Progress monitoring | 1. Progress/results monitoring and reporting after activity implementation. 2. Companies submit relevant sales data. |

1. The application window and submissions.

Eligible organizations are hereby invited to submit their applications to participate in the project.

* An application template has been provided as an attachment to this request for expression of interest.
* Submit your EOI using the official application template to Email: [snvendevkenya@snv.org](mailto:snvendevkenya@snv.org). In the email subject please cite Application – SNV HUMANITARIAN MBEA III as a reference.

Proposals will be accepted from Aug 2023 onwards. The project will assess applications on a first-come first-serve basis, undertake due diligence and sign MoUs on a case-by-case basis.

The call for applications does not guarantee any applicant of selection. Only shortlisted applicants will be contacted.