BRILHO — Energy Africa Mozambique

Terms of Reference

Procurement of Training Courses on Climate, Energy and Finance

Tender reference: 12/2026-SNV/MZ/BRILHO- Training Courses on Climate, Energy and Finance

Programme	FCDO PO 8210 BRILHO – Energy Africa Mozambique
Implementing organisation	SNV Netherlands Development Organisation
Funders	United Kingdom, through the Foreign, Commonwealth and Development Office (FCDO); and Sweden, through the Swedish International Development Cooperation Agency (Sida)
Assignment	Design and delivery of professional training courses on climate, energy and finance
Contracting entity	SNV Mozambique

1. Background

SNV is a non-profit international development organisation. Founded in the Netherlands 50 years ago, we have built a long-term local presence in 39 of the poorest countries in Asia, Africa and Latin America. We believe that nobody should live in poverty. We are dedicated to supporting a society in which all people, regardless of race, class or gender, have the freedom to pursue their sustainable development. Our focus is to increase people's income and employment opportunities in productive sectors, such as agriculture, as well as improving access to basic services, such as energy, water, sanitation, and hygiene.

BRILHO is a seven-year programme (2019–2026) with nationwide coverage, established to catalyse Mozambique's energy market of Improved Cooking Solutions, Solar Home Systems and Green Mini-Grids, in order to provide clean and affordable energy solutions to the off-grid population and to businesses. The programme stimulates the private sector to focus its efforts, innovative ability and resources on developing and investing in quality, affordable off-grid energy products, systems and services, improving the lives of low-income people in Mozambique through money saving, better well-being and livelihood opportunities, while delivering commercial benefits for the private sector.

BRILHO is financed by FCDO and Sida and implemented by SNV. The programme is a direct contribution to Mozambique's pursuit of Sustainable Development Goal 7 (SDG7), which calls for universal access to sustainable energy by 2030. It is delivered through four components:

- Component 1 — Market Development Fund (MDF) and Technical Assistance, supporting businesses entering the market as well as established and expanding businesses.
- Component 2 — Demand Activation, creating awareness among potential consumers of the benefits, alternatives and quality standards of modern energy solutions.
- Component 3 — Research and Dissemination, improving the availability of relevant information for private and public sector decision-makers.

- Component 4 — Policy Reform and Institutional Strengthening (PRIS), working with the Government of Mozambique to develop a regulatory framework that inspires confidence, clarity and incentives for the off-grid energy sector to grow.

This assignment falls under Component 4. Mozambique's ability to mobilise finance for its energy transition depends substantially on the technical capacity of the public officials and development practitioners who design policy, appraise projects, negotiate with financiers and represent the country in international climate processes. Access to the major climate and carbon finance channels — the Green Climate Fund, the Global Environment Facility, European Union instruments, and the voluntary and compliance carbon markets — requires specialised knowledge that is not widely held in the sector.

Strengthening this capacity is also a sustainability measure. BRILHO concludes in 2026, and the durability of its results depends in part on the institutional knowledge left behind in Mozambican public institutions and partner organisations. This procurement is intended to deliver targeted, high-quality, certified training that leaves participating institutions better equipped to identify, structure and access climate and energy finance after the programme closes.

2. Objectives of the assignment

2.1 Overall objective

To strengthen the technical capacity of professionals in Mozambican public institutions and development organisations to formulate strategy, appraise projects and mobilise finance for the country's energy transition and climate commitments.

2.2 Specific objectives

- Deliver a set of structured, certified training courses covering the international climate framework, climate and carbon finance, energy transition strategy, applied renewable energy finance, and climate risk management.
- Equip participants with applied skills — proposal development, financial modelling, risk assessment — and not only conceptual knowledge.
- Provide participants with recognised individual certification that supports their continued professional development.
- Leave usable training materials with SNV and participating institutions for subsequent internal reuse.

3. Scope of work

3.1 Structure of the assignment and lots

The assignment is divided into eight lots, each corresponding to one course. Bidders may therefore submit proposals for several or all lots. Bidders must state clearly at the outset of their technical proposal which lot or lots they are bidding for.

SNV reserves the right to award all, some or none of the lots, to award different lots to different providers, and to adjust the number of lots or courses commissioned in line with available budget and confirmed participant demand.

The content set out below is indicative. Bidders are expected to refine, restructure and, where justified, propose the merging or splitting of course content, provided the minimum duration and certification requirements are met. Where a bidder proposes a substantive departure from the indicative content, the rationale must be explained.

3.2 Courses to be delivered

Ref.	Course title	Indicative content (to be refined by the bidder)
Lot 1	**Climate Change, the Paris Agreement and the Global Climate Architecture**	• Climate science essentials and key IPCC findings • The UNFCCC regime and the architecture of the Paris Agreement • Article 2 goals, including the finance goal, and the ratchet mechanism • Mitigation obligations under Article 4; adaptation under Article 7 • Loss and damage; the Enhanced Transparency Framework (Article 13) • The Global Stocktake and how the COP negotiation process works • Implications and entry points for Mozambique
Lot 2	**NDCs and National Climate Strategy: From Commitment to Finance**	• NDC formulation, updating and costing cycles • Relationship between NDCs, National Adaptation Plans and long-term low-emission development strategies • Sectoral target setting, with emphasis on energy • MRV systems and transparency reporting obligations • Translating NDC targets into investment plans and bankable project pipelines • Institutional coordination and stakeholder engagement • Mozambique's NDC and national climate policy framework
Lot 3	**Climate Finance: Architecture and Access (GCF, GEF, Adaptation Fund, EU)**	• Article 9 and the international climate finance landscape • Green Climate Fund: accreditation, readiness support, concept notes and funding proposals • Global Environment Facility: allocation system and project cycle • Adaptation Fund and direct access modalities • EU instruments, including Global Gateway and NDICI-Global Europe • Bilateral and multilateral climate funds; concessionality and blended finance • Practical exercise: drafting a concept note against a real funding window
Lot 4	**Energy Transition Strategy and Financing**	• Energy transition pathways and just transition principles • Least-cost integrated energy planning and electrification modelling • SDG7 and universal access strategies; grid, mini-grid and standalone roles • Power sector reform, IPP frameworks and procurement • Sources and structures of transition finance; utility financial sustainability • National energy compacts and donor coordination mechanisms • Application to the Mozambican energy sector
Lot 5	**Applied Renewable Energy Finance**	• Project finance fundamentals and capital structures • Financial modelling for renewable energy projects (hands-on) • Tariff setting, PPAs and offtake risk • Risk identification, allocation and mitigation instruments, including guarantees and currency risk

Ref.	Course title	Indicative content (to be refined by the bidder)
		• Debt sizing, DSCR, IRR and returns analysis • Financing off-grid business models: solar home systems, green mini-grids and improved cooking solutions • Results-based financing and catalytic grant instruments • Investment appraisal and due diligence practicum
Lot 6	**Carbon Finance I: Voluntary Carbon Markets**	• Structure, participants and price dynamics of the voluntary carbon market • Crediting standards and registries (Verra/VCS, Gold Standard and others) • Methodologies relevant to Mozambique, including improved cookstoves, solar and forestry • Project cycle from design document to issuance; MRV, validation and verification • Market integrity initiatives (ICVCM Core Carbon Principles, VCMI Claims Code) • Offtake agreements, revenue forecasting and buyer due diligence • Benefit sharing, safeguards, community rights and national approval requirements
Lot 7	**Carbon Finance II: Compliance Markets and Article 6**	• Compliance instruments: emissions trading systems, carbon taxes and hybrid designs • Article 6.2 cooperative approaches, ITMOs and corresponding adjustments • The Article 6.4 mechanism (PACM) and transition from the CDM • Host country readiness: authorisation, institutional arrangements and safeguards • CORSIA and sectoral schemes • Carbon border adjustment mechanisms and trade implications • Interaction between compliance and voluntary markets; risks and negotiating considerations for host countries
Lot 8	**Climate Risk Management**	• Physical and transition risk concepts and terminology • Climate scenario analysis and stress testing • Disclosure frameworks: TCFD and IFRS S2 / ISSB • Integrating climate risk into project appraisal, portfolio management and public investment decisions • Adaptation and resilience measures for energy infrastructure • Risk transfer: climate and disaster risk insurance, parametric products • Data sources, tools and their limitations in the Mozambican context

3.3 Cross-cutting requirements applicable to all lots

- Practical component. A minimum of 20% of contact time must be devoted to applied work: case studies, exercises, modelling, group work, simulations or drafting practice.

- Accessibility. Where delivery is online, the platform used must be functional over the connectivity conditions typically available in Maputo, and sessions should be scheduled to accommodate participants' working commitments.

4. Common specifications

The following requirements apply to every course, irrespective of lot.

Parameter	Requirement
Minimum duration	The following time allocations should be considered: Lots 1, 2, 3, 8 —12 hours per course Lots 4, 6, 7 — At least 16 hours per course Lot 5 — At least 24 hours, with an explicit requirement that participants build a model rather than review one
Number of participants	Between 6 and 12 per course
Delivery method	Online, in person, or blended. Bidders may propose the method best suited to each course and should justify the choice.
Location (only if in-person delivery is proposed)	Maputo, Mozambique.
Venue and catering	Where in-person delivery is proposed, venue and catering costs must be quoted as a separate, optional line item. Bidders may alternatively assume that SNV provides the venue and catering, in which case this must be stated explicitly.
Language of delivery	Portuguese is strongly preferred. English is acceptable. Course materials should be provided in Portuguese wherever possible.
Delivery period	Mid August 2026 to 16 October 2026. All courses must be completed within this window.
Trainee profile	Professionals, officers and managers at public institutions and development organisations in Mozambique, including MIREME (DNE), ARENE, FUNAE and related entities. Participants will have sector experience but variable prior exposure to climate finance concepts.
Certification	An individual certificate of completion must be issued to each participant who meets the attendance and assessment requirements. The certificate must state the participant's name, course title, contact hours, delivery dates, and the issuing and (where applicable) accrediting body.
Course materials	All slides, handouts, exercises, datasets and reference materials to be provided digitally to each participant and to SNV.

5. Deliverables

For each course awarded, the provider shall deliver:

- An inception note and detailed course outline, submitted for SNV approval no later than five working days before the first session, setting out learning objectives, modular structure, agenda, methodology, the practical component, and the assessment and certification approach.
- The complete set of training materials in the agreed delivery language.
- Delivery of the course within the agreed dates and to the agreed standard.
- A verified registration list per course.
- Individual certificates of completion issued to each qualifying participant.

6. Requirements for the proposal

Proposals must be submitted including a technical and financial section to **SNV Mozambique Tenders, through e-mail: mozbid@snv.org; by no later than August 5th before 23:59 Maputo time**, with the subject line "**Tender: 12/2026-SNV/MZ/BRILHO - Training Courses on Climate, Energy and Finance**".

6.1 Mandatory documentation

The following must be provided in full. Inability to demonstrate and provide this documentation at submission stage will result in exclusion of the application from further consideration and the proposal will not proceed to subsequent stages of evaluation.

- Company registration and proof of legal existence. Mozambican bidders must additionally provide their NUIT. International bidders must provide equivalent registration and tax residency documentation.
- Evidence of relevant official accreditation(s) held by the institution and/or the proposed trainers for the subject matter of the bid.
- Evidence of at least two comparable training assignments delivered in the last five years, with contactable client references.

6.2 Technical proposal

The technical proposal should be concise but complete, and should not exceed 10 pages excluding CVs and annexes. It must include:

- A clear statement of the lot or lots being bid for.
- For each lot: the proposed course design, modular structure, allocation of the minimum contact hours, training methodology, the practical component, and the assessment and certification approach.
- The proposed team, with CVs of each trainer.
- Evidence of accreditation and a description of the certification that participants will receive, including the issuing body.
- A proposed delivery schedule falling within the stated window, with the delivery method proposed for each course and the rationale.
- A statement of language capability, including whether delivery and materials will be in Portuguese.

6.3 Financial proposal

The financial proposal must be presented per lot, so that lots can be awarded independently, and must set out:

- A lump-sum price per course per trainee or cohort
- Travel and subsistence where applicable, and any other direct costs.

- Where in-person delivery is proposed, venue and catering costs quoted as a separate optional line item, or an explicit statement that the bidder assumes these are provided by SNV.

Tax treatment. Mozambican bidders must include and itemise all applicable taxes, including IVA and any other applicable levies. International bidders must incorporate a 20% withholding tax in their pricing; SNV will withhold and remit this amount in accordance with Mozambican law. All prices must state clearly whether they are inclusive or exclusive of tax, and the currency used.

Proposals must remain valid for 60 days from the submission deadline.

7. Evaluation of proposals

All complete proposals will be reviewed by SNV staff against the criteria below. Only candidates meeting the mandatory requirements will advance to subsequent evaluation stages. Proposal assessments are weighted at 80% for technical considerations and 20% for financial considerations.

Criterion	Weight (%)
Mandatory requirements (documentation complete and compliant as set out in Section 6.1). Failure to meet these results in exclusion from further evaluation.	Pass / Fail
1-Technical Methodology and Course Design	25
2-Institutional Expertise and Track Record	20
3-Trainers' Qualifications and Experience	15
4-Accreditation and Certification Quality	10
5-Delivery Strategy and Implementation Capacity	10
Technical evaluation — subtotal	**80**
Financial evaluation	**20**
Total	**100**

Proposals scoring below 70% of the available technical marks will not be considered further, regardless of price. The financial score will be calculated by awarding the maximum available marks to the lowest compliant price within each lot, with other proposals scored in inverse proportion.

8. Qualifications of the provider

- A recognised training provider, academic institution, professional body or specialist consultancy with a demonstrable track record in professional training on climate, energy or finance.
- At least five years of relevant institutional experience.
- Official accreditation relevant to the subject matter of the lot(s) bid, and the authority to issue recognised certificates of completion.

9. Contracting and payment arrangements

The selected provider(s) will enter into a services agreement with the SNV office in Mozambique.

Payment will be made against approved deliverables or milestones. The indicative schedule is 20% on SNV approval of the inception note and course materials, and 70% on completion of delivery and SNV approval of all associated deliverables. Payment terms are [insert, e.g. 30 days] from receipt of a valid invoice and SNV acceptance of the corresponding deliverable.

SNV reserves the right to withhold payment where deliverables do not meet the agreed standard, and to terminate the agreement where delivery falls materially short of the specification.

10. Data protection

The review and scoring are closed processes and are not open to the public. The data received shall be validated by SNV through remote and/or physical checks and processed following SNV's General Data Protection Regulation (GDPR) framework, which complies with the European Union's GDPR 2018. The electronic data provided will be kept secure and will only be processed by SNV for procurement and project execution purposes. The data will be kept for seven years, after which they will be destroyed by SNV. By submitting a proposal and participating in the SNV process, the bidder agrees to this use, storage and processing of the data provided.

The provider must handle participant personal data — including names, institutional affiliations, assessment results and certificate records — in accordance with the same standards, must not use it for any purpose beyond this assignment, and must transfer and then delete it on completion.

For any clarification concerning this Terms of Reference, please send an e-mail to: mozbid@snv.org; and expect the response within 24h00. All questions and answers will be circulated to all registered bidders without identifying the source.