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## ANNEX I – Terms of Reference

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| <b>Reference Number</b>     | <b>R4A/2022/A2E/01</b>   |
| <b>Title of the Project</b> | What does it take to accelerate investment in integrated WEF projects? |

### ANNEX I – Terms of Reference

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## 1. Background Information

### 1.1 Contracting Authority

Born in 2012, RES4Africa (Renewable Energy Solutions for Africa) is a Foundation that **works in support of Africa's just energy transition in order to achieve the SDG7**, ensuring access to affordable, reliable, sustainable and modern energy for all. It functions as a **bridge between Europe and Africa**: gathering a network of members from all over the clean energy sector from both continents and high-level international partnerships, we ensure constant dialogue between the most relevant energy stakeholders willing to mobilise investments in clean energy technologies.

### 1.2 Context

The Nexus Dialogues Programme Phase (NRDP) I (2016-2018), resulted from international efforts to operationalise the Nexus approach. The programme is designed to stimulate the following five Nexus Regional Dialogues (NRDs): Middle East and North Africa (MENA); Niger River Basin; Latin America and the Caribbean (LAC); Southern Africa; and Central Asia.

The Nexus Regional Dialogues Programme Phase II (2020-2023), funded by the EU and BMZ (German Federal Ministry for Economic Cooperation and Development) and implemented by GIZ, aims to mainstream WEF Nexus approaches through increased investor awareness, capacity building, concrete projects and expansion of knowledge management. It builds on Phase I (2016-2020) of the project, during which the five Nexus Regional Dialogues (NRD) developed policy recommendations endorsed by high-level policy makers at regional and national level.

In the framework of the NRDP, RES4Africa's Project aims at supporting the creation of an enabling environment for scaling up WEF nexus investments in the MENA and Niger Basin regions. In the long run, the proposed activities will contribute to institutionalise the WEF NEXUS approach in national and regional governance structures, increase investors' awareness, and strengthen capacities of local actors (e.g., project developers).

The Project is composed of **three main set of activities**:

- Analysis of WEF nexus business models, and innovative characteristics, aimed at the identification of the most promising WEF project categories and the analysis of international, regional and national financing mechanisms that can encourage the realization of WEF Nexus projects, for private and public stakeholders, in the MENA and Niger Basin Regions (Activity 1.1, 1.2 and 1.3);
- Public Stakeholders and Institutions analysis for the definition of Technical Assistance packages, related to WEF projects planning, implementation and promotion (Activity 2.1 and 2.2);
- Dissemination of project results and support to capacity building through participation in international and national events and workshops (Activity 3.1 and 3.2).

See detailed description of the relevant Project Outputs and activities below:

#### ***OUTPUT 1. Analysis of business models, financing opportunities and challenges for the development and implementation of WEF Nexus projects in MENA and Niger Basin Regions.***

The analysis will explore integrated business models and innovative approaches for the realization of WEF Nexus projects in the target regions, highlighting trends, characteristics, challenges, opportunities and stakeholders. In parallel RES4Africa will carry out a mapping of the main available financing mechanisms in the regions, for private and public sectors. Building on the analysis, RES4Africa will produce a blueprint report, highlighting the most promising WEF project clusters (e.g.: agrivoltaic, food processing, water desalination and distribution, etc) and accessible financing mechanisms, and define Terms of Reference for the provision of Capacity Building to private developers related to WEF project development and access to finance. For the

Niger Basin Region this output will be carried out in coordination with university 2iE of Ouagadougou that supports growth of local SME's and facilitate their link with potential investors. In the MENA Region, this pillar will be executed in close coordination with the initiative 'Minaret II', which is implemented by the Jordanian Royal Scientific Society (RSS) as well as a regional business development organisation. RES4Africa will organize periodic coordination meetings with the partners involved in order to keep track of the ongoing work, exchange relevant information and be aligned on goals and project deployment.

**Activities:**

**1.1 Development of a Blueprint Report for identification and analysis of WEF project clusters in the MENA and Niger Basin (NB) region;**

Building on the existing database of projects developed by the relevant Initiatives and programmes in the WEF sector, supplementary assessment and relevant bibliography, RES4Africa will explore integrated WEF business models and innovative approaches in the MENA and NB regions. Starting from this analysis RES4Africa will realize a blueprint report, highlighting the most promising WEF project clusters with specific highlights for each region.

**1.2 Analysis of international, regional and national financing mechanisms for WEF projects in MENA and NB regions.**

RES4Africa will analyse gaps and potential of financing mechanisms that can support the deployment of WEF Nexus Projects. The analysis will take into consideration accessible mechanisms for private and public stakeholders in the MENA and Niger Basin Region.

**1.3 Definition of Capacity Building needs for private developers on WEF nexus project design and financing.**

RES4Africa will analyse projects clusters potential and exigency in order to identify the Technical Assistance needed to enhance the project performance and access to finance potential for private sectors developers. For both regions, starting from the analysis performed, RES4Africa will define Technical Assistance Packages for private sector developers. In the Niger Basin, this activity will be carried out in coordination with University 2iE of Ouagadougou. In the MENA region, the Technical Assistance Package will be developed in close coordination with a regional business development organisation.

### 1.3 Geographic Area

The target areas for the implementation of this project are the MENA Region, with particular attention to Jordan, Egypt and Tunisia, and the Niger Basin Region (Benin, Burkina Faso, Cameroon, Chad, Ivory Coast, Guinea, Mali, Niger, and Nigeria).

### 1.4 Target group

In the MENA Region the project will focus on public institution and entities, by fostering awareness and capacity of the relevant actors on accelerating and mobilizing financing for WEF Nexus projects. The project will also work with a business development organisation to promote private sector solutions for water, energy and food security.

In the Niger Basin Region, along with the public institution component that will work with established entities of the Niger Basin Authority, RES4Africa will work together with university 2iE of Ouagadougou, to develop the competencies of private companies and start-ups involved and interested in the realization of WEF Nexus projects.

The Project will foster national dialogue within the selected State, on the WEF Nexus approach, to strengthen the capacity of the relevant actors (Ministries, Public Entities and Private Sector), as well as promoting Regional and International exchanges discussion on WEF promotion strategies

## 2. Objective

RES4Africa Foundation has been selected to contribute to the Nexus Regional Dialogues Programme Phase II, funded by the EU and BMZ (German Federal Ministry for Economic Cooperation and Development) and implemented by GIZ, with the goal to mainstream WEF Nexus approaches through increased investor awareness, capacity building, concrete projects and expansion of knowledge management.

The goal of RES4Africa's Project within the NRDP, is to contribute in anchoring the WEF NEXUS approach in policy making, investment decisions and strengthen capacities of local actors' investments in the MENA and Niger Basin regions by supporting the creation of an enabling environment for scaling up WEF nexus.

## 3. Purpose

In the framework of Activity 1.1 and 1.2, **RES4Africa Foundation seeks through this TOR to contract a consulting company, in accordance with GIZ Procurement Policy and Procurement Regulations, to explore and analyse new and innovative markets in the framework of the Agri-Solar business models**, meaning the production of electricity from PV systems or/and other renewable energy sources, integrated with agricultural activities (crop production, food processing irrigation, etc)

In particular the selected Consultant will provide analysis and insight on the following specific models:

- **Solar Irrigation:** production of energy from solar photovoltaic (PV) panels, to power electric water pumps and irrigation systems.
- **Agrivoltaic:** adjacent installation of PV systems and implementation of a sustainable agricultural activity.
- **Productive Use of Energy in Agribusiness (Agri PUE):** Deployment of PV in the vicinity of agricultural activities (crop production, transformation and storage) to power agricultural machinery and related activities. It includes a variety of business models that applies to variety of beneficiaries: from small holder farmers to cooperatives and large companies.

The Analysis conducted by the selected consultant will explore different aspects, listed in the section 4. Scope of Work, in relation to the identified business models on a regional level as follow:

- MENA Region: Agrivoltaic and Solar Irrigation;
- Niger Basin Region: Agri PUE and Solar Irrigation;

## 4. Scope of Work

The service provider will be responsible for the development of a Report which will include an analysis of the key points described below. The service provider will also develop a Power Point Presentation and support the dissemination of the project's evidences and results. The service provider will share the data set and working sheet created for the implementation of the analysis.

For all the business models identified, the consultant will explore the following items:

- High Level Cost-Benefit analysis: benefits for agricultural activities (i.e., crop and food production), water resources and management and access to energy; environmental impacts and comparison with different technologies.
- High Level Market Analysis: potential market segment, current level of market maturity, investment, analysis of companies operating in the sector, general market information;
- Technology Readiness and Best Practises: technology readiness level compared to different solutions, successful business models and experiences in the sector.
- Policy and Regulation Analysis: analysis of policy and regulatory framework necessary to support the development of the analysed business models.
- Specific Enabling Factors and Recommendations: tailored recommendations for the policy makers and developers of the targeted regions.
- Case study (optional): identification and presentation of relevant active projects and best practices. The projects will be identified by the Consultant with the support and indication of RES4Africa and the projects' partners.

In addition, only for the Agri - PUE, the consultant is expected to explore the following specific item:

- Identification of the most promising and mature technologies and business models for the promotion of productive use of energy in agricultural activities

#### 4.1 Deliverables and Expected Output

- 1 Report;
- 1 PPT presentation;
- Data Set and Working Sheet;

#### 4.2 Expected effort from the Service Provider:

- Periodic coordination meeting between RES4Africa and the selected service provider
- Meeting with relevant stakeholders, with the assistance and facilitation of RES4Africa and GIZ Team

## 5. Project Management

### 5.1 Management Structure

The supervision of the analysis will be managed by the RES4Africa Access to Energy Team, who will also oversee the Implementation of activities and check regularly on the advancement of works. A focal point will be selected within the team, who will be responsible of dealing with daily communications with the service provider counterparts and other relevant stakeholders.

A weekly/bi-weekly coordination meeting will be held between RES4Africa and the selected service provider.

Communication among the service provider and local stakeholders will be facilitated, whenever possible, by RES4Africa.

## 6. Logistic and Timing

### 6.1 Location

Remote: the analysis will be carried out based on desk research, interviews with relevant stakeholders, meetings and knowledge sharing with local partners of both RES4Africa and the service provider's networks.

### 6.2 Start Date and Period of Implementation

The intended start date is the date the contract is signed by the last party. The period of implementation of the contract will be 60 calendar days from the start date.

## 7. Budget

The budget available for the required service is 36.600 EUR (including VAT, taxes, expenses, contributions and other due fiscal charges). Offers exceeding 20% of the available budget will not be considered.

## 8. Requirements

### 8.1 Eligibility

This consultancy is open to reputable consultancy companies and/or specialized entities (i.e., no-profit organization, etc.) having proven experience in similar assignment. Individual consultants' application will not be taken into consideration.

### 8.2 Staff and Key Experts

Applicants' key experts have a crucial role in implementing the TOR. The applicant shall submit CVs for key experts and staff with experience in market analysis, innovative business models (with a focus on the Water-Energy-Food Nexus approach), project financing, regulatory frameworks and policy analysis. Experience in similar project in Africa and/or with local Institution will be considered as an advantage.

The key experts and staff profiles have to be included in the technical offer, as specified in the "Instructions to applicants" (point III of the Technical Offer).

### 8.3 Previous Experiences

Applicants shall submit proof of company's' and staff's previous experience working on similar contract and/or with the Client (RES4Africa). Moreover, the service provider will demonstrate proven experience in dealing with African and international institutions. The publication of similar reports related to market

analysis and innovative business models (and especially WEF Nexus model) will be considered as an advantage.

Previous relevant experiences related to the subject of the study and/or with RES4Africa have to be included in the technical offer, as specified in the "Instructions to applicants" (point IV and V of the Technical Offer).