

# Market Based Energy Access Project Phase II

## EnDev Kenya

### Request for Expression of Interest

Version 2: Sep 2020

Partnership with solar and stoves distributors in promotion of solar products and clean cooking solutions for households, productive use in business settings and social institutions in the refugee set-up.

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## 1. Summary – Request for Expression of Interest

SNV Netherlands Development Organisation in Kenya hereby invites eligible solar and stove distributors to submit their expression of interest (EOI) for partnership towards promoting solar products and clean cooking solutions for households, productive use in business settings and social institutions in Kakuma camp, Kalobeyei host community.

This EOI therefore includes the following:

- Details on the project and the opportunity for the solar and cookstove distributors.
- Details on eligible organizations.
- Details on the application requirements, process and timelines.
- The official application template to participate in the project under the MBEA II project, has been included as an attachment to this request for proposals.

## 2. Project Background

### a) SNV Netherlands Development Organization

SNV is a not-for-profit international development organization, working in Energy, Agriculture and Water, Sanitation & Hygiene. Founded in the Netherlands in 1965, we have built a long-term local presence in more than 27 countries in Asia, Africa and Latin America. Our global team of local and international advisors works with local partners to equip communities, businesses and organizations with the tools, knowledge and connections they need to increase their incomes and gain access to basic services. We support people to access and develop the capabilities, services and opportunities needed to live a healthy, productive and fulfilling life, while sustainably using the natural resources they depend on. 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 government, local development partners, knowledge institutes, private sector and low-income communities. SNV therefore seeks to continuously develop and strengthen partnership with organizations and initiatives that help build local capacity and empower communities to break the cycle of poverty.

### b) Energising Development (EnDev) Programme

The Energising Development (EnDev) Programme is an energy access partnership currently financed by six donor countries – the Netherlands, Germany, Norway, the United Kingdom, Switzerland and Sweden. The Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH acts as lead agency for the implementation of the programme and cooperates closely with the Netherlands Enterprise Agency (RVO) at the global level, and with various implementation partners at the country level.

The EnDev Kenya project is structured into three components i.e. cookstove, cooking fuel and solar and implemented by GIZ, SNV and Practical Action. The project also has an element of targeting poor and vulnerable groups with specific focus in refugee settings in Kakuma. The overall objective of the EnDev Kenya project is to contribute to the Kenya's SE4All initiative whose goal is to achieve 100% universal access to modern energy services by 2030 for both cooking and electricity. The project will intervene in three major areas, specifically the supply side, demand side and the enabling environment.

### c) Market Based Energy Access II (MBEA II) project

The Market Based Energy Access Project Phase II (MBEA II) is a continuation and a scaling up of the completed MBEA I which started in September 2017 as a pilot programme and ran until September 2019. Implemented within SNV EnDev Phase III, MBEA II focuses on market based approaches to energy access within the refugee setting in Kakuma refugee camp as well as the host community. MBEA II will promote supply, distribution and use of clean cooking and solar powered solutions through a mix of market based and social approaches. The market-based approach in this case will be anchored with distributors of the targeted products in the refugee set-up and will include technical assistance and activity based financial facilitation. The social based approach will include partnerships with relevant agencies operating in the refugee camp in order to promote co-financing for solutions targeting social institutions.

### 3. Project description

In order to enhance the effectiveness and achievement of results, the specific interventions and technologies promoted under the project are customized to the refugee setting. The MBEA II project consists of 4 subcomponents which target specific technologies and groups in Kakuma camp and the host community. The figure below describes the eligible technologies, target partners and applicable support for each component under the project.

<b>Component One</b>	<b>Promotion of solar and stoves for use by households</b>
<b>Eligible technologies</b>	a) Solar: Solar lanterns and solar home systems certified by Lighting Global b) Cooking: Industrially manufactured stoves as well as stoves produced by informal enterprises
<b>Target partners</b>	Both existing and new distributors of solar products and/or cookstoves. Distributors should demonstrate: <ul style="list-style-type: none"> <li>• Good understanding of the market</li> <li>• Tailored approach to the refugee context</li> <li>• Capacity to implement or deliver results through viable business models including cash and credit models</li> </ul>
<b>Applicable support</b>	Technical Assistance on refugee market intelligence, knowledge management, business linkages, partnership development, skills training, networking sessions, product trainings including quality assurance/after sales mechanisms, marketing/awareness creation events and branding.

<b>Component Two</b>	<b>Promotion of stoves and solar for productive use in business settings</b>
<b>Eligible technologies</b>	a) Solar: Solar powered solutions, appropriate for businesses in refugee settings. b) Cooking: Industrially manufactured stoves as well as stoves produced by informal enterprises.
<b>Target partners</b>	Both existing and new distributors of solar products and/or cookstoves with products suited for business settings and/or commercial establishments. Distributors should demonstrate: <ul style="list-style-type: none"> <li>• Good understanding of the market</li> <li>• Tailored approach to the refugee context</li> <li>• Capacity to implement or deliver results through viable business models including cash and credit models</li> </ul>
<b>Applicable support</b>	Technical Assistance on refugee market intelligence, knowledge management, business linkages, partnership development, skills training, networking sessions, product trainings including quality assurance / after sales mechanisms, marketing/awareness creation events and branding. <b>In addition: Technical support to SME's acquiring the solar and/or cooking products.</b>

<b>Component 3</b>	<b>Promotion of stoves and small scale solar solutions for social institutions in the refugee set-up</b>
<b>Eligible technologies</b>	a) Solar: Solar powered solutions, appropriate for social institutions in refugee settings. b) Cooking: (Institutional) industrially manufactured stoves as well as stoves produced by informal enterprises.
<b>Target partners</b>	Both existing and new distributors of solar products and/or cookstoves targeting social institutions like schools, hospitals among others. Distributors should demonstrate: <ul style="list-style-type: none"> <li>• Good understanding of the market</li> <li>• Tailored approach to the refugee context</li> <li>• Capacity to implement or deliver results through viable business models including cash and credit models</li> </ul>
<b>Applicable support</b>	Technical Assistance on refugee market intelligence, knowledge management, business linkages, partnership development, skills training, networking sessions, product trainings including quality assurance / after sales mechanisms, marketing/awareness creation events and branding. <b>In addition: Product trainings for SI's, facilitation of linkages to find partners for co-financing, product demos, financial support for installation.</b>

<b>Component 4</b>	<b>Promotion of innovative and sustainable financing mechanisms in refugee camps/host community</b>
<b>Eligible technologies</b>	a) Solar: Solar lanterns and solar home systems certified by Lighting Global as well as solar powered solutions for businesses. b) Cooking: Industrially manufactured stoves as well as those produced by informal enterprises
<b>Target partners</b>	<ul style="list-style-type: none"> <li>• Existing financial intermediaries</li> </ul>
<b>Applicable support</b>	<b>Stimulate access to finance (HH and SME) for stoves and solar products through existing financial intermediaries</b> – support to financial intermediaries includes TA on e.g. setting up a revolving fund, choice of products/suppliers, linkage to solar and stove distributors /installers, and/or financial facilitation targeting activities to stimulate or enhance uptake.

#### 4. Application requirements

The project seeks to support organizations with the following characteristics:

- Companies registered and operating in Kenya.
- Organizations distributing solar and/or cookstoves targeting households and/or small and medium sized businesses and/or social institutions.
- Willingness to distribute products through both cash and credit models
- Willingness and capacity to take lead in identifying needs, planning and implementation of the agreed activities while taking into account the specific characteristics of the refugee setting.
- Have quality assurance mechanisms in place including after sales support. Companies providing product warranties will have an added advantage.
- Companies must have the financial capacity to implement pre-agreed activities before receiving refunds from 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.

## 5. The application and implementation process

Stages	Steps
I. Partnership development	a) Call for Eols from interested applicants. b) Targeted sensitization and screening meetings.
II. MoU/Letter of partnership negotiation and signing.	c) Evaluation and selection of applicants. d) Product selection and approvals. e) Due diligence / MoU negotiation visits. f) MoU/Letter of partnership signing.
III. Implementation	a) Periodically agree on specific activities, work plans and budgets including baseline and financial contribution from the beneficiary. b) Partner submits claims and progress reports after successful implementation.
IV. Progress monitoring	a) Partner submits relevant sales data on a monthly basis. b) On-site visits either during activity implementation or progress/results monitoring after implementation.

## 6. The application window and submissions.

Eligible organizations are hereby invited to submit their expression of interest (EOI) to participate in the project. Submit your EOI using the official application template to Email: [snvendevkenya@snv.org](mailto:snvendevkenya@snv.org). An application template has been provided as an attachment to this request for expression of interest. In the email subject please cite: **EOI – SNV KAKUMA MBEA II** as reference.

The project is being implemented from Jan 2020 to Mar 2021. Proposals will be accepted from December 2019 until end of March 2021 on a rolling basis. The project may however end the application window earlier should there be 100% depletion of the available funding. The project will assess applications, undertake due diligence and sign MoUs on a continuous basis over this period, but will give priority to applications on a first come first serve basis.



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