Terms of reference (ToR) for identifying suitable financial products and services for SWP

Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

Indo-German Energy Programme **Promotion of Solar Water Pumps**	**Project number/ cost centre:** 2016.2081.4 - 001

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0. List of abbreviations

AVB	General Terms and Conditions of Contract (AVB) for supplying services and work 2018
BIRD	Bankers Institute of Rural Development
BMZ	Federal Ministry for Economic Co-operation and Development, Germany
CGTMSE	Credit Guarantee Fund Trust for Micro and Small Enterprises
DRE	Decentralised Renewable Energy
FI	Financial Institutions
FPO	Farmer Producer Organisation
GIZ	Gesellschaft für Internationale Zusammenarbeit GmbH
HP	Horse Power
IGEN-ACCESS	Indo-German Energy Programme - Access to Energy in Rural Areas
IREDA	Indian Renewable Energy Development Agency
JLG	Joint Liability Group
JNNSM	Jawaharlal Nehru National Solar Mission
KUSUM	Kisan Urja Suraksha evam Utthaan Mahabhiyan
MFI	Microfinance institute
MNRE	Ministry of New and Renewable Energy
MSME	Micro, Small & Medium Enterprises
NABARD	National Bank for Agriculture and Rural Development
NAPCC	National Action Plan on Climate Change
NBFCs	Non-Banking Financial Companies
NGO	Non-governmental organisation
NISE	National Institute for Solar Energy
NSM	National Solar Mission
PPP	Public-private partnership
PV	Photovoltaics
RBI	Reserve Bank of India
ROI	Return on Investment
RRB	Regional Rural Banks
SBLP	Self Help Group (SHG) Bank Linkage Program
SHG	Self Help Group
SNA	State nodal agency (subordinate authority in the federal states
SWP	Solar Water Pumps
ToR	Terms of Reference
UN	United Nations
VLE	Village Level Entrepreneur
WP	Work Package

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1. Context

The Promoting Solar Water Pumps component of the Indo-German Energy Programme (from now on referred to as PSWP module) is a bilateral technical co-operation measure between the Federal Ministry for Economic Co-operation and Development (BMZ), Germany and the Ministry of New and Renewable Energy (MNRE), Government of India. PSWP was commissioned by BMZ based on the lessons learned from the IGEN-Access module (2015 – 2019).

The project aims at promoting the sustainable use of solar water pumps in view of the Water Energy Food nexus. The IGEN-PSWP module is being implemented pan-India with a focus to the East and North-East of India. The module is implemented over a period of four years (October 2018 – September 2022). BMZ has commissioned the Gesellschaft für Internationale Zusammenarbeit GmbH (GIZ) with the implementation of the project. GIZ is a federal enterprise based in Eschborn and Bonn, Germany.

The PSWP module aims to improve, expand and speed-up the roll-out of sustainable Solar Water Pumps (SWP). The activities under the PSWP module will be implemented under the following four components:

- “Enabling Policy environment”, to enable policy-makers to design government promotion programs for the productive use of solar pumps in a way that is effective and environmentally sound.

- “Business, Operator and Service Modules”, to enable market stakeholders such as project developers, facility operators and non-governmental organizations (NGOs) to successfully replicate tested business, operator and service models for the productive use of solar pumps in selected federal states.

- “Access to Finance”, to enable financial service providers to offer customized financial solutions for financing solar pumps for productive use.

- “Information, Dissemination, and Upscaling”, to provide agricultural extension service providers in selected federal states the necessary knowledge to carry out technical, environmental and economic assessments of solar pumps for productive usage.

Solar water pumps (SWP) offer significant opportunities to facilitate irrigation access in an affordable and environmentally-sustainable manner while decoupling irrigation from the rising power subsidy burden. Installing SWP requires substantial upfront capital investment whereas the operational cost is not that much. SWPs are the most expensive Decentralised Renewable Energy (DRE) consumer products which can range in price from 60,000 INR to 7 Lakhs INR depending on the capacity of the pump. Given the high capital cost of solar pumps as compared to its alternatives, scaling up their deployment would be highly contingent on the availability of finance and credit for enterprises and farmers in the country. With its efforts, MNRE has launched many schemes and programs to provide financial support in terms of subsidy, credit, loans, etc. MNRE provides capital-subsidy which is many times further supported by state-level capital subsidy, under which farmers could avail much higher subsidy, reducing their total contribution. Again, through the newly introduced KUSUM scheme and State Government programs there is a strong push in the promotion of Solar Water Pumps.

The scheme has a subsidy component of 60% to be provided by Central and State Government.

Most solar water pump players are system integrators and offer products ranging from sub 1 HP up to 10 HP. Companies do not always have their own dealers and distribute systems via local channel partners, outlets of fertilizer companies, NGOs, etc. having last-mile reach. The business model of enterprises is heavily reliant on subsidies considering the high capital cost of solar water pumps. Aside from government tenders which target individual farmers, these enterprises also install SWPs on captive farms owned by various companies such as sugar mills, etc. Enterprises are trying and implementing various business models (e.g. pay-as-you-go model) to move away from subsidies.

Financing in the SWP sector consists of two components: the 'downstream' component focuses on end-users (consumer finance), while the 'upstream' component focuses on enterprises (start-up/early-stage capital, growth capital, etc.). Financing barriers encountered by the enterprises stem from the small project and ticket size of transaction, limited track record of the enterprises, limited understanding of decentralized renewable energy projects among financiers and investors. End-user financing also remains a major challenge due to the lack of financing options that spread consumer investment over a time period and is in line with his/her household budget. Finance providers have shown limited appetite to design products for the energy-poor and energy product and distribution companies lack the ability to directly finance end-users.

During GIZ's initial work and as documented in various studies, it became clear that one major hurdle is the access to finance especially for end-user financing. A study was undertaken by GIZ *"Scaling-Up Access to Finance for MSMEs in the Renewable Energy Sector in India",* analyzed the existing financial products and instruments in DRE sector. It was found that the risk of the SWP sector is perceived to be medium because while there is strong support for the sector from the government (through the central subsidy and state-based SWP schemes) and there is growing consumer awareness of the efficacy of the product, the sector is still vulnerable to policy shifts which can impact the overall sustainability of the market. Returns from investments in this sector are also expected to be medium as there are a significant unmet need and a growing market, but the speed at which the market will grow will be constrained by the speed at which subsidies can be disbursed. Given this profile, this sector is most attractive to commercial actors who have the opportunity to wait for longer-term for rewards (i.e., impact investors, or public sector banks). There is very limited access to formal consumer financing products in the market today. 13 products were identified for DRE for financing. These products were further classified between enterprise financing and end-user financing.

Table 1: DRE Financial Products

Type	Product name	Description
Debt	Lease finance	Enabling borrower to pay the cost of the underlying asset (such as plant & machinery) over the term of the loan and not upfront at the time of asset purchase

Type	Product name	Description
	Mini-project finance	A non-recourse financing vehicle which extends financing on the merits of a specific project, or series of projects (and not to the enterprise as a whole)
	Soft loan	A longer-term loan with lower interest rates so they are more accessible for start-up enterprises to be used primarily for asset generation
	Trade finance	Enabling enterprises to use forms of receivables (i.e., contracts for pending sales) to access debt from formal institutions
	Unsecured loan	A collateral-free loan for those enterprises who do not have access to formal collateral (i.e., property) that can be used for any purpose
	Working capital loan	A debt product that is exclusively used to service expenses related to the operations of an organization
Equity/Hybrid	Pure patient	Longer-term and lower rate of return equity investments that are focused on creating both financial returns and social impact
	Angel investment	Early-stage capital, usually from high net worth individuals, looking to create high returns in a short period of time
	Convertible debt	A debt instrument which has slightly higher returns, but based on the success of the enterprise, can be converted to equity in a company after a specified period of time; it enables companies to finance working capital as well as asset purchases
	Mezzanine financing	A hybrid debt/equity investment that acts as debt capital and allows the lender to convert it into ownership or equity if the loan is not paid back
Others	Grants	Standard zero-cost loans that are primarily focused on helping socially-oriented enterprises establish themselves over initial seed-stage growth
	Subsidies	Financial support extended for specific products or enterprises that reduce the overall cost of the product
	Secured transactions	A regulatory system which registers non-traditional collateral

Table 2: Enterprise financing

Enterprise financing						
Product type	Sub-types	Product availability	Need for product	Intended application	Barriers to financial access and supply	High priority product-specific solutions
Debt	Working capital • Soft loans • Collateral-free loans (e.g., CGTMSE)	Low	High	• Inventory costs • Geographic Expansion	• Lack of assets that are considered collateral • Cost of debt is too high for enterprise • Lack of access to CGTMSE collateral-free loans • Tenure of debt products is too short (2 to 3 years, instead of preferred 5 years)	• Developing new credit lines for soft loans and working capital • Increase access to unsecured loans under CGTMSE • Develop a lease finance model
Equity/ hybrid	• Convertible debt • Patient equity • Mezzanine finance	Medium	High	• Growth and expansion	• FIs' inability to assess the project's viability • Lack of reliable sector data in the public domain • Lack of product standards or regulations • Target ROI for equity is too high for players to meet	Knowledge initiatives
Subsidies	• National and States subsidy	High	Medium-High	• Operational costs	• Inability to predict size and type of government tender which causes liquidity stress in the case a tender is won • Perceived delay in disbursement of subsidies	• Developing a pledge-fund guarantee facility

Table 3: Consumer Financing

Consumer financing					
Product type	Sub-types	Product availability	Need for product	Barriers to financial access and supply	High priority product-specific solutions
Micro-loans and savings	• Group/ individual loans from public banks or RRBs	Low-Medium	High	• Lack of incentives for RRBs to engage in lending • Emphasis on credit history • The high cost of consumer loans • Lack of regulation on product quality • Lack of knowledge and access to information among financial institutions • Low awareness among end-users of SWP products and their benefits	• Pilot launch of micro-savings account model • Facilitate MFI partnerships with RE MSMEs • Support RRBs in scaling up RE lending to SHGs
Subsidies,	•Central and state subsidies	High	High	• Misalignment of JNNSM policies with ground realities • Lack of clear communication and misinterpretation of MNRE guidelines by banks	• Establish a pledge guarantee fund
Pay-as-you go	• Rental of a product on a daily/weekly or seasonal basis	None	Medium-High	• Lack of knowledge and access to information among financial institutions • Lack of regulation on product quality • Low awareness among end-users of SWP products and their benefits	• Establish an SWP rental model through VLEs • Pilot a mobile-based credit pay-as-you-go model

Existing Rural Finance Models in India[1]

The majority of people in rural India have no access to demand-oriented banking services which might help them to improve their economic situation. This is especially true of poorer households, smallholder farmers and women. In India, the institutions which provide rural finance services includes NABARD Commercial Banks, Regional Rural Banks, Cooperative Banks and Non-Banking Financial Companies (NBFCs), Farmer Producer Organisation (FPOs) etc. Following are a few identified channels of rural finance in India:

1. **SHG - Bank Linkage Programme (SBLP)-** A Self Help Group is a small group of 10 to 20 persons of rural poor who come together to jointly contribute to a common fund and meeting their emergency requirements. SHG - Bank Linkage Programme was introduced by NABARD in 1992.

2. **Micro Finance Institutions-** MFIs include NGOs, trusts, social and economic entrepreneurs; these lend small, sized loans to individuals or SHGs. They also provide other services like capacity building, training, marketing of products, etc. MFIs operate under the Bank Partnership Model and Banking Facilitators model.

3. **Grameen Model-** The Grameen model emerged from the poor-focused grassroots institution, Grameen Bank, started by Prof. Mohammed Yunus in Bangladesh. The Grameena Bank Model is focused on providing finance to entrepreneurial women who are already into some small jobs. The grouping, which is made up of about five members and financing of this model is a substitute collateral tool taking care of default and also possible risks. The guarantee is on one on another in the group.

4. **Co-operative Bank-** Co-operatives Bank are individual village banks and also credit unions are established. The individual village banks consist of 30 to 50 members. The village banks return the principal with interest/profits to the implementing agency at the time when individual loans are repaid on a weekly basis. Subsequent loans are considered only when repayment is made in full.

5. **Farmers Producer Organisation[2]-** It is a legal entity formed by farmers. Small Farmers' Agribusiness Consortium (SFAC) is providing support for promotion of FPOs. PO is a generic name for an organization of producers of any produce, e.g., agricultural, non-farm products, artisan products, etc.

6. **Self Help Group-** The Self-Help Group (SHG) is an indigenous model formed out of a small group of members who are homogenous in terms of income. The savings are pooled, and lending is done for promoting development. SHGs are also financed and supported by NGOs. The main objective of SHGs is to provide small loans to the poor in order to help them invest in their livelihood. In 1992 with the support of RBK SHG - Bank linkage program was launched by NABARD.

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[1] https://shodhganga.inflibnet.ac.in/bitstream/10603/72476/4/chapter%201.pdf

[2] https://www.nabard.org/demo/auth/writereaddata/File/FARMER%20PRODUCER%20ORGANISATIONS.pdf

7. **Joint Liability Group-** A Joint Liability Group (JLG) is an informal group comprising of 4-10 individuals coming together for the purpose of availing bank loan on individual basis or through group mechanism against mutual guarantee. Generally, the members of a JLG would engage in a similar type of economic activity. In certain groups, members may prefer to undertake different type of economic activities as well. The members would offer a joint undertaking to the bank to enable them to avail loans. JLG members are expected to provide support to each other in carrying out occupational and social activities.

The above mention institutions are the indicative but not exhaustive list of financing institutions which are focusing on access to affordable end user financing.

GIZ has been mandated to promote financing in the solar water pump sector. One of the ways to do is to create awareness regarding access to finance and available financing options. GIZ will support farmers and other solar pump users, bankers, financial institutions and other financial agencies to support the promotion of solar water pumps. Currently, very limited options are available for the financing of SWP. GIZ wants to understand the various financial products and processes existing in the financial systems which have the potential to be replicated for SWP.

The objective of this TOR is to:

- Identify, categorize and analyse the different financial institutions, products and processes which have already been used for promotion of DRE and with specific focus on SWP and which has the potential to be used for SWP in the future.
- Support Bankers Institute of Rural Development – (BIRD) in organizing a workshop to make the Bankers, NGOs, CSR Foundation understand the concepts of DRE by the last quarter of 2019 (tentatively in November or December 2019)

2. Tasks to be performed by the contractor

To understand and replicate the products and processes for SWP as part of the PSWP module, GIZ is seeking the services of a specialized firm or a consortium of experts (hereinafter referred as “the bidder”). The bidder is responsible for providing the following services:

- Identify, categorize and analyse financial institutions, products and processes (including, but not limited to abovementioned institutions, products and processes). Define and explain the end to end process; relevant stakeholders; risks and mitigation strategies of the financial products and processes and recommend which can be replicated for SWP.
- Finalize five financial products and processes which can be replicated for SWP and prepare six doodle videos explaining them.
- Support BIRD in organizing a workshop

Certain milestones, as laid out in the table below, are to be achieved by certain dates during the contract term, and at particular locations:

Milestone	Deadline/place/person responsible
Identify, compile and asses existing and new financial instruments and defined and	3 Months from the date of contract award

Milestone	Deadline/place/person responsible
optimized lending procedures which can be replicated for solar pumps	
Finalize Five defined and optimized lending procedures which can be replicated for solar pumps	6th Month from the date of contract award
Support BIRD in organizing a workshop	November 2019

Project period- The Project will be of total six Months from the date of signing contract and can be spread over a total of eight months.

3. Concept

In the financial market, there are many financial instruments that exist for various kinds of products and services. There are financial instruments and lending procedures which are also used for financing of solar pumps as well. But considering the small farmers who only require a small tickets loan, there are very few options available. It is important to understand various financial products and processes available in the financial market which can be customized for the promotion of solar water pumps. The bidder has to provide strategic and technical assistance to support GIZ by collecting existing financial products and processes in DRE sector especially for SWP, existing products and processes for any other sector which has potential to be replicated for SWP, any other.

In the bid, the is required to show how the objectives defined in Chapter 2 are to be achieved, if applicable under consideration of further specific method-related requirements (technical-methodological concept).

Technical-methodological concept

The scope of work includes all financing products and procedures available across India. In the proposal, the bidder is expected to elaborate and add on to the concept given in Chapter 1 which is indicative and not exhaustive.

Strategy: The bidder is required to consider the tasks to be performed with reference to the objectives of the services put out to tender (see Chapter 1). Following this, the bidder presents and justifies the strategy with which it intends to provide the services for which it is responsible (see Chapter 2).

The bidder is required to present the actors relevant for the services for which it is responsible and describe the **cooperation** with them.

The bidder is required to present and explain its approach to **steering** the measures with the project partners and its contribution to the results-based monitoring system.

The bidder is required to describe the key **processes** for the services for which it is responsible and create a schedule that describes how the services according to Chapter 2 are to be provided. In particular, the bidder is required to describe the necessary work steps and, if

applicable, take account of the milestones and contributions of other actors in accordance with Chapter 2.

The bidder is required to describe its contribution to knowledge management for the partner and GIZ and promote scaling-up effects (**learning and innovation**).

Work Package- 1- Identify, compile and asses existing and new financial instruments. Define lending procedures which can be replicated for promotion of SWP

- **Activity 1- Identify relevant stakeholders-** Under this activity, the bidder will be required to carry out primary and secondary research to identify relevant stakeholders for financial products and processes. Following will be the tasks
    - Identify financial institutions, bankers, government agencies, other lending agencies involved providing financial services for the renewable energy sector in India.
    - Specify the parameters for categorizations and categorize them in what can and categorize them, for e.g
        - based on role of providing service- formal, semi-formal informal, etc.
        - based on the recipient - Individual farmers, Groups, Institutional service provider
        - Other identified category and list stakeholders

The bidder is required to list all the relevant stakeholders in the proposal and categories existing.

- **Activity 2- Identify and compile existing financial products and procedures/models**

The bidder will do the primary and secondary research to study and understand various financial products and processes available in the market (all the products and processes existing for DRE sector overall and specifically for SWP, existing in another sector which can be replicated for SWP). The bidder will shortlist the products and processes and identify the various categories to categorise them. The bidder will categories them in the various categories identified. It is important to consider and highlight the procedure which focuses on gender upliftment or gives priority to woman. The bidder will also have to find and suggest procedure focused on gender upliftment. Following will be the tasks

- Identify and define the parameters based on which the Financial products and processes are defined or designed. Then look at the parameters which have been used for promotion of solar-powered irrigation pump. The bidder can take inputs from the context (Chapter 1) and add-on the other products and sub-products and their processes available for financing.
- Categorize the financial products and processes available for SWP and based on, but not limited to, the categories identified and defined in this ToR. The bidder can modify the template for better representation and clarity. The bidder can refer to Table 2 and 3 and can add or modify the content.

- Mapping of the Financial Institutions and bankers and categorize them based on the financial products and processes
- Evaluate financial instruments which are either gender-neutral and helps women to have access to loans.
- Primary research, understanding and documentation of the financial instruments/products/processes etc which has been successfully piloted by the institutions/NGOs etc.
- Any other best practice which is relevant for DRE and solar water pumps and can be replicated.

The bidder is expected to mention their <u>approach and methodology</u> in the proposal so as to incorporate the above-mentioned indicative (and not necessarily exhaustive) parameters. We would also like the bidder to identify some of the models which have already been piloted either by NGO or SRLM or MFI. So, the bidder should already mention the states which they should visit for detailed understanding of the model.

- **Activity 3- Define the various financial products and processes -** after categorizing the products and processes, the bidders have to specify the background, pre-condition, procedure and impact of all the financial products and processes
  - Specify the need for financing; pre conditions; risks and challenges and end to end procedure of all the products and processes
  - Define a matrix to highlight the importance; impact of each model
  - Specify existing solutions through cross-learning or suggest potential implementable solutions
  - Highlight the institutions which have used the same
  - Filter out the products applicable for SWP and can be potentially applicable for SWP as-it-is or with some modifications.
  - Identify and finalise 5 replicable business models/products/processes for SWP and detail out with all the conditions, requirements, stakeholders, procedure, time frame, risks, mitigation strategy etc. (end to end model)
- **Activity 4- Develop doodle videos of the top 5 financial products and processes and 1 combine doodle for awareness creation** finalized five defined and optimized financial products/processes for solar pumps and prepare a doodle for them including 1 doodle common for all five products and processes.
  - Presentation of the model as case studies and also audio-visuals to GIZ
    - Duration of the doodle videos **120 second**
    - A number of doodles: 5 Financial products and processes and 1 general doodle to summarize the different models. Therefore, **a total of 6 doodles** of a total of 12 minutes (6*2).

- Simple non-technical language for non-finance people
- Language: English and Hindi for each of the doodle
- Quality of the video should be HD 1080p
- Draft of the video to be approved by GIZ and BIRD

Work Package -2- Support BIRD in organizing a workshop

NABARD is designing a Capacity Building workshop for Financial Institution and MFI in the program in association with BIRD (BIRD is designing a Capacity Building workshop for Financial Institution and MFI in the program with financial assistance from NABARD). The **"Workshop on Financing of Solar Based Decentralized Energy Solution"** is tentatively planned in November 2019. The bidder is expected to Support NABARD / BIRD to organize a three-days' workshop in November 2019. The objective of the workshop is to make the Bankers, NGOs, CSR Foundation understand the concepts of DRE financing. At the end of the Programme, participants should be able to:

- Explain the concepts of Renewable Energy and its relevance to Climate Change Scenario, Describe models of Decentralized Energy Solution
- Explain the need for intermediaries involved in Solar energy solution.
- Compute financial requirements for solar home light system, Community lighting system and Solar Pump / bankable models.

The expected course content will be:

- Energy situation with special reference to renewable energy in India
- Development of Solar energy –its importance and scope
- Solar Home light system and Community lighting system
- Application of solar energy in Agriculture and solar pumps.
- Financing models for solar energy systems by the financial institution.
- Incentives are available from the GoI and State Government and convergence with CSR Fund.

The bidder will carry out the following activities in this work package:

- Support BIRD in planning the sessions and identifying relevant stakeholders to deliver the lectures.
- Identify relevant stakeholders in consultation with NABARD/BIRD (BIRD) and invite them for the workshop (They are expecting some senior and middle-level bankers in the program).

- Be the knowledge partner for the three or more sessions and deliver lectures for the identified sessions. Prepare study material for the sessions.
- Support in organizing the workshop and outreach for the event
- Prepare the outcome report of the workshop

Venue will be taken care by NABARD (BIRD Lucknow). Inviting experts (participants) will also be taken care off and hence should not be budgeted by the bidder.

We would also encourage the bidders to share some of the materials from the assignment for the workshop

Structure of the proposal

We would highly appreciate brevity in response to the questions mentioned in the ToR. The bidder needs to answer each of the questions under the different sections. Please elaborate on the roles and responsibilities of the different members of the implementing team as part of your proposal. The bidder must specify the answer to the following questions (not limited to) in the proposal:

1. What would be your approach to differentiate between the financial product and financial processes/models? Please explain with an example.
2. Please mention your approach to categorize the financial products and processes for financing DRE with specific reference to SWP. For e.g. based on ticket size, based on pump size, geographical regions, gender, etc.
3. Identify and mention existing financial products and processes and categorize them in the category identified in the proposal
4. What are the various types of financial products available in India over and above the financial products and processes defined above in the concept? Please mention the names and basic details.
5. Highlight some of the institutions which have piloted some of these models and which you would like to do an in-depth analysis. Please suggest the states which you would like to cover?
6. Based on your approach suggested for the assignment, can you please highlight the associated risks and its subsequent mitigation process?

The bidders will also be evaluated based on the answers to the above questions.

The applying parties are expected to include in the proposal a detailed methodology, a work schedule, and a timeline on how to achieve the Scope of Work and Objective.

To accomplish the above-described assignment, sub-contracting by the bidder will not be allowed.

Deliverables

The deliverables will be considered only after approval from GIZ and payments will be made accordingly

WP-1

- A detailed scoping study report including the research, analysis, and recommendation of financial product and procedures to be published.
- 2 pagers of each of the financial products assessed for publishing.
- 6 doodle videos of the top 5 financial products and processes +1 common doodle for awareness creation
- Dissemination workshop should be organized it in Central Delhi with a minimum participation of 20 relevant stakeholders including MNRE and NABARD.

WP-2

- Successful designing and delivering of the session for BIRD
- Study material for the workshop
- After the workshop report- covering proceedings, outcomes, and next steps.

Project management of the contractor

The bidder is required to explain its approach for coordination with the GIZ project.

4. Personnel concept

Eligibility Criteria for Firm

- The bidder should have a minimum of 10 years of a track record for financial advisory services in the renewable energy sector
- Firms require an average turnover over the last three financial years of at least 130,000 EURO (or equivalent in other currencies) per year and must have employed on the 31.03.2019 at least 5 persons full time. In case of a consortium, the lead agency should meet the stated criteria.
- Successfully completed at least 4 reference projects (each, larger than 20,000 Euro or equivalent) in the area of rural financing, renewable energy financing.
- Experience of min 5 years in capacity development measures, developing training programs and delivering lectures in a workshop.

- Experience of min 5 years in the solar water pumps/renewable energy sector agricultural extension worker sector and agricultural extension worker training.
- Experience of min 5 years in management and partnership with an organisation which have already piloted a few models working on the ground (in the field).
- Experience of min 5 years in India.

If the bidder is a consortium, then they have to provide the signed agreement/letter from the consortium partner highlighting the willingness to collaborate.

Team

The bidder is required to provide personnel who are suited to filling the positions described, on the basis of their CVs (see Chapter 6), the range of tasks involved and the required qualifications.

The below specified qualifications represent the requirements to reach the maximum number of points.

The bidder should **provide relevant documents to demonstrate the below-mentioned skill-sets**.

I. Team leader

Tasks of the team leader

- Overall responsibility for the advisory packages of the contractor (quality and deadlines)
- Coordinating and ensuring communication with GIZ, partners and others involved in the project like NABARD, BIRD and MNRE.
- Personnel management as well as planning and steering assignments and supporting the experts
- Regular reporting in accordance with deadlines

Qualifications of the team leader

- **Education/training:** Post Graduation in Management/Engineering (Finance, rural financing)
- **Language:** Good business language skills in English
- **General professional experience:** 20 years of professional experience in the Financing sector with special focus on RE sector
- **Specific professional experience**: 10 years in financing of RE sector
- **Leadership/management experience:** 6 years of management/leadership experience as project team leader or manager in a company
- **Other:** experience in financial management/ project management
- Should have proven experience and expertise in financing, rural-financing, micro-financing, solar water pumps financing.
- Understanding and knowledge of various financial products and processes practices.
- Flexible and able to multitask; can work within an ambiguous, fast-moving environment, while also driving toward clarity and solutions; demonstrated resourcefulness in setting priorities and guiding investment in people and systems

II. Rural Finance Expert (Expert 1)

Tasks

- Identify relevant stakeholders working in DRE finance sector
- Specify existing DRE financial products and processes and categorise them with specific focus on SWP
- Define the DRE financial products and processes and explain the detail chain and procedure
- Identify the risks, challenges, pros and cons of all the products and processes
- Recommend the financial products and processes for SWP with relevant explanation and suggest modification, if required
- Provide suggestions for doodle videos
- Flexible and able to multitask; can work within an ambiguous, fast-moving environment, while also driving toward clarity and solutions; demonstrated resourcefulness in setting priorities and guiding investment in people and systems
-

Qualifications

- Education/training: Post Graduation Management/ Engineering (focussing on rural financing)
- Language: Good business language skills in English
- General professional experience: 10 years of professional experience in the Financing sector and DRE sector
- Specific professional experience: 5 years in rural financing and DRE financing with specific focus on SWP
- Leadership/management experience: 2
- Should have previous experience and expertise in financing, rural, financing, micro-financing, DRE sector financing, SWP finanicing
- Experience in the pumping sector is an added advantage.
- Understanding and knowledge of various Financial products and processes practices.

Soft skills of team member

In addition to their specialist qualifications, the following qualifications are required of team members:

- Team skills
- Initiative
- Communication skills
- Sociocultural competence
- Efficient, partner- and client-focused working methods
- Interdisciplinary thinking

III. Media Expert (Expert 2)

Tasks

- Understand the final 6 recommended financial products and processes, conceptualise a 120 seconds video
- Design and create the design and animations for the doodle
- Prepare 6 doodle videos
- Flexible and able to multitask; can work within an ambiguous, fast-moving environment, while also driving toward clarity and solutions; demonstrated resourcefulness in setting priorities and guiding investment in people and systems

Qualifications

- Education/training: Suitable degree in Digital and multimedia
- Language: Good business language skills in English
- General professional experience: 8 years of professional experience in the Digital and multimedia
- Specific professional experience: 5 years in doodling videos
- Leadership/management experience: 1
- Should have previous experience and expertise in making doodle videos. Send the links of the videos prepared by the person.
- Experience in the finance and solar pumping sector is an added advantage.

Soft skills of team member

In addition to their specialist qualifications, the following qualifications are required of team members:

- Team skills
- Initiative
- Communication skills
- Sociocultural competence
- Efficient, partner- and client-focused working methods
- Interdisciplinary thinking

IV. Skills Expert (Expert 3)

Tasks

- Work with NABARD to design and organise a 3-day workshop for Bankers, NGOs etc
- Design the sessions and study material
- Deliver lectures in identified session
- Submit the after the workshop report- covering proceedings, outcomes, and next steps
- Flexible and able to multitask; can work within an ambiguous, fast-moving environment, while also driving toward clarity and solutions; demonstrated resourcefulness in setting priorities and guiding investment in people and systems

Qualifications

- Education/training: Post Graduation in renewable energy/environment/RE finance
- Language: Good business language skills in English
- General professional experience: 10 years of professional experience in the Financing, training and capacity building sector
- Specific professional experience: 5 years in DRE financing, skill development, capacity building
- Leadership/management experience: 2
- Should have previous experience and expertise in financing, designing a workshop and its sessions, training and capacity building
- Experience in the pumping sector is an added advantage.
- Understanding and knowledge of various Financing aspects of DRE sector
- Able to deliver the lecture in the workshops for identified sessions

Soft skills of team member

In addition to their specialist qualifications, the following qualifications are required of team members:

- Team skills
- Initiative

- Communication skills
- Sociocultural competence
- Efficient, partner- and client-focused working methods
- Interdisciplinary thinking
-

V. Researcher RE Finance (Expert-4) (2 nos)

Tasks

- Support in identifying relevant stakeholders working in DRE finance sector
- Specify existing DRE financial products and processes and categorise them specially for Solar water pumps
- Support in define the DRE financial products and processes and explain the detail chain and procedure
- Lay out the risks, challenges, pros and cons of all the products and processes
- Recommend the financial products and processes for solar water pumps with relevant explanation and suggest modification, if required
- Prepare the report

Qualifications

- Education/training: Post Graduation in Finance
- Language: Good business language skills in English
- General professional experience: 5 years of professional experience in the Financing sector
- Specific professional experience: 4 years in rural financing
- Leadership/management experience: 1
- Should have previous experience and expertise in DRE financing, rural financing, micro-financing, solar water pumps
- Understanding and knowledge of various financial products and processes practices.
- Flexible and able to multitask; can work within an ambiguous, fast-moving environment, while also driving toward clarity and solutions; demonstrated resourcefulness in setting priorities and guiding investment in people and systems
- Should have a proven track record to prepare a quality report.

Soft skills of team member

In addition to their specialist qualifications, the following qualifications are required of team members:

- Team skills
- Initiative
- Communication skills
- Sociocultural competence
- Efficient, partner- and client-focused working methods
- Interdisciplinary thinking

VI. Researcher Finance and Skills (Expert-5)

Tasks

- Support in identifying relevant stakeholders working in finance sector
- Prepare and exhaustive list of all the existing financial products and processes and categorise them in the identified categories

- Support in defining the financial products and processes and explain the detail chain and procedures
- Identify the risks, challenges, pros and cons of all the products and processes
- Recommend the financial products and processes for solar water pumps with relevant explanation and suggest modification, if required
- Travel to Lucknow and work with NABARD to design and organise the workshop
- Support in preparing study material
- Handling all the workshop logistics
- Flexible and able to multitask; can work within an ambiguous, fast-moving environment, while also driving toward clarity and solutions; demonstrated resourcefulness in setting priorities and guiding investment in people and systems
- Prepare the report

Qualifications

- Education/training: Post Graduation in Finance
- Language: Good business language skills in English
- General professional experience: 5 years of professional experience in the Financing sector and training/capacity building
- Specific professional experience: 4 years in rural financing and capacity building
- Leadership/management experience: 1
- Should have previous experience and expertise in financing, rural, financing, micro-financing, training and capacity building
- Experience in the pumping sector is an added advantage.
- Understanding and knowledge of various Financial products and processes practices.

Soft skills of team member

In addition to their specialist qualifications, the following qualifications are required of team members:

- Team skills
- Initiative
- Communication skills
- Sociocultural competence
- Efficient, partner- and client-focused working methods
- Interdisciplinary thinking

5. Costing requirements

Assignment of personnel

Team leader: Assignment for 9 expert days

Team Leader	Assignment in India *(broken down by country of assignment)* for	9	expert days
Rural Finance Expert (E-1)	Assignment in India *(broken down by country of assignment)* for	20	expert days
Media Expert (E-2)	Assignment in India *(broken down by country of assignment)* for	15	expert days
Skill Expert (E-3)	Assignment in India *(broken down by country of assignment)* for	10	expert days
Researcher RE Finance (E-4)	Assignment in India *(broken down by country of assignment)* for	42	expert days

Researcher RE Finance (E-4)	Assignment in India *(broken down by country of assignment)* for	42	expert days
Researcher Finance and Skills (E-5)	Assignment in India *(broken down by country of assignment)* for	52	expert days

Travel

The bidder is required to calculate the travel by the specified experts and the experts it has proposed based on the places of performance stipulated in Chapter 2 and list the expenses separately by daily allowance, accommodation expenses, flight costs and other travel expenses.

Workshops, training

The contractor implements the following workshops/study trips/training courses:

- Stakeholder Consultation to present the findings and recommendations of the study at their own cost
- The bidder have to design and deliver the workshop with NABARD

Other costs

- Please specify any other cost

6. Requirements on the format of the bid

The structure of the bid must correspond to the structure of the ToRs. In particular, the detailed structure of the concept (Chapter 3) is to be organised in accordance with the positively weighted criteria in the assessment grid (not with zero). It must be legible (font size 11 or larger) and clearly formulated. The bid is drawn up in English language.

The complete bid shall not exceed 15 pages (excluding CVs).

The CVs of the personnel proposed in accordance with Chapter 4 of the ToRs must be submitted using the format specified in the terms and conditions for application. **The CVs shall not exceed 2 pages**. The CVs must clearly show the position and job the proposed person held in the reference project and for how long. The CVs can also be submitted in English language.

If one of the maximum page lengths is exceeded, the content appearing after the cut-off point will not be included in the assessment.

Please calculate your price bid based exactly on the aforementioned costing requirements. In the contract the contractor has no claim to fully exhaust the days/travel/workshops/ budgets. The number of days/travel/workshops and the budget amount shall be agreed in the contract as ‘up to’ amounts. The specifications for pricing are defined in the price schedule.