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Only Individual consultants / experts are requested to bid for this assignment.

Indo-German Energy Programme – Access to Energy for Rural Areas

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Terms of Reference (ToR) for an individual national consultant to provide technical assistance and documentation support to the GIZ-Bandhan Creations Pvt Ltd project in the East and North-East region of India, promoting renewable and clean energy through sale of solar products and facilitating finance, for electricity deficient and low income families under the 'Indo German Energy Programme for Access to Energy in Rural Areas'.

1. Background

The Access to Energy Programme under the Indo-German Energy Programme (IGEN-Access) 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. The project aims at improving the sector environment for inclusive rural energy solutions and enterprises. The IGEN-Access project is currently being implemented in the states of Uttarakhand, Uttar Pradesh, Bihar, West Bengal and Assam. The programme is implemented over a period of four years (March 2015 – March 2019). 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.

2. Context

Renewable Energy (RE) is becoming an important alternative to fossil fuel and part of a wider solution to tackle the global climate change challenge and increase the environmental sustainability. In India millions of families in rural, semi-urban and urban areas are still without adequate electricity supply, leading to limited living standards and opportunities. This often leads to exploitation of the environment starting vicious circles which are negatively impacting people and nature.

There has been a visible impact of RE in the Indian energy scenario during the last five years. The RE landscape in India has witnessed tremendous changes as a result of technology cost-reduction and fuelled by a progressive policy framework with ambitious plans to increase the contribution of renewable energy, especially solar photovoltaics (PV). There is a strong case that RE can play an increasing significant role, as confidence in the technologies has matured. GIZ could observe, that this can be directly translated into increased demand of RE products when people are made aware of the possibilities of RE solutions and its benefits.

Currently however, people often still experience intermittent electricity supply, brown- and black-outs leading to production losses in farms, enterprises and households. Those challenges are most prominent in remote areas, especially for low income families and micro & small businesses. Additionally the challenges are strengthened due to energy illiteracy as well as energy deficiency in related sectors, like rural transportation, storage, farming practices, etc.

RE has a great potential to improve the energy deficiency challenge in India and elsewhere. Especially cost-efficient decentralized or stand-alone technologies, can provide a scalable and viable solution for providing clean energy solutions to power deficient areas. The GIZ-Bandhan project intends to create an effective, scalable RE eco-system of product-market-finance by establishing a robust model of distribution & entrepreneurship.

In this regard the GIZ-Bandhan project is developing a platform for demand generation, business development, supply capabilities and energy financing options for Solar Lighting, Solar Home Systems (SHS) and Micro Solar Portable DC Water Pumps targeting electricity deprived and low income families in the East and North-East region of India.

This GIZ-Bandhan Creations Pvt Ltd project is expected to augment:

- Demand for Solar Lighting, Solar Home Systems, and Micro Solar Portable Water Pumps.

- Knowledge of products on economic viability, business case development, testing and sale of standardized solar products & systems.
- Logistics, distribution and service channels for sale, marketing and after-sale service of solar products & systems.
- Energy financing through small loans for the customers and Village Level Entrepreneurs of RE products.

The project is implemented by Bandhan Creation Pvt. Ltd. (BCPL) a rural eco-friendly and RE product promoting, marketing and distributing organization of the Bandhan Group with the objective of establishing a business model in close liaison with Bandhan Bank (BBL) to provide the financial assistance / access to the prospective energy clients who are also microfinance/ micro-banking customers of the bank. The scope of this project is to supply the above mentioned solar energy products / systems to low income earners as well as electricity deprived.

Retailer / reseller enterprises are promoted to sell solar products where BCPL will arrange products and associated trainings, services and provide after sale support. Retail Village Level Enterprises are developed at Block / District level and the project will train them, help showcasing and supply product inventories for cash or financed sales.

BCPL undertakes the roles of promotion and marketing, coordination with BBL, M&E of the project and sharing of its experiences with stakeholders. Bandhan Konnagar is supporting BCPL by utilising its' development program network and helping in promoting and sharing know-how for further renewable energy product expansions.

Area to focus	Deliverables
Beneficiaries	Min 25,000 households
Products: Solar lighting for homes and business units Solar off-grid home system Micro Solar Water Pumps (0.1 to 0.5 HP)	Min 25,000 solar units out of which min 1,250 micro solar water pumps
Financial Products for Renewable Energy	Min 10,000 units
Village Level Renewable Energy Enterprises	Min 10

Bandhan Creation Pvt. Ltd. (BCPL) is managing promotion and distribution, direct sales of the products, developing Renewable Energy Entrepreneurs, customer support and after sales services with its' field branch network in close relationship with BBL's direct support centres and borrower women groups.

Bandhan Bank (BBL) is extending solar product loans to the prospective customers at a reasonable rate of interest (10%) that is to be repaid by customer-borrowers to the Bank as per Bank's norms. Also, Solar Product Retail entrepreneurs will get enterprise loan assistance from BBL, which this project is facilitating and coordinating.

Objectives

As part of the IGEN-Access programme, GIZ is seeking the services of an expert:

- To monitor, analyse and document the project.
- To suggest possible future GIZ upscaling interventions.

Scope of work

The scope of work for the consultant will be as follows:

- Report to the IGEN-Access team on the project progress on a weekly basis.
- Document and map the processes of:
    - RE Product Financing,
    - Village level RE-entrepreneurs, and
    - Operations structure.
- Document the project in as a whole in a detailed report including:
    - Project operations (strategy, HR, project structure, project management, decision making processes)
    - Business plan
    - Financial products (life cycle of financial product),
    - Sales performance & trend analysis of RE products,
    - Bank linkages for consumers and village level RE-entrepreneurs,
    - Village level RE-entrepreneurs development,
    - Gaps, best practices, challenges and opportunities experienced from the project.

- Analyse the operational efficiency of Bandhan Creations (in the GIZ Programme), document improvements and individuate possible alternative organisations, products and operating areas. Develop an upscaling strategy for this business model in the respective individuated areas and fields of interest.
- Develop a case study as proof of concept for one of the used business models for dissemination.

***** To accomplish above assignment, sub-contracting by the consultant will not be allowed.***

Deliverables

- A monthly narrative progress report.
- A detailed project report on the GIZ-Bandhan project from inception to date, including Project operations (strategy, HR, project structure, project management, decision making processes), Business plan, Financial products (life cycle of financial product), Sales performance & trend analysis of RE products, Bank linkages for consumers and village level RE-entrepreneurs, Village level RE-entrepreneurs development, Gaps, challenges and opportunities experienced from the project.
- A brief report on the operational efficiency of Bandhan and possible scale up strategies for the business model.
- Develop a brief case study as proof of concept.

Desired experience and expertise

It is desirable that the individual consultant for this assignment should have the following skills, experience and expertise:

- Experience of around 5 years in Project management and business development.
- Experience of around 5 years for conducting M&E for projects.
- Experience of around 5 years in the development and finance sector.
- Knowledge of RE products, their functioning, challenges and advantages.
- Experience in the rural segment would be of added advantage.
- Experience of developing knowledge and communication products would be of added advantage.

Timeline

We expect that the assignment would require around 80 human resource days spread across 9 months from beginning of June 2018 to the end of March 2019. The deliverables are to be submitted in draft version by the beginning of February 2019. Final submission date shall be the 8th of March 2019. The consultant would be required to travel to West Bengal, the North East of India and perhaps Orissa and Jharkhand.

Human days expected:

Activities	**Human days**
Study the project	2
Report to IGEN-Access team	3
Process Documentation	20
Detailed Project Report	25
Report on operational efficiency and scale up	10
Proof of concept case study	5
Ad hoc support	10

(Note: Human days include Travel)