EoI Template (maximum 10 pages excluding annexes)

Project: EnDev- ABC Kenya

Application deadline: 20th May 2022

**Submit your EoI via email to:** [info-energyke@giz.de](mailto:info-energyke@giz.de)

## Organizational Background Details

|  |  |  |
| --- | --- | --- |
| Name of Enterprise |  | |
| Contact person | **Name:** | **Position:** |
| Full contacts of organization | **Physical:** | **Postal:** |
| **Telephone:** | **Email:** |
| Signature and consent | |  |  | | --- | --- | | **Signature:** | **Date:** | | Tick here to provide consent for sharing your personal details |  | | |
| Type of organisation (please check) | |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | | 1. | Manufacturer |  |  | 4. | Biogas Contractor |  | | 2. | Distributor |  |  | 5. | Biogas Technician |  | | 3. | Others (specify) |  |  |  |  |  | | |
| Category of promoted technologies (please check) | |  |  |  | | --- | --- | --- | | 1. | Fixed biodigesters |  | | 2. | Prefabricated biodigesters |  | | 3. | Others (specify) |  | | |
| Brief description of the business model for each category of technologies |  | |
| Counties of active operation |  | |

## Specific biogas technologies promoted under each category (predominantly installed)

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| # | Product Name\* | Category | Total Capacity (gas + digestion chamber) in m3 | Unit Price (KES) | Application (e.g. domestic, commercial) | Warranty Period /  Certification (if any) |
| 1 |  |  |  |  |  |  |
| 2 |  |  |  |  |  |  |
| 3 |  |  |  |  |  |  |
| 4 |  |  |  |  |  |  |
| 5 |  |  |  |  |  |  |
| 6 |  |  |  |  |  |  |
| 7 |  |  |  |  |  |  |
| 8 |  |  |  |  |  |  |

.

**NB:** Add additional or delete rows as appropriate

## Sales Track Record for the promoted biogas technologies (to be verified)

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| # | Product Name (2021-2022) | Q1 2019 | Q2 2019 | Q3 2019 | Q4 2019 | Q1 2020 | Q2 2020 | Q3 2020 | Q4 2020 | Q1 2021 | Q2 2021 | Q3 2021 | Q4 2021 | Q1 2022 |
| 1 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 2 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 3 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 4 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 5 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 6 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 7 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 8 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

**NB:** Add additional or delete rows as appropriate

## Sales forecast

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| # | Product Name | Q2 2022 | Q3 2022 | Q4 2022 | Q1 2023 | Q2 2023 | Q3 2023 | Q4 2023 | Q1 2024 | Q2 2024 | Q3 2024 | Q4 2024 | Q1 2025 | Q2 2025 |
| 1 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 2 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 3 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 4 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 5 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 6 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 7 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 8 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

**NB:** Add additional or delete rows as appropriate

## Description of specific temporary market barriers motivating this application to facilitate the achievement of the sales targets

A few market barriers are indicated in the project preview document.

|  |  |  |
| --- | --- | --- |
| # | Temporary market barrier | Brief description of the barrier |
| 1 |  |  |
| 2 |  |  |
| 3 |  |  |
| 4 |  |  |
| 5 |  |  |

**NB:** Add additional or delete rows as appropriate

## Description of the means for mitigating the above stated barriers in the short-term

|  |  |  |  |
| --- | --- | --- | --- |
| # | Barrier | Duration of mitigation (1-4 years) | Brief description of means of how your company/enterprise will mitigate of the barrier |
| 1 |  |  |  |
| 2 |  |  |  |
| 3 |  |  |  |
| 4 |  |  |  |
| 5 |  |  |  |

**NB:** Add additional or delete rows as appropriate

## Provide your proposed incentive amount or rate per biodigester to mitigate the above-mentioned temporary market barriers

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| # | Product Name | Category | Capacity (m3) | Unit Price (KES) | Incentive amount (KES) per biodigester or Incentive Rate (% of Unit Price) – please indicate |
| 1 |  |  |  |  |  |
| 2 |  |  |  |  |  |
| 3 |  |  |  |  |  |
| 4 |  |  |  |  |  |
| 5 |  |  |  |  |  |

**NB:** Add additional or delete rows as appropriate

## Preferred Mode of Engagement and Fulfilment of the Eligibility Criteria (provide evidence as annexes to the EoI)

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| Preferred Mode of Engagement (Select one and see Annex 1 for the difference of the two modes) | |  |  | | --- | --- | | Grant Agreement |  | | Service Contracts |  | | Technical Assistance |  | |
| Willingness and capability for providing own contribution (Multiple selection possible) | |  |  | | --- | --- | | Cash |  | | In-kind |  |   NB: Applicants with cash contribution will have an added advantage |
| Eligibility Criteria (provide the documents ticked) | |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | |  | **Requirement** | **Grant Agreement** |  | **Technical Assistance** | **Documents provided (tick)** | | 1. | Legally registered in Kenya | Mandatory |  | Mandatory |  | | 2. | At least 2 years operation in Kenya | Not Mandatory |  | Not Mandatory |  | | 3. | Reasonable sales turnover in the last 12 months or sales projections | Mandatory |  | Mandatory |  | | 4. | At least 1 year warranty or after sales support | Mandatory |  | Mandatory |  | | 5. | Tax compliance | Mandatory |  | Not Mandatory |  | | 6. | Audited Accounts | Mandatory |  | Not Mandatory |  | |

## Annex 1: Modes of Engagement (delete this section on submission)

| **Area** | **Grant Agreement** | **Service Contracts** | **Technical Assistance** |
| --- | --- | --- | --- |
| Flow of funds | * There is flow of funds from GIZ to the partner | * There is flow of funds from GIZ to the partner | * No flow of funds from GIZ to the partner |
| Mode of implementation | * Partner implements the project independently * Partner responsible for delivery agreed-upon results | * Partner implements the project independently * Partner responsible for delivery agreed-upon results | * Joint implementation where GIZ and company/enterprise agree on work packages for each organisation. * Each organisation pays for its own packages. |
| Mandatory legal and commercial requirements | 1. Legal business entity incorporated in Kenya 2. Tax compliance 3. Audited Accounts | 1. Legal business entity incorporated in Kenya 2. Tax compliance 3. Audited Accounts | Not mandatory |
| Commercial due diligence | Mandatory | Mandatory | Not mandatory |
| Audit of the private partner | * External auditor (commissioned by GIZ) certifies expenditures (both GIZ & partner contribution) if GA total value is more than 125,000€. | * Not Mandatory | * External audit of the partner is NOT required |
| Verifications of agreed upon results | * Independent verification required | * Independent verification required | * Internal verification by GIZ (independent verification is optional) |

## Annex 2: Assessment Criteria (delete this section on submission)

| **Eligibility Criteria** |  | |
| --- | --- | --- |
| 1. Legally registered in Kenya | |  |  |  |  | | --- | --- | --- | --- | | Yes |  | No |  |   Provide Certificate of Incorporation | |
| 2. At least 2 years operation in Kenya | |  |  |  |  | | --- | --- | --- | --- | | Yes |  | No |  |   Provide Certificate of Incorporation | |
| 3. Reasonable sales turnover in the last 12 months or sales forecast | |  |  |  |  | | --- | --- | --- | --- | | Yes |  | No |  |   To be validated or reviewed | |
| 4. At least 1 year warranty or after sales support | |  |  |  |  | | --- | --- | --- | --- | | Yes |  | No |  |   To be validated | |
| 5. Tax compliance | |  |  |  |  | | --- | --- | --- | --- | | Yes |  | No |  |   Provide tax compliance certificate | |
| 6. Audited Account for the last 1 year (only for grant agreement) | |  |  |  |  | | --- | --- | --- | --- | | Yes |  | No |  |   Provide Audited Financial Statements for 2021 | |
| **Overall eligibility** | |  |  |  |  |  | | --- | --- | --- | --- | --- | | **Grant agreement** | **Yes** |  | **No** |  | | **Service Contract** | **Yes** |  | **No** |  | | **Technical assistance** | **Yes** |  | **No** |  |  * **Grant Agreement:** Yes, if all the 5 mandatory eligibility checks are fulfilled * **Service Contract:** Yes, if all the 5 mandatory eligibility checks are fulfilled * **Technical Assistance:** Yes, if the 3rd and 4th eligibility checks are fulfilled | |
| **Expressions of Interest (EoI) evaluation criteria (only if Yes in the overall eligibility)** | | |
| Promotion of appropriate technologies | Provided product specifications and features | 5% |
| Quality assurance of the products | Quality certification/warranty details of at least 2 years | 10% |
| Past sales performance/track record and sales forecast | Consistency in past track performance and reasonability of the sales forecast. Verification of the sales will be conducted for shortlisted applicants | 30% |
| Market barriers and mitigation measures | Description of specific, concise and realistic temporary market barriers and their respective mitigation measures | 25% |
| Proposed incentive amount/rates | Realistic and cost efficient (lowest cost per biogas plant) incentive amount/rates | 30% |
| **Total** |  | **100%** |