



REQUEST FOR EXPRESSION OF INTEREST

RE-ADVERTISEMENT

CONSULTANCY SERVICES FROM INTERNATIONAL CONSULTANCY FIRMS TO PROVIDE TECHNICAL ASSISTANCE TO THE KENYA POWER AND LIGHTING COMPANY PLC, FOR OPERATIONALIZATION OF A UTILITY RUN SUPER ENERGY SERVICE COMPANY (ESCO)

Sector: Energy Efficiency

Funding Agreement Reference: P-KE-FZ0-020

Project Identification Number: 5590155000051

Reference Number: KP1/1/3A/4/1/EOI/001/23-24

The government of Kenya *has received* financing from the African Development Bank toward the Operationalisation of a utility Super Energy Service Company (Super-ESCO) in Kenya and intends to apply part of the agreed amount for this *grant* to payments under the contract for Technical Assistant (TA) grant to KPLC to structure and build capacity of a team to operate as a Super Energy Service Company (Super-ESCO) in Kenya

The services included under this project are provide the support to the KPLC Institute of Energy Studies and Research (IESR) in setting up a Super ESCO business unit, development of bankable Energy Efficiency (EE) projects in Kenya, and consequently to create the basic conditions for creation and development of an EE market in Kenya.

I. THE PROJECT

The project consists of two (2) components:

- To provide assistance in the operationalization of the Super ESCO in all facets of its activity (technical, financial, legal, accounting, sales & marketing, etc.) and its organization (organizational chart, staff profiles, continuing education procedures, etc.): the mission assigned to the firm that will be selected is to support IESR in all areas allowing it to position itself as soon as possible as a fully-fledged and operational Super ESCO, likely to act on the Kenyan market, (and more generally, when the time will come), in Africa, taking into account the specific characteristics of the Region. This approach should include staff training in all areas deemed necessary (project management, financing, human resources management, energy auditing, etc.) and the updating of standard documents (models of Energy Performance Contracts and/or project management assistance, adapted to the local legal context, accounting procedures, financial models, project financing procedures, energy savings measurement and evaluation methodologies, monitoring system, etc.) to allow, on this basis, the autonomous development of the Super ESCO.
- Provide assistance, both from a methodological and instrumentation standpoint, for the performance of energy audits and corresponding EE investment plans leading to the development of a portfolio of EE projects, and the strategy for the implementation of these projects: the expected result of this component is that a portfolio of EE projects is established so that the successful bidder can, within the framework of its mandate, support the Super ESCO in the contractualization, implementation and monitoring of energy efficiency projects designed for the benefit of its customers, including, if necessary, the mobilization of the financial resources needed from the most suitable national or international financial institutions.

It is specified that:

- The launch of this project is scheduled to start in October 2024 for an estimated duration of 24 months.

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- Operationalization support should consolidate Super ESCO's ability to engage and manage large volumes of projects nationwide.
- The consulting firm to be recruited will not directly conduct the energy audits mentioned above. Its role will involve, under separate contracts with specific funding, organizing and facilitating the recruitment of consultants, primarily local experts specializing in energy audits for buildings, public lighting, and, when applicable, industrial facilities. The firm will also oversee the consultants engaged in conducting the audits and, if necessary, provide support and training to local ESCOs to comprehend and implement Energy Performance Contracts (EPCs) in executing EE projects.
- In the same spirit, it is planned that a study tour will be organized in which some of the key personnel of the Super-ESCO will participate. This trip will be the subject of a separate contract for which specific funding will be provided. The role of the firm selected for the technical assistance mission for the operationalization of the Super-ESCO will therefore only be to prepare the specifications for this study mission (location, duration, dates, contacts to be made, organization, support, etc.).

The Kenya Power & Lighting Company PLC (KPLC) being the implementing agency now invites eligible consultants to indicate their interest in providing these services. Interested consultants must provide information indicating that they are qualified to perform the services (brochures, description of similar assignments, experience in similar conditions, availability of appropriate skills among staff, etc.). The information to be provided must include:

- 1) Documentation on consultancy activities in the field of EE, ESCOs and Super-ESCOs.
- 2) Experience in providing assistance to private companies or public institutions in developing internal capacities, along with implementing management tools and enhancing governance, especially for state-owned enterprises.
- 3) References of similar services and/or comparable assignments, in the field of energy efficiency, whether or not they relate specifically to the ESCO sector.
- 4) Availability of the necessary qualified personnel.
- 5) Knowledge of the energy efficiency situation and/or the ESCO market in Kenya and more generally in Africa.

Consultants may constitute joint-ventures to enhance their chances of qualification considering in particular the impact of the project at the level of the African Region.

The detailed Terms of reference (TOR) for the assignment are available on the following website www.kplc.co.ke

The eligibility criteria, shortlist and selection procedure will be in accordance with the African Development Bank's "**Procurement Policy for Bank Group Funded Operations**" (October 2015 edition), which are available on the Bank's website at: <http://www.afdb.org>

In this context, the attention of the consultants is drawn to the following points:

- The nationality and location of the registered office of each consultant must be clearly indicated in the expression of interest, including in the case of consultants responding in a consortium.
- In the latter case, the lead consultant should be clearly designated.
- Each consulting firm involved, whether or not they are the lead partner, must specify its legal status (private company, public institution, NGO, etc.), and ensure that it is not on the list of countries, companies or individuals excluded by the AfDB.
- As English is the working language of the proposed mission, it would be preferable to present the expression of interest in English.

Interested consultants can obtain additional information by sending an e-mail to:

Mr. Daniel Gombe: DGNyandera@kplc.co.ke, **Violet Simiyu:** VSimiyu@kplc.co.ke, **Dr. Jeremiah Kiplagat:** JKiplagat@kplc.co.ke & **Mr. Bernard Jamet:** bjamet@hotmail.fr

Expressions of Interest must be submitted, or sent by email, to the address indicated below no later than **April 23rd, 2024 at 5.00 p.m.** (local time) and marked "Consulting firm service for the assistance in the operationalization of the KPLC Super ESCO."

Violet Simiyu: VSimiyu@kplc.co.ke

Phone no: +254 725 678403

Cc: Mr. Daniel Gombe: DGNyandera@kplc.co.ke

Phone No: +254 708 704162

This is a re-advertisement, and all interested consultancy firms including those that had applied earlier should send their applications to be considered.

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