

Request for Expressions of Interest

(Consulting Services – Firms Selection)

Country : India
Name of Project : Financing Energy Efficiency at MSMEs
Grant No. : TF No. 097126
Project ID No. : P100530
Reference No. : CS-13G

The Bureau of Energy Efficiency (BEE), a statutory body under Ministry of Power, Government of India, is executing a project “Financing Energy Efficiency at MSMEs” which is a part of the Global Environment Facility (GEF) Programmatic Framework for Energy Efficiency in India. The GEF implementation agency for this project is the World Bank. The project is being jointly executed by BEE and Small Industries Development Bank of India (SIDBI).

The objective of this project is to increase demand for energy efficiency investments in Micro Small and Medium Enterprise (MSME) clusters in the sectors of forging, foundry, limekiln & chemicals centred around clusters at Pune, Kolhapur, Tirunelveli, & Ankleshwar respectively, and also the mixed industry sector centred around clusters at Faridabad, Ludhiana, Varanasi, Thane & Dehradun. The project also aims to build the capacity of MSMEs in these clusters to access commercial finance. Expected outcomes include enhanced Energy Efficiency (EE) investment proposals both from a technical and commercial perspective, as well as an increase in capacity of project developers and bank loan officers / branch managers for appraisal / financing of EE proposals.

The work as envisaged under the project has already been completed at most of the targeted MSMEs, and benefits have been derived by these industries mainly through realization of major energy savings arising out of implementation of measures as recommended under the project. In order to replicate & sustain the initiatives of this project in the future, in the initial phase it is proposed to organise cross cluster knowledge management programmes related to the Foundry cluster wherein the industry representatives from other foundry clusters in India (i.e. beyond the project clusters) would be exposed to the salient learning / achievements of the project at the Kolhapur foundry cluster.

The consulting services (“the Services”) shall entail undertaking of the following tasks:

- 1) To organize / conduct training programmes / workshops (4 Nos.) at Kolhapur.

Each training programme shall be of two days’ duration with 20-25 participants drawn from the following groups of clusters:

- Group- 1: Belgaum, Pune, Shimoga (Karnataka), Palus (Maharashtra)
- Group- 2: Rajkot, Ahmedabad, Vadodara, Bhavnagar
- Group- 3: Hyderabad, Vijaywada, Bengaluru, Coimbatore
- Group- 4: Indore, Nagpur, Siltara (Raipur), Howrah

- 2) The workshops shall comprise class room training, field visits, and interaction with MSMEs / other project stake holders in order to enable the participants to gain an overall appreciation of the energy efficiency initiatives that have been taken in the Kolhapur foundry cluster under the project, and the scope for replication of similar measures in the participants’ industries
- 3) The Consultant shall short list participants for the workshops (to be conducted in Kolhapur) through interactions / meetings with industry associations, leading entrepreneurs, equipment vendors / service

providers, etc. in the cluster groups as indicated at '1' above. The primary objective of such interactions shall be to identify only those enterprises that are genuinely interested in adopting new energy efficient technologies in their establishments.

- 4) The two - day knowledge sharing programmes at Kolhapur shall include (but not be limited to) interactive classroom sessions on energy efficient technologies, sharing of best industry practices, presentation of case studies drawn from the experiences of MSMES of Kolhapur that have been benefited by the project, talks by sector experts, etc. A half-day site visit in the cluster shall also be arranged to showcase the benefits of various EE interventions under the project. Identification of MSME units at Kolhapur for such knowledge sharing and demonstration of successful cases of energy efficiency enhancement shall be the responsibility of the Consultant.
- 5) Background training material for the programmes covering various energy efficiency measures implemented under the project as well as in foundry units outside the project clusters, best industry practices, replication potential, etc. shall be prepared by the Consultant. The background material along with copies of the presentations shall be provided to all participants in soft and hard copy form.
- 6) The two- day training programmes shall be residential in nature wherein the Consultant shall be responsible for defraying all costs related to the boarding and lodging of the participants as well as for the workshop faculty (including sector experts), to-and fro cost of travel of the external faculty for participation in the workshops, cost to be incurred for local travel of the participants to the industrial units for demonstration visits, as also costs to be incurred in managing the events (booking of venue, tea/coffee, refreshments, lunch, workshop related logistics, local publicity, etc.). The cost of to-and-fro travel of the participants to attend the workshops shall, however, be borne directly by the workshop participants.
- 7) At the end of each workshop the Consultant shall take a structured feedback from the participants on the content of the program, its effectiveness, whether it has triggered any plan to replicate the demonstrated technologies / EE interventions in their industries, etc. The Consultant shall follow up with the participants, who have indicated their willingness to adopt new EE measures, for ascertaining the progress made by them in this direction.
- 8) The tasks as outlined above have to be completed within four months of award of contract. The Consultant shall be required to propose a work plan detailing the various activities / sub-activities to be undertaken and their tentative completion dates, keeping the aforementioned completion target in view.

BEE shall assist the Consultant by:

- Providing the sector/ cluster specific information as available with BEE / SIDBI
- Providing accreditation letters to the Consultant for facilitating access to MSMEs and other related project stakeholders

The Bureau of Energy Efficiency now invites eligible consulting firms ("Consultants") to indicate their interest in providing the above-mentioned services. Interested Consultants should provide information demonstrating that they have the required qualifications and relevant experience to perform the Services. The information should include but not be limited to the following:

- (a) Experience in conducting EE Awareness Workshops / Training Programmes in foundry / forging / steel re-rolling industries in India (preference to be given to the foundry sector)

- (b) Experience in mobilisation of non-local participants from various parts of India for attending conferences, training programmes, etc. at a given city
- (c) Experience in implementing EE projects for foundry / forging / steel re-rolling industries in India (preferably for SMEs / MSMEs, & with preference to be given to the foundry sector)
- (d) Academic & Professional Qualifications of key personnel relevant to the assignment
- (e) Experience of key personnel in imparting EE training related to foundry / forging, / steel re-rolling industries in India (preference to be given to the foundry sector)
- (f) Experience of key personnel in implementing EE projects for foundry / forging / steel-rerolling industries in India (preferably for SMEs / MSMEs, & with preference to be given to the foundry sector)
- (g) Technical and Managerial Organization of Consultant (indicating the number of offices in India, their locations, and employee strength at the respective establishments).
- (h) Experience of Consultant in working with international agencies
- (i) Turnover of Consultant (average of the last 3 years) – for individual firms; combined turnover (average of last 3 years) – for JVs

The shortlisting criteria are as under:

S. No	Criteria	Marks Allotted	Sub- Division	Max. Marks	Remarks
1	Experience	50	<i>Experience in conducting EE awareness workshops / training programs related to foundry / forging / steel re-rolling industries in India (preference to be given to the foundry sector)</i>	20	The firms shall be ranked in accordance with these criteria. The minimum qualifying marks shall be 60.
			<i>Experience in mobilisation of non-local participants from various parts of India for attending conferences, training programmes, etc. at a given city</i>	05	
			<i>Experience of implementing EE projects for foundry / forging / steel re-rolling industries in India (preferably for SMEs / MSMEs, & with preference to be given to the foundry sector)</i>	25	
2	Key Personnel	30	<i>Academic & professional qualifications relevant to the assignment</i>	10	
			<i>Experience in imparting EE training related to foundry / forging / steel re-rolling industries in India (preference to be given to the foundry sector)</i>	10	
			<i>Experience in implementing EE projects for foundry / forging / steel re-rolling industries in India (preferably for SMEs / MSMEs, & with preference to be given to the foundry sector)</i>	10	
3	Consultant's Organisation	20	<i>Technical & Managerial Organisation of Consultant</i>	5	
			<i>Experience of working with international agencies</i>	5	
			<i>Turnover (average of the last 3 years) - for individual firms; combined turnover (average of last 3 years) - for JVs</i>	10	
		100		100	

The interested Consultants are advised to elaborate on the extent of their compliance with each of the parameters as indicated above.

The attention of interested Consultants is drawn to paragraph 1.9 of the World Bank's Guidelines: Selection and Employment of Consultants by World Bank Borrowers (Edition of May 2004, Revised October 1, 2006) – ("Consultant Guidelines"), setting forth the World Bank's policy on conflict of interest.

Consultants may associate with other firms in the form of a joint venture or a sub-consultancy to enhance their qualifications. The Consultant should indicate whether the EOI is being submitted as a Joint Venture or otherwise. In the case of Joint Venture a copy of the MOU for the partnership arrangements **confirming joint and several liability of the partners for all the Consultant's obligations to BEE under the contract**, as well as information as at (a) to (i) above is to be given separately in respect of each of the J.V. partners.

A consultant will be selected in accordance with the CQS method (Selection Based on the Consultants' Qualifications) set out in the World Bank's Guidelines: Selection and Employment of Consultants by World Bank Borrowers (Edition of May 2004, Revised October 1, 2006).

Interested Consultants may obtain further information at the address below during office hours (10.00 AM to 5 PM, Monday to Friday, excluding public holidays).

The response to this REOI is to be submitted in **Original + Four copies**. Expressions of Interest must be delivered in a written form (**preferably by Speed Post or Registered Post**) to the address below {**in sealed covers** superscribed with "Expression of Interest for Financing Energy Efficiency at MSMEs (CS-13G of the GEF-World Bank Project) - **due by 22.07.2016 (1700 hrs, IST)**", or by fax, or by email by **22 .07.2016 (1700 hours, IST)**).

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