



CALL FOR APPLICATIONS

SELECTION OF ENTERPRISES TO
BENEFIT FROM THE ECOWAS ENERGY
EFFICIENCY TECHNICAL ASSISTANCE
FACILITY

BACKGROUND

CONTEXT

Although energy security and access are still major challenges for the West African region, major steps are being taken to improve the enabling environment and an increasing number of renewable energy projects are being readied for investment.

Over 200 clean energy mini-grids are already operational, with more underway. At the same time more than 130 projects, with an installed capacity of over 7 GW of grid-connected power plants, driven by both public and private sector players, are currently under consideration or development, with several projects already at a reasonable stage of advancement. Private sector interest in these projects has intensified in recent times and PPAs contracts have been signed .

Unfortunately energy efficiency projects and investments are not materializing at the same pace although the need remains extremely high.

ECOWAS ENERGY EFFICIENCY TECHNICAL ASSISTANCE FACILITY

The ECOWAS Centre for Renewable Energy and Energy Efficiency (ECREEE) and Clean Energy Solutions Center (Solutions Center), an initiative of the [Clean Energy Ministerial](#), have joined efforts to promote an Energy Audit Market in the ECOWAS Region.

The initiative was designed to create and operationalize a technical assistance facility for Micro, Small and Medium Enterprises (MSMEs) whose business model includes provision of energy audit services. It is a follow up of the first energy audits training jointly organized by ECREEE and Solutions Center in December 2015 in Praia, Cabo Verde, where local companies expressed their concern on the serious challenges they are experiencing in selling their energy audit services to Clients.

The collaboration was launched by Mahama Kappiah, Executive Director of ECREEE, and Victoria Healey, Project Manager of the Solutions Center at the maiden edition of the ECOWAS Sustainable Energy Week held in Accra, Ghana from October 17th to 19th 2016.

The overall objective of this Solutions Center- ECREEE collaboration in West Africa is to promote energy audits as a valid and reliable market tool to enable energy efficiency.

The proposed collaboration has 3 main outcomes:

- Outcome 1: To strengthen the capacity of private sector operators to perform energy audit services
- Outcome 2: To raise awareness on the importance and economic potential of energy audits
- Outcome 3: To boost the pipeline of bankable energy efficiency projects identified through energy audits

This will directly contribute to the overall objective of the ECOWAS Energy Efficiency Policy to double the annual improvement in energy efficiency, to attain levels comparable to those of world leaders by 2020.

The ECOWAS Energy Efficiency Technical Assistance Facility is part of the ECOWAS Sustainable Energy Entrepreneurship Facility promoted by ECREEE and its partners.

ECOWAS CENTRE FOR RENEWABLE ENERGY AND ENERGY EFFICIENCY (ECREEE)

The ECOWAS Centre for Renewable Energy and Energy Efficiency (ECREEE) was established in response to the recommendation of the ECOWAS/UEMOA White Paper on access to energy services in rural and peri-urban areas issued in 2006. This recommendation was given a further boost by the Ouagadougou Declaration, where the ECOWAS Conference on Peace and Security on the 12th of November 2007, articulated the need to establish the center. At the same conference, the Austrian Minister for European and International Affairs and UNIDO pledged support for the creation and take-off of the center.

In November 2008, the 61st Session of ECOWAS Council of Ministers adopted Regulation C/REG.23/11/08 and gave the ECOWAS Centre for Renewable Energy and Energy Efficiency (ECREEE) a legal basis. In 2010, the secretariat of the Centre was established during a six-month preparatory phase in Praia, Cape Verde, with the support of the ECOWAS Commission and the Austrian and Spanish Governments, as well as technical assistance from UNIDO.

ECREEE is a specialized ECOWAS agency which acts as an independent body but operates within the legal, administrative and financial framework of ECOWAS rules and regulations.

More information at: www.ecreee.org

CLEAN ENERGY SOLUTIONS CENTER (SOLUTIONS CENTER)

The Clean Energy Solutions Center (Solutions Center), an initiative of the Clean Energy Ministerial, was established in 2011 to help governments design and adopt policies and programs that support the deployment of transformational low-carbon technologies. The Solutions Center offers no-cost clean energy policy and finance advisory support through a global network of more than 50 experts for government policy makers and the technical institutes assisting them. The Solutions Center also provides online training and webinars, and peer-to-peer learning to help countries tailor solutions to their needs and foster international collaboration on policy innovations. Furthermore, the Solutions Center serves as a knowledge portal for online clean energy resources—including policy best practices, data, and analysis tools—and shares these resources with a global forum of energy experts, policy makers, and other stakeholders in partnership with more than 35 leading international and regional clean energy organizations.

As part of the Clean Energy Ministerial, the United States, Australia and Sweden provide the core financial support to the Solutions Center. The National Renewable Energy Laboratory (NREL), located in the United States, serves as the operating agent for the Solutions Center. Power Africa also provides support to the Solutions Center.

More information at: <https://cleanenergysolutions.org/>

CALL FOR APPLICATIONS

ELIGIBLE ENTERPRISES

Micro, Small and Medium Enterprises (MSMEs) from the ECOWAS region selling or aiming to sell energy audit services in the residential, industrial and service sectors can apply.

The Facility targets primarily MSME whose business model includes provision of energy audit services and have a track record of doing so; although MSME which are new players in the market but have a demonstrated capacity (e.g. technical competence and qualification of staff) to deliver such services may apply as well.

In the framework of this call “MSME from the ECOWAS region” is considered any enterprise with less than 50 permanent employees legally registered in at least an ECOWAS member state.

SERVICES PROVIDED BY THE ECOWAS ENERGY EFFICIENCY TECHNICAL ASSISTANCE FACILITY

ECREEE, the Solutions Center and international companies specialized in the realization of energy audits will form a technical backstopping team (TBT).

After the selected MSME has been able to sign the contract with the Client, it will have to send a letter of request to the TBT including details on the service to be provided (name of client, address, financial arrangements, etc.). If the request has a favorable response, a Letter of Agreement will be signed between the TBT and the MSME detailing the scope of the assistance to be provided.

TBT will support selected MSMEs on a rolling basis as they sign the contract with the Client. TBT will not be liaising directly with the Client, therefore the MSME is responsible for providing all the required information

to enable TBT's support. The payments from the Client will go entirely to the MSME providing the energy audit services.

The TBT support will include:

- accompany the audit process and provide ad-hoc advise to the MSME
- review the final report and ensure quality control
- provide improved analysis tools to the MSME
- knowledge sharing and capacity building through webinars.

The support will be provided in English, French and Portuguese, depending on the language of the country where the activity is taking place.

The TBT will accompany the MSME in the audit process and provide ad-hoc advice when required through emails and phone-calls. It will also review the final report and ensure quality control.

Specific webinars will be organized for the MSME during the process in order to facilitate experiences sharing from the field among the MSMEs and fill particular capacity and knowledge gaps.

The support will be provided free of charge.

APPLICATION

Eligible enterprises can apply on-line at <http://www.ecreee.org/selection-enterprises-benefit-ecowas-energy-efficiency-technical-assistance-facility> .

Interested enterprises have to provide all the information required in the on-line application, including:

- general information on the enterprise
- experience in the provision of energy efficiency services, particularly energy audits
- sample of completed energy audit reports
- sample of energy audit commercial offers
- CV of the key staff involved in the selling and implementation of energy efficiency services, particularly energy audits
- portfolio of expected and potential Clients that could purchase the energy audit services in the next 3 months
- main challenges experienced so far in selling and implementing energy audits and required capacity building support.

All the provided information will strictly be used only for the evaluation of the applications and will be treated with the maximum discretion.

Applications have to be completed before 28th May 2017 at 11:59 pm (UTC -1:00).

For any question related with the application process, interested enterprises can contact EEfacility@ecreee.org

SELECTION CRITERIA AND PROCESS

All the received application will be carefully evaluated, considering:

- experience of the enterprise and its experts
- depth of portfolio of expected and potential Clients.

ECREEE, the Solutions Center and the other members of the technical backstopping team (TBT) will participate in the selection process.

In this first call 20 to 25 MSME should be selected, ideally from all the member states. The final decision on the number of selected companies will be taken based on the received applications.



Selected companies will be allowed to include the TBT services in their commercial offer to the Clients during the timeframe of this initiative. A standard text will be elaborated for that purpose.