

Location: South Africa

Application Deadline: 20th October 2020

Category: Services

Type of Contract: Local consultant, Individual Contract

Assignment Type:

Languages Required: English

Starting Date: Upon Contract signature/s by both parties

Expected Duration of Assignment: 100 working days

Title: *Macroeconomic, Market intelligence and Policy Analysis study to determine potential markets for refurbished wind turbines in key Sub-Saharan countries/regions*

1. INTRODUCTION

The South African Wind Energy Project Phase 2 (SAWEP 2) is funded by the Global Environment Facility (GEF) with the Department of Mineral Resources and Energy (DMRE) as the Executing Entity/Implementing Partner, and supported by the United Nations Development Program (UNDP) South Africa Country Office. The project objective is to overcome barriers to the attainment of South Africa's Integrated Resource Plan target of 3,320 MW of wind power generation online by 2018/19. In order to achieve this, the project focusses on four components: *Component 1: Monitoring and Evaluation of the implementation of local content requirements, Component 2: Resource-mapping and wind corridor development support for policy-makers, Component 3: Support for the development of small-scale wind sector and Component 4: Training and human capital development for the wind energy sector.* Each component is associated with specific outputs and a set of activities.

2. BACKGROUND

This Terms of Reference (TOR) relates to the SAWEP 2 Component 3: *Support for the development of small-scale wind sector* and the final report: *Feasibility study to determine market potential and viability to establish a wind turbine refurbishment industry in South Africa* ([here](#)). The study informed and confirmed the potential of establishing a Wind Turbine Refurbishment Industry in South Africa in view of the supply of wind turbines becoming available, mainly, through the REIPPPP. The success of the Wind Turbine Refurbishment Industry will be dependent on OEM support and the development of mainly an Africa (nearest) market for South Africa Refurbished wind turbines.

The study recommends:

- Investigate how the REIPPPP e.g. SED funding, incentives and the role of waste management policies applying to locally installed wind turbines at the end of their lifespan could support this initiative.
- Conduct a detailed market study focusing on key market segments in key African territories, including local legislation.

3. OBJECTIVE

To conduct a study and submit reports and research findings supplemented by recommendations, a macroeconomic model, market intelligence analysis, and policy analysis that can be used by the South African Government and stakeholders as input into trade negotiations with targeted Sub-Saharan African market segments.

4. SCOPE OF WORK

The consultant is required, but not limited, to focus on the following areas of assessment by making use of relevant documentation and conducting a desktop study. This study is to be supported through consultation with stakeholders and the recommendations should be based on strategic analysis (e.g. swot-, gap-, macro-economic, policy analysis) of the findings.

The workplan and methodology will be refined and agreed to at the inception meeting if required.

4.1 Identification of market segments/regions

- Development of a framework for market segmentation
 - Identify potential indicators of demand for refurbished turbines
 - Identify 3 - 5 African territory wind markets/segments/regions for further analysis
- Conduct a macroeconomic study of the priority wind markets/segments/regions in Africa focusing on the top 3 regions/countries excluding South Africa
- Utilise macroeconomic and spatial data on electrification, population density to understand market potential
- Conduct a SWOT analysis to understand the potential challenges involved in the development of Markets in the targeted regions/countries

4.2 Market sizing and mapping

- Analyse and confirm South Africa's technical capability, extend of re tooling and re skilling required for the industry players and existing local manufacturers according to the wind turbine refurbishment processes described and listed in the Wind Turbine Refurbishment Feasibility study.
- Utilizing high resolution spatial data to determine on the ground potential market for refurbished wind turbines.
- Map physical infrastructure for the development of supply corridors to potential markets
- Indicate certain trade routes' comparative advantage in terms of positioning of a refurbishment industry in RSA and specific target markets in Africa
- Analyse socio-economic data to support the development of markets in the targeted regions
- Value chain assessment to determine the potential for collaboration on economic localisation strategies
- Quantify the market size of each segment in terms of size (MW and US\$), technology requirements and limitations, unique features, capital availability, investor attractiveness.

4.3 Policy and regulatory analysis

- Investigate the energy policy and regulatory environment, alignment through regional energy collaboration e.g. SADC, SACREEEE in the target markets to determine whether refurbished turbines could be used and collaboration in these regions.
- Investigate existing and planned Africa-, European Union collaboration e.g. PRE-LEAP-RE project for alignment, collaboration and opportunities in support of establishing an African Wind Turbine refurbishment market.
- Investigate domestic laws or import control measures that may be applicable on second hand goods, generally, or specifically on refurbished wind turbines
- This should focus on the different policy and regulatory regimes in each jurisdiction.
- Investigate Trade policies and trade interaction with South Africa including industrialization policies.
- Investigate waste and recycling policy applying to locally installed wind turbines at the end of their lifespan as a potential driver for asset holders to engage in refurbishment activities.
- Investigate policy e.g. REIPPPP SED funding, legal and regulatory incentives could support and entice OEMs to invest in a Wind Turbine Refurbishment industry in South Africa.

4.4 One-day workshop with key stakeholders to:

- present the findings and recommendations
- solicit input in finalizing the report
- knowledge sharing on the macroeconomic analysis, including market segmentation framework developed for the study

The service provider will, based on the recommendations of the one-day workshop, **consolidate, describe and update the final report providing recommendations for incorporating the study into e.g. trade negotiations with identified target markets.**

5. DELIVERABLES

Deliverable	Description, Content	Time frame*	%*
Deliverable 1: Inception Report	Attend an inception briefing meeting, and thereafter produce an Inception Report detailing the agreed methodology, work plan and timeline of activities, and related specific details.	Within 10 days after inception briefing	20
Deliverable 2: Progress report	4.1 Identification of market segments/regions 4.2 Market sizing and mapping 4.3 Policy and regulatory analysis	50 days	30
Deliverable 3: Draft Report (following the Stakeholder workshop 4.4)	See 4.4 for the stakeholder workshop (to be held in Gauteng); - present the findings and recommendations - solicit input in finalizing the report - knowledge sharing on the macroeconomic analysis, including market segmentation framework developed for the study	35 days	40
Deliverable 4: Final Report	See 4.4 Incorporating revisions, and confirming approval.	5 days	10

*indicative to be confirmed at contract signature

6. CONTRACT PERIOD AND EFFORT REQUIRED

It is estimated that the project will require between 300 and 400 person hours and needs to be completed within 100 working days of signing of the contract.

7. MINIMUM REQUIREMENTS

- Preferably a post Graduate Degree in Engineering, Science, Economics or other related field
- Professional hands-on experience and proven track record on report writing of projects of a similar nature and size
- Experience in professional communication and reporting at all levels.

8. PROJECT ADMINISTRATION

Whilst the contract is held with UNDP, the work will be overseen by the Project Coordination Unit (PCU) comprising of the Project Manager (SANEDI) and DMRE Renewable Energy Project Manager.

9. EVALUATION CRITERIA

The evaluation of proposals will be conducted according to UNDP procurement rules. A two-stage procedure is utilised in evaluating the proposals, with evaluation of the technical proposal being completed prior to any price proposal being opened and compared. The price proposal of the proposals will be opened only for submissions that passed the minimum technical score of 70% of the obtainable total score of 100 points in the evaluation of the technical proposals. The technical proposal is evaluated on the basis of its responsiveness to the Term of Reference (TOR) **and candidates may be requested to make a presentation to the Technical Evaluation committee.** In the Second Stage, the price proposal of all contractors, who have attained minimum 70% score in the technical evaluation will be compared.

Selection will be based on a least costly technically qualified proposal where the approach to the work, qualifications and experience (Technical proposal) will be weighted a maximum of 70%, and the price offer (Financial proposal) which is a maximum of 30%.

Technical Evaluation Criteria

Evaluation Criteria	Max score
Documented experience and knowledge doing similar research projects	35
Proposed Methodology (A clear methodology. The methodology must outline how the Scope of Work will be carried out according to each deliverable with an understanding of the assignment).	25
Proposed Work Plan (Detailed work plan with milestones, timelines and resources and designated responsibilities of the consultant and any support members must be indicated in the proposal for achieving of the deliverables).	20
Professional, hands-on experience and proven track record on report writing of projects of a similar nature and size	5
Experience in professional communication at workshops and stakeholder consultations	5
Qualifications (consultant) – Post Graduate Degree in Engineering, Science, Economics or other related field (preferred) M.Sc. and higher degree = 10 Hons = 6 B degree = 3	10

10. RESPONSE FORMAT

- A Technical Proposal: Letter of Interest, stating why you consider your service suitable for the assignment and a brief methodology on the approach and implementation of the assignment;
- Evidence and examples of similar projects that have been successfully completed;
- Personal CV highlighting qualifications and experience in similar projects; and a statement of commitment regarding the availability of the personnel during the project duration in order to ensure successful completion of all deliverables within the required timeframe
- Work references - contact details (e-mail addresses) of referees (organisation for whom similar assignments have been produced);
- All-inclusive financial proposal indicating consultancy fee (South African Rand) and a breakdown of expenses (unit price together with any other expenses) related to the assignment. The proposal must incorporate all the costs travel etc for the service provider to achieve the required deliverables

Applicants are required to submit the following documents to bid.pretoria@undp.org on or before the **20th October 2020** with the subject line: **Job Code Title and Reference Number**.

11. CONTACT PERSON

For any enquiries regarding this call for proposal, contact the UNDP procurement.enquiries.za@undp.org / lerato.maimela@undp.org