

## INDIVIDUAL INTERNATIONAL CONSULTANT PROCUREMENT NOTICE

Date: [October 26<sup>th</sup>, 2021]

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**Country: Egypt**

**Post level: International consultant**

**Estimated No. of Working Days:**

The total estimated number of working days are **30 days** including 20 days office work, in addition to visit/s to Cairo for 10 working days.

**Description of the assignment:**

Strengthen the domestic PV supply chain by enhancing the competitiveness of domestic manufacturing and/or assembly of PV system components and/or modules that can be locally manufactured such as: solar modules, mounting/support structures and their accessories, solar panel frames, DC cables, cables connectors, combiner boxes, DC protective devices and PV plants' cleaning equipment.

**Project name: National Project Grid-Connected Small-Scale Photovoltaic Systems "Egypt-PV"**

**Period of assignment/services (if applicable): 3 months**

Proposal should be submitted by email to, [procurementnotice.egypt@undp.org](mailto:procurementnotice.egypt@undp.org) no later than **November 28<sup>th</sup>, 2021**

Any request for clarification must be sent in writing, or by standard electronic communication to the address or e-mail indicated above. UNDP will respond in writing or by standard electronic mail and will send written copies of the response, including an explanation of the query without identifying the source of inquiry, to all consultants.

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### 1. BACKGROUND

The objective of the project is to remove the barriers to increased power generation by small, decentralized, grid-connected PV systems. The project strategy builds on the planned Government initiatives to develop a market for small, decentralized renewable energy power generation by ensuring adequate returns on targeted private sector investments.

The project will catalyze the development of decentralized, grid-connected small-scale renewable energy (RE) power generation market in Egypt and the solar PV in particular. The target is to facilitate the installation of new decentralized PV resulting in direct GHG reduction benefits of 66 kilo-tons of CO<sub>2</sub>eq during the lifetime of the project. Complementary indirect mitigation benefits are expected from the sustained market growth of the PV market after the project with estimated GHG reduction of about 0.6-0.7 million tons of CO<sub>2</sub>eq.

The project is funded by the Global Environment Facility (GEF) and United Nations Development

Programme (UNDP) acts as the GEF Implementing Agency. The project is executed by Industrial Modernization Centre (IMC) of the Ministry of Industry and Foreign Trade, which will assume the overall responsibility for the achievement of project results as UNDP's Implementing Partner (IP).

By the end of the project, the project seeks to establish a basis for sustainable market growth by:

- Supporting the design, purchase and installation of the first PV systems as an easily replicable model;
- Establishing an enabling policy and institutional and regulatory framework to provide the basis for sustainable market growth of small, decentralized RE (primarily PV) applications and for attracting adequate financing for the required investments;
- Strengthening the supply chain by building the capacity of the key supply-side stakeholders such as system designers, equipment vendors and installers to offer competitively-priced, good-quality products and services to the targeted stakeholders (including required after-sales services) and by introducing adequate quality control mechanisms to build up customer confidence and positive customer experiences of small, decentralized PV systems; and
- Facilitating the establishment of a financing framework and a network of local financial institutions to support the development of the decentralized PV market by providing long-term financing on attractive terms for PV investments and, as applicable, dedicated funds especially for those households which without a previous credit history and/or required collateral, may face difficulties in convincing the banks of their credit-worthiness.

## **2. SCOPE OF WORK, RESPONSIBILITIES AND DESCRIPTION OF THE PROPOSED ANALYTICAL WORK**

**Under the direct supervision of PMU, IMC and the support of the UNDP Egypt, the consultant will be responsible for the following tasks:**

1. Recommend the adequate quality systems and standards to increase the competitiveness of the domestic manufacturing and/or assembly of the solar systems focusing on PV systems.
2. Identify, evaluate and recommend the most appropriate – and applied – modern industry practices (either regionally or internationally) based on the global manufacturing norms and standards, which are relevant to 4 category of system components (i.e. PV panels, inverters, mounting structures and DC cables), and that will contribute in the improvement of either a manufacturing process or final product.
3. Design a realistic support scheme including technical and financial support for each targeted group based on the analysis of the market and the best practices to facilitate the domestic manufacturing take-off.
4. Provide the required support for the establishment of a local Solar Energy Industry Association which envisaged to become one of the key stakeholders to: (i) promote the Solar Energy market; (ii) represent the interests of the supply-side in further policy dialogue; and (iii) identify and lobby for the required further legal, regulatory and institutional changes to boost the PV (and solar thermal) market (vi) Become a knowledge transfer hub and eventual training center for further promotion of the solar energy market in Egypt after Egypt-PV project has ended.
5. Respond to any comments and/or inquiries from the Project Manager.

#### **Deliverables:**

A complete report in English that includes the followings:

1. Prefeasibility study for 4 categories (i.e. PV panels, inverters, mounting structures and DC cables) of the potentially locally manufactured/assembled solar PV systems' components such as , but not limited to, standard PV modules, building-integrated or building-applied PV systems, mounting structures, inverters, cables and cabling accessories, etc.
2. Reviewing and analysis of Egypt's current solar PV manufacturing data base and its potential to participate or dominate the solar energy systems manufacturing value chains.
3. Criteria for evaluating the local manufacturers and developing quality control on the local manufacturing.
4. A proposed and realistic support scheme including the technical and the financial support for each target group based on the analysis of the market and the best practices to facilitate the domestic manufacturing take-off.
5. Recommendations for a road map for development of solar components manufacturing in Egypt based on the analysis of the current situation, the forecast of the industrial potential in Egypt and the progress of the internationally accepted similar industries
6. An additional section of guiding case studies of both regional and/or international solar PV components manufacturers, who succeeded in promoting their solar PV local manufacturing content to a globally-accepted quality and standard.
7. The investment opportunities studies and the feed-in industries of the solar systems that should be added to the **"Industrial Investment Map of Egypt"** under the sector of Electrical, Electronic & Engineering Industries and should include:
  - A Pre-feasibility study based on the results of the investment opportunities studies and current manufacturing base of PV components.
  - Prepare a fact sheet for each investment for each investment opportunities with the required features
8. The structure and the required support for the establishment of a local Solar Energy Industry Association
9. A well-prepared PowerPoint presentations on each part of the study.
10. Present results and the outputs of the study to the Project Advisory Board.
11. Hard copy and soft copy for the deliverables delivered to the project manager.

### **3. REQUIREMENTS FOR EXPERIENCE AND QUALIFICATIONS**

#### **I. Academic Qualifications:**

- Advanced degree in Engineering or related field to Green Industry and energy efficiency and renewable energy or any other related science-based background.
- **II. Years of experience:**
- 10 years of relevant experiences in the renewable energy with a strong experience in PV systems

#### **III. Competencies:**

- Proven experience in providing consultancy services, hands-on experience in the renewable

projects especially PV systems;

- Experience in and exposure to the PV industry;
- Strong facilitation, coaching and presentation skills;
- Previous experience with internationally funded project is an advantage;
- Familiar with government institutions and coordination mechanism;
- English language fluency and strong writing skills required
- Understanding of Arabic language (having experience with MENA region) is a plus

#### 4. DOCUMENTS TO BE INCLUDED WHEN SUBMITTING THE PROPOSALS.

Interested individual consultants must submit the following documents/information to demonstrate their qualifications:

1. Proposal:

- (i) Explaining why they are the most suitable for the work
- (ii) Provide a brief methodology on how they will approach and conduct the work (if applicable)

2. Financial proposal

3. Personal CV including past experience in similar projects and at least 3 references

#### 5. FINANCIAL PROPOSAL

*Removed the lump sum part since we will evaluate based on daily fees.*

- **Contracts based on daily fee**

The financial proposal will specify the daily fee, travel expenses and per diems quoted in separate line items, and payments are made to the Individual Consultant based on the number of days worked.

**Travel:**

All envisaged travel costs must be included in the financial proposal. This includes all travel to join duty station/repatriation travel. In general, UNDP should not accept travel costs exceeding those of an economy class ticket. Should the IC wish to travel on a higher class he/she should do so using their own resources.

In the case of unforeseeable travel, payment of travel costs including tickets, lodging and terminal expenses should be agreed upon, between the respective business unit and Individual Consultant, prior to travel and will be reimbursed

#### 6. EVALUATION

*Removed lowest price since we are using weighted scores.*

**1. Cumulative analysis**

*When using this weighted scoring method, the award of the contract should be made to the individual consultant whose offer has been evaluated and determined as:*

- a) responsive/compliant/acceptable, and*
- b) Having received the highest score out of a pre-determined set of weighted technical and financial criteria specific to the solicitation.*

*\* Technical Criteria weight; [70%]*

*\* Financial Criteria weight; [30%]*

*Only candidates obtaining a minimum of 70 point would be considered for the Financial Evaluation*

<b>Criteria</b>	<b>Weight</b>	<b>Max. Point</b>
<u>Technical</u>	<b>70%</b>	<b>100</b>
<ul style="list-style-type: none"> <li>• <i>Criteria A</i> experience in providing consultancy services, hands-on experience in the renewable projects especially PV systems</li> </ul>	20%	30
<ul style="list-style-type: none"> <li>• <i>Criteria B</i> Experience in and exposure to the PV manufacturing industry;</li> </ul>	25%	35
<ul style="list-style-type: none"> <li>▪ <i>Criteria C</i> strategy and schedule of implementation;</li> <li>•</li> </ul>	10%	15
<ul style="list-style-type: none"> <li>• <i>Criteria D Methodolgy and appropriateness to the condition</i></li> </ul>	15%	20
<u>Financial</u>	30%	