



RURAL ELECTRIFICATION AGENCY
Project Management Unit
NIGERIA ELECTRIFICATION PROJECT (NEP)

REQUEST FOR EXPRESSION OF INTEREST (REOI) CONSULTING SERVICES-FIRM SELECTION

NIGERIA

NIGERIA ELECTRIFICATION PROJECT

ADB Loan No.: 200200003401

AGTF Loan No.: 5050200000551

Assignment Title: Consultancy Services for Engaging a Firm to Conduct Market Study to Support the Nigeria Electrification Project (NEP).

Reference No.: REA-NEP/AfDB/QCBS/07/2019

The Federal Government of Nigeria (FGN) has received financing from the African Development Bank (AfDB) for the cost of the Nigeria Electrification Project (NEP). The Rural Electrification Agency, the implementation Agency of the FGN, intends to apply part of the proceeds of this loan to payment under the contract for the Consultancy Services to undertake a Market Study in support of the Component 2 (Productive Use Appliances and Equipment) of the Nigeria Electrification Project (NEP).

The consultant shall carry out the following specific tasks:

- 1.1 Market Study
 - a. Comprehensive desktop review of the market for energy-efficient productive use appliances and equipment in off-grid communities in Nigeria, with focus on agro-processing and commercial business activities in participating states of the NEP-AfDB Component 1 (Ekiti, Enugu, Delta, Jigawa, Nasarawa, Kwara, Oyo, Kogi and Gombe).
 - b. Comprehensive review of all current publications on off-grid and mini-grid sectors and business models in developing economies, particularly Sub-Saharan Africa.
 - c. Analysis of the Nigerian off-grid Market Environment for local and imported energy-efficient appliances and retrofitting of old equipment
 - d. Analysis of existing and potential off-takers for MSME's in rural productive use market industry.
 - e. Analysis of existing and potential end-users in off-grid rural communities, including the participation of women and how the component can achieve its gender inclusion objective of 20% of the beneficiaries of the subsidy allocation being women/targeted at women.
- 1.2 Energy Efficient Productive Use Appliance Study and Market Forecasting
 - a. Based on the market research, the Consultant will:
 - 1.2.1.1 Identify the leading companies that are operating in Nigeria and their market share, business volume, financial situation and their interest.
 - 1.2.1.2 Determine their capacity to enter the energy efficient productive use market value chain, identifying entry barriers and possible solutions.
 - 1.2.1.3 Identify and prescribe basic technical standards for energy efficient productive use appliances.
 - 1.2.1.4 Provide a database of the existing mini-grids in Nigeria specifying the existing economic activities, potential economic activities and the suitable business models for the deployment of productive use appliances in those communities.
 - 1.2.1.5 Forecast the growth of the productive use appliances/equipment business in Nigeria's off-grid market and recommend a sustainability plan for the same.
 - b. The market forecast should include a detailed evidenced assessment of: appliance types, sales mix, price mark-ups/margins, implementation context (e.g. SHS or mini-grid), and composition of end-users (e.g. household or micro-enterprise);
- 1.3 Commercial Viability and Financial Model Review / Development
 - a. Development of appliance financing framework/models for energy access companies and MSME's for the full roll-out of the deployment of energy efficient appliances.
 - b. Assessment and identification of financiers and financing options for energy access companies and MSME's to support the deployment of productive use appliances.
 - c. Analysis of MSME's commercial viability/financial stability and evaluation of MSME's ability to participate in appliance financing schemes

The assignment is expected to be carried out over a period of 3 months.

The detailed Terms of Reference (TOR) for the assignment can be found at the following web site:

www.rea.gov.ng

The Rural Electrification Agency- AfDB Project Management Unit (REA-AfDB PMU) now invites eligible consulting firms ("Consultants") to indicate their interest in providing these Services with supporting documents (brochures, description of similar assignments, experience in similar conditions, availability of appropriate skills among staff, etc.). Consultants may constitute joint ventures to enhance their chances of qualification. **Key Experts will not be evaluated at the shortlisting stage.**

Eligibility criteria, establishment of the short-list and the selection procedure shall be in accordance with the African Development Bank's procurement framework for group funded operations, October 2015. www.afdb.org

Interested Consultants may obtain further information at the address below during office hours i.e. 0800 to 1700 hours.

Expressions of interest must be submitted to the Project Management Unit (PMU) by e-mail to afdbnep.procure@rea.gov.ng on or before 20th August 2020.

The Expression of Interest (EOI) to be addressed as follows:
Rural Electrification Agency (REA) AfDB/NEP- Ground & 1st Floor- Right Wing
Attn: Mr. Kenny Anuwe - Head, Project Management Unit
No. 16, Umaru Dikko Street, Jabi
Abuja, Nigeria.
Tel: +234 817 217 2915
E-mail: afdbnep.procure@rea.gov.ng
Website: www.rea.gov.ng

Signed
Management