

CALL FOR PROPOSAL	
PROJECT TITLE:	Public Private Development Partnership (PPDP) for Renewable Energy Skills Training and Women Economic Empowerment
ACTIVITY NAME:	Provision of solar entrepreneurship training and distribution of solar portable kits to women Small scale enterprises in Garowe.
DONOR:	Sida (Swedish International Development Cooperation Agency)
PROJECT LOCATION:	Garowe, Puntland State of Somalia
GRANTOR:	Nordic International Support Foundation – NIS
DATE OF ISSUE:	1/08/2024
Reference Number	PNTB47/2024

1. Introduction

The Nordic International Support Foundation (NIS) is a Norwegian-registered non-profit organization engaged in stabilization and reconciliation initiatives in conflict and post-conflict locations. Our primary areas of intervention are institutional development, public service delivery and conflict resolution. Headquartered in Oslo, Norway, NIS currently implements projects in Somalia, Myanmar and the Sahel.

With funding from the Swedish International Development Cooperation Agency (SIDA), NIS is currently implementing a three-year program Public Private Development Partnership (PPDP) for Renewable Energy Skills Training and Women Economic Empowerment Program in Somalia, targeting two locations: Garowe in Puntland & Mogadishu in Banadir regional administrations. The Women Economic Empowerment (WEE) component under the PPDP program aims at increasing the economic empowerment of women in targeted locations in Somalia by addressing some of their socio-economic vulnerabilities: lack of access to skills training and lack of access to affordable energy solutions, both which would enable them to either access the job market or increase their shares within the local business market. Through the activities, the WEE component will benefit 426 individuals and 2 women-owned energy solution providers in the project target locations.

In this Call for Proposal, NIS is specifically seeking proposals **from a qualified energy solution provider run/owned by women engineers in Garowe** that are expected to implement the two main activities under WEE component.

The first activity is **Solar Entrepreneurship Training and Mentorship Program** focusing on solar PV systems design, installation, maintenance, **as well as entrepreneurship skills training**. The training and mentorship course will support 13 female trainees from a TVET Center partner based in Garowe. The identified trainees, will receive the training in Garowe.

Overall, the Solar Entrepreneurship Training and Mentorship Program aims at equipping participants with the knowledge and skills required to establish, operate, and grow a successful solar installation business, covering technical, economic, marketing, operational, and legal aspects of the energy sector – see the detailed proposed course modules in Annex 1. NIS expects that this training will provide women of different ages with the opportunity to secure employment in the renewable energy sector (given the nature of the TVET training) or start their enterprise. Thus, contributing to the economic empowerment of women.

The second activity is the identification of beneficiaries and distribution of portable solar PV systems to women-owned SMEs in IDPs and urban poor areas. The qualified women-owned RE SMEs/energy solution providers will undertake the selection, distribution and installation of 200 portable solar lights as well as their maintenance. The system will consist of two types of lights, one with three lamps and another with two lamps (further information on these is provided in Section 4 below), both with charging points – **see system details in Annex 2.**¹The portable solar PV system will be used for lighting small businesses at night, which will enable them to run their businesses for more hours, and for the charging mobile phones of residents in the IDPs and urban poor areas, both of which are expected to be sources of increased income. The IDPs and urban poor areas and low-income earners will be identified from the various camps and urban poor neighbourhoods in Garowe in consultation with the relevant stakeholders.

The portable light systems will be procured and provided by NIS and will be sold at a subsidized price by the selected energy provider of USD 25 for a 2 light portable solar PV system kit (100 Pcs for each location) and USD 35 for a 3 light portable solar PV system kit (100 Pcs for each location) to women who own small businesses in the IDP settlements on the outskirts of Garowe. Payments from women-owned small businesses in the IDPs and urban poor areas will be collected and managed by the training-providing company. These funds will cover the operational and maintenance costs of the portable lights during the warranty period.

Another part of this activity is that the selected women energy solution provider will hire two female trainees from the TVET institution who also participated in the Solar Entrepreneurship Training and Mentorship Program for 6 months in the operationalization and maintenance of the portable solar PV system kits.

Required deliverables from the selected women energy solution provider (Garowe).

- Training 13 female TVET female trainees in each location.
- Registration of beneficiaries and distribution of kits to the women SMEs beneficiaries (200 pcs).
- Monthly Incentives of two female technician participating the registration, distribution, and installation of the portable solar PV systems to women-owned SMEs in IDPs and urban poor areas.

Table 1: Table 1: BoQ for the provision of solar entrepreneurship training and distribution of solar portable kits for Garowe

S.No	ACTIVITY DESCRIPTION	UNIT	QUANTITY	UNIT PRICE (USD)	Total amount (USD)
1	Provide entrepreneurship skills training and technical support (mentorship) for female trainees	Persons	13		
2	Support community mobilization, identification and registration of beneficiaries, and distribution of solar portable systems	Pcs	200		
3	Monthly Incentives of two (2) female technician participating the registration, distribution, and installation of the portable solar PV systems to women-owned SMEs in IDPs and urban poor areas	Months	6		
	Total budget				

¹ NIS will procure the portable solar PV systems

2. Application details:

All interested energy solution providers run/owned by women engineers are required to submit the following documentation: -

A. Narrative proposal with the following details:

- Information about the company's background and relevant expertise/experience in the project (max 2 pages);
- Understanding of the ToR (max 1 page);
- Description of the approach, and methodology for training of 13 female trainees
- Work plan with timelines for performing the project activities (max 5 pages).
- The budget proposal budget breakdown for the activities in each location includes:-
 - The Training fee/rate for 13 female engineers / technicians
 - Registration of beneficiaries and distribution of kits to the beneficiaries (200 SMEs). All 13 trainees should participate in the registration and distribution of the kits.
 - 6 months internship fees for 2 female solar entrepreneurship graduates who will be involved in the maintenance exercise for portable solar PV systems to women-owned SMEs in IDPs and urban poor areas.
 - The systems will be sold at a subsidized price of USD 25 for a 2 light portable solar PV system kit and USD 35 for a 3 light portable solar PV system kit to women who own small businesses in the IDP settlements on the outskirts of Garowe. Payments from women-owned small businesses in the IDPs and urban poor areas will be collected and managed by the training-providing company. These funds will cover the operational and maintenance costs of the portable lights during the warranty period
- List and CV of key technical people (at least 2 persons) and trainers (at least 2 trainers) who will be involved in this activity.

B. Licenses and other required supporting documentsLicences:

- Valid registration from relevant government authorities/bodies such as Ministry of Commerce and Industry of Puntland.
- Tax compliance certificate: A valid tax compliance certificate (TIN) from Ministry of Finance, Puntland.
- Proof/evidence of company ownership: Shall submit a signed public notary document stating the ownership of the company including names, positions/titles, contacts details and shares owned.
- Previous similar experience: Shall submit ONLY 3 previous relevant contracts implemented with and/or for International non-governmental organizations (INGOs) or UN agencies.
- Company Finances: Shall present a dully signed financial/bank statement confirming that the supplier is financially in good position and able to pre-finance the activity as may be necessary.
- Detailed work plan for the activity: The company shall submit a clear and detailed activity delivery time.

3. Application procedure.

Interested firms/Institutions who meet the criteria described herein are invited to submit their technical and financial proposals to procurement.somalia@nis-foundation.org on or before **Thursday 15th August 2024**. The proposals must be submitted electronically with the subject line **“Provision of solar enterprenuership training and distribution of solar portable kits to women Small scale enterprises in Garowe.)” - CALL FOR PROPOSALS**”.

Submissions received after the indicated date and time will be disqualified. Bidders can only apply for one location, otherwise will be subjected to disqualification.

4. Contact information

Please forward any query to the following e-mail address: procurement.somalia@nis-foundation.org

NB: NIS Foundation promotes gender equality and social inclusion. Companies only owned by women, female youth, and/or other females from marginalized groups in the two project target locations will ONLY be considered for this activity.

NB: Please be informed that bidders will only qualify to apply for one location. Otherwise, your application will not be considered for next step.

Annex 1: Training Contents

Module 1: Fundamentals and Overview of Solar Energy Systems: This module provides a foundational understanding of solar energy systems, including their history, current trends, and global context. It covers the basics of photovoltaic solar technology and its relevance in Somalia and worldwide.

Module 2: Understanding and Communicating the Economics of Solar: Participants learn about the economic aspects of solar energy, including calculations, quoting, and estimating project feasibility. The module goes into solar math, economic feasibility analysis, and tools for estimating solar resources and project costs.

Module 3: Key Functions of a Solar Installation Business: Marketing, Sales, Design, Financing: This module focuses on essential business functions such as marketing, sales, design, and financing specific to solar installation. It provides insights into entrepreneurial marketing strategies, creative content development, solar design tutorials, and project economics.

Module 4: Key Functions of a Solar Installation Business: Permitting, Procurement, Installation, O&M: Participants gain an understanding of the operational aspects of a solar installation business, including permitting, procurement, installation, and operations & maintenance (O&M). The module also addresses sourcing solar equipment and panels.

Module 5: Starting & Running the Business: This module explores sales strategies, and also discusses business-to-business entrepreneurship and addresses challenges and opportunities related to solar installations in different environments, such as snowy regions.

Module 6: Legal Templates & Startup Tools: The final module covers legal aspects and provides startup tools necessary for establishing a solar business. Topics include legal basics, company formation, sample operating agreements, employee ownership, and insights from successful solar entrepreneurs.

Annex2:

Product Specifications for 3 lights portable solar PV system kit with 600 lumens of power

Tube Lights	3 bright tube lights with 600 lumens of power
Solar Panel	11 Watt, polycrystalline solar panel with aluminum frame and 6 meter cable (expandable to 47 watt in total with the Expansion Pack 113X)
Battery	28Wh Lithium-ion NMC Battery (expandable to 141Wh in total with the Expansion Pack 113X)
Battery Indicator	While in use, digital LED meter displays remaining battery power
Charging Indicator	Digital LED meter displays charging effectiveness
USB Mobile Charging	5V/1.8A
Power Control	Battery management technology auto-switches to low-power mode when battery is running dry, yielding 5 hours of additional light
Power Port	Four 12V(+/-3V) ports. One port has a TV communication port designed for TV powering. TV will be activated by the system after the battery control unit expansion. The power ports minimum voltage may reach 9V, which some appliances might not be fully compatible with.
Light Modes	3 different light modes for various needs
PAYG Enforcement	Keypad or optional GSM-based activation compatible with major PAYG software platforms.

Product Specifications for 2 lights portable solar PV system kit with 400 lumens of power

Tube Lights	2 bright tube lights with 400 lumens power
Solar Panel	5.5 Watt, polycrystalline solar panel with aluminium frame and 5 meter cable
Battery	2550mAh, 7.4V lithium-ion NMC battery
Battery Indicator	While in use, digital LED meter displays remaining battery power
Charging Indicator	Digital LED meter displays charging effectiveness
USB Mobile Charging	5V/1.8A
Power Control	Battery management technology auto-switches to low-power mode when the battery is running dry, yielding 5 hours of additional light
Light Modes	3 different light modes for various needs
PAYG Enforcement	Keypad or optional GSM-based activation compatible with major PAYG software platforms

Supplier Ethical form/ declaration of honour -exclusion criteria.

Anyone doing business with NIS is required to fill the declaration of honour - exclusion criteria and shall maintain high standards on ethical issues, apply basic human and social rights, and give fair working conditions to their staff respecting ILO's core conventions.

Name of supplier/company: _____

Please answer/fill the following questions, sign, and stamp at the bottom of the document:

1. Have you ever implemented a contract financed by EU or any other donor which was terminated due to non-compliance or poor performance?

Yes: _____ No: _____

If yes please explain the remedial measures that have been taken to remedy the exclusion situation

2. Has it been established by a final judgment or final administrative decision that the person has created an entity under a different jurisdiction with the intent to circumvent fiscal, social or any other legal obligations in the jurisdiction of its registered office, central administration, or principal place of business?

Yes: _____ No: _____

If yes please explain the remedial measures that have been taken to remedy the exclusion situation

3. Has the company/organization and/or any leading personnel ever received a final conviction for participation in a criminal organization, or for corruption, fraud, money laundering, violating intellectual property rights or any other form of economic crime?

Yes: _____ No: _____

If yes please explain the remedial measures that have been taken to remedy the exclusion situation

4. Have you been declared bankrupt, subject to insolvency or winding-up procedures, where your assets were administered by a liquidator or by a court?

Yes: _____ No: _____

If yes please explain the remedial measures that have been taken to remedy the exclusion situation

5. Is there any potential conflict of interest between you and your company with any NIS staff member? A conflict of interest can be due to a relationship with staff members such as close family and/or business partnerships etc.

Yes: _____ No: _____

If yes please explain the remedial measures that have been taken to remedy the exclusion situation

6. Does the company/organisation hold necessary tax registration, and is paying taxes according to regulations?

Yes: _____ No: _____

If yes please explain the remedial measures that have been taken to remedy the exclusion situation

7. Is the company/organisation involved in money laundering or terrorist financing?

Yes: _____ No: _____

8. Is the company/organisation involved in terrorist-related offences or offences linked to terrorist activities?

Yes: _____ No: _____

9. Is the company/organisation involved in child labour or other forms of trafficking in human beings?

Yes: _____ No: _____

10. Has the company/organisation attempted to influence the decision-making process of the contracting authority during the procurement process?

Yes: _____ No: _____

If yes, please explain the remedial measures that have been taken to remedy the exclusion situation:

11. Has the company/organisation attempted to obtain confidential information that may confer upon its undue advantages in the procurement process?

Yes: _____ No: _____

If yes, please explain the remedial measures that have been taken to remedy the exclusion situation:

COMMITMENT TO STANDARDS:

1. Workers shall be treated fairly and all articles of the fundamental ILO conventions shall be adhered to. http://actrav.ilo.org/english/about/about_fundamentals.html
2. Production and extraction of raw materials for production shall not contribute to the destruction of the resources and income base for marginalized populations, such as in claiming large land areas or other natural resources on which these populations are dependent.
3. Environmental measures shall be taken into consideration throughout the production and distribution chain ranging from the production of raw material to the consumer sale. Local, regional and global environmental aspects shall be considered. The local environment at the production site shall not be exploited or degraded by pollution.
4. National and international environmental legislation and regulations shall be respected.
5. All suppliers doing business with NIS should maintain high standards on ethical issues, respect and apply basic human and social rights, ensure non-exploitation of child labour, and give fair working conditions to their staff

We, the undersigned confirm the filled information is correct and we meet the ethical standards as listed above.

Name: _____

Position: _____

Signature: _____

Date: _____

Stamp: _____