



Transforming
Energy
Access



Call for Expression of Interest

Powering Opportunities Partnership (POP) Productive Energy Use (PEU) action and learning research projects in Sub-Saharan Africa

Clarification questions and responses

08 February 2019

Thank you for your interest in participating in this call for proposals.

We are unable to opine on the particulars of any proposal at this time. Proposal eligibility, evaluation and scoring will be as described in [The Expression of Interest \(Eoi\) document & Terms of Reference \(ToR\) document](#).

Responses to questions concerning process and documentation are included below.

No.	QUESTION	RESPONSE
1	Minimum requirements on applicants.	<p>All applicants must make themselves familiar with the Carbon Trust's Anti-Bribery Code of Conduct http://www.carbontrust.com/terms. See page 9 section 6.3.</p> <p>Applicants are required to declare in their Eoi submissions any conflict or potential conflict of interest and provide clear details of their plan for managing this. See page 9 section 6.4.</p> <p>Applications must fulfil the required structure of the Eoi submission; please refer to The Expression of Interest (Eoi) document & Terms of Reference (ToR) document page 7 section 5.3 and complete the Application template in full.</p> <p>The minimum co-funding requirements as set out in The Expression of Interest (Eoi) document & Terms of Reference (ToR) document page 5 section 2.3.</p> <p>We welcome all organisations to apply, especially those with a stake in developing rural economies.</p>
2	How many proposals can one	There is no limit to the number of proposals an organisation or group can submit, each proposal will be evaluated on its own merit.

	organisation or group submit?	<p>Proposals will be subject to evaluation, for more information please refer to The Expression of Interest (Eol) document & Terms of Reference (ToR) document page 7 section 5.4 and 5.5.</p> <p>The Carbon Trust is not bound in any way to accept the lowest or any application. Unless any Applicant makes a formal statement in its proposal to the contrary, the Carbon Trust reserves the right to accept a proposal either in whole or in part. The Carbon Trust reserves the right to accept more than one proposal.</p>
3	Can the same organisation be involved in several proposals with different partners?	<p>There is no limit to the number of proposals for which an organisation may be partner.</p> <p>See at least RESPONSE No. 2 for further guidance.</p> <p>Also consider RESPONSE No. 4 for further guidance.</p>
4	Is there limit to the number of partners per proposal?	<p>There is no limit to the number of partners per proposal.</p> <p>This Call for Expressions of Interest is intended for organisations (including innovative partnerships and joint ventures between organisations). For more information please refer at least to The Expression of Interest (Eol) document & Terms of Reference (ToR) document page 5 section 2.1 and pages 12 to 15.</p> <p>All proposals should clearly and in full identify the lead partner and all other partners in the Application template.</p> <p>The Application template requests an OVERVIEW OF IMPLEMENTING ORGANISATIONS, including a description of the capabilities and know-how each partner brings to the project that increases the likelihood of success.</p>
5	Is a partner needed? I.e. may a single organisation without further partners apply?	<p>We welcome all applications. Whilst formal partners are not required, we remind applicants of some of the programme objectives documented in The Expression of Interest (Eol) document & Terms of Reference (ToR) document, namely:</p> <ul style="list-style-type: none"> • Proposal should aim at employing a partnership model, bringing together different actors. (As described on page 14 section 10.2). • The program would like to support partnerships in this field. (As described on page 14 section 10.2). • Projects proposed should actively involve businesses for whom the availability of off-grid electricity is an enabler for the expansion of their activities. These businesses might be involved by being the lead for the project, being a project partner or being a direct beneficiary actively engaged by the project partners. (As described on page 5 section 2.1).
6	Is there an opportunity to be awarded more than one grant?	<p>Each application will be evaluated individually on its own merit.</p>

		<p>Proposals will be subject to evaluation, for more information please refer to The Expression of Interest (EoI) document & Terms of Reference (ToR) document page 7 section 5.4 and 5.5.</p> <p>There is no specific stipulation preventing an award or awards concerning projects that engage/involve the same partner or partners or other related parties.</p> <p>The Carbon Trust is not bound in any way to accept the lowest or any application. Unless any Applicant makes a formal statement in its proposal to the contrary, the Carbon Trust reserves the right to accept a proposal either in whole or in part. The Carbon Trust reserves the right to accept more than one proposal.</p>
7	<p>What type of organisation can apply?</p>	<p>There are no exclusions for type of organisation that can apply or may be a partner (either as lead partner or other partner). There is no minimum requirement on applicants regarding, for instance, years in operation, jurisdiction of company registration, for-profit or not-for-profit, start-up etc.</p> <p>We welcome all organisations to apply, especially those with a stake in developing rural economies. Applicants from outside the OGE sector, and novel partnerships (for example between the OGE sector and organisations outside of the OGE sector) are particularly encouraged. What is important is that the applicant demonstrates its ability to implement and lead the project, manage the partnerships and manage the grant.</p> <p>The Application template requests an OVERVIEW OF IMPLEMENTING ORGANISATIONS, including a description of the capabilities and know-how each partner brings to the project that increases the likelihood of success.</p> <p>Proposals will be subject to evaluation, for more information please refer to The Expression of Interest (EoI) document & Terms of Reference (ToR) document page 7 section 5.4 and 5.5. To note, the evaluation includes consideration of skill/experience and whether the response/answer/solution gives real confidence that the supplier will add real value.</p>
8	<p>Can the project have only a single or multiple productive use activities?</p> <p>Can applications test multiple interventions (be mixed applications)?</p>	<p>There is no limit on the number of productive use activities associated with the project. Also, mixed applications are welcome.</p> <p>This competition is looking to support well-defined action research and learning projects, which propose novel, viable, replicable and scalable productive use interventions to drive productive energy demand to increase local economic benefit.</p> <p>Projects proposed should actively involve businesses for whom the availability of off-grid electricity is an enabler for the expansion of their activities.</p>

		For further guidance and objectives, see at least The Expression of Interest (Eol) document & Terms of Reference (ToR) document page 5 section 2.1 and .pages 12 to 15.
9	<p>What is total project budget, matching grant budget and funding percentages that can be given?</p>	<p>There is no limit on the total project size/budget.</p> <p>There is no limit on the match grant or other co-funding size/budget.</p> <p>Regarding the limit on requested funding from POP-PEU, please refer to The Expression of Interest (Eol) document & Terms of Reference (ToR) document page 6 section 4.2. Funding to be requested from TEA-POP for each project should not exceed £300,000.</p> <p>Regarding the thresholds for percentage of funding requested from POP-PEU, please refer to The Expression of Interest (Eol) document & Terms of Reference (ToR) document page 5 section 2.3. Funding requested from POP-PEU for each project should be such that the request budget from TEA-POP is equal to or less than 50% of the total budget.</p> <p>As such, the entire budget of the proposed project ought to equal or exceed the requested POP-PEU funding, by a factor of 2.</p>
10	<p>Are there limitations for co-funding that would be considered eligible?</p> <p>Can co-funding come from a larger regional intervention?</p> <p>Must co-funding come from one or multiple partners?</p>	<p>POP-PEU seeks to support novel, viable, replicable and scalable productive use interventions to drive productive energy demand. The problem statement at The Expression of Interest (Eol) document & Terms of Reference (ToR) document page 12 section 8 details the ambition to balance the common situation of productive use initiatives often being “supply-push” rather than “demand-pull”. Simultaneously, POP aims to yield examples of sustainable local development, value/incomes and job creation, resulting from the collaboration between actors, whether these be traditional OGE or non-traditional actors.</p> <p>Matching funds can be proposed from a variety of sources, including cash and equity, in-kind contributions, other grants, commercial sources such as venture capital, impact loans and debt.</p> <p>There is some flexibility in what will be considered for matching funds. In principle, evaluation considerations will include:</p> <ul style="list-style-type: none"> (i) to what extent the applicant is sharing the project costs and risks (ii) are the proposed matching funds directly relatable to the project being proposed and contributing to its realisation? (iii) are the proposed matching funds additional? <p>All matched funding must be clearly linked to the action research project proposed.</p> <p>There is no requirement concerning the co-funding contribution, as to whether from a single partner or multiple partners.</p>

		<p>Financial co-funding should be evidenced (e.g. a statement from the cofounder guaranteeing the fund). Please consider RESPONSE 13.</p> <p>In kind co-funding should be clearly described in the application. Please consider RESPONSE 11.</p> <p>Please also consider RESPONSE 12.</p>
11	<p>Are there any limitations for in-kind contributions that would be considered as co-funding?</p> <p>Can ongoing projects that the TEA POP PEU call builds on be considered as co-funding</p>	<p>For in-kind contributions, applicants are requested to clearly describe the nature and details of such co-funding, and be prepared to demonstrate the basis for quantification. In-kind matching funds will be evaluated on the basis of the project context and how they are additional to the project / leverage upon the grant funds. Taxes, importation costs, logistics costs and cost of land (amongst others) for elements to be deployed for the project, will not be considered as in-kind co-funding.</p> <p>Applications that include at least some financial co-funding will be favourably viewed.</p>
12	<p>Are there limitations on what the funds can be applied to?</p> <p>E.g. can the funds be used to purchase equipment or increase capacity?</p> <p>E.g. staff? travel? equipment? training materials? subcontracting?</p>	<p>There are no limitations on what the funds may be applied to</p> <p>In the Application template. PROJECT FINANCE section, applicants are requested to provide detail on the intended utilisation/deployment of funds; both the requested POP-PEU budget and co-funding/match funding.</p> <p>Please also consider RESPONSE No. 10.</p> <p>Please also consider RESPONSE No. 15.</p>
13	<p>Can projects that have not yet secured funding be considered?</p>	<p>A minimum of 50% co-funding must have been secured by project commencement (either financial or in-kind). This is a prerequisite for project funding.</p> <p>Should an applicant consider co-funding as likely but not yet secured at date of EoI application, representation concerning progress securing such co-funding will be required and may be evaluated on its own merit.</p> <p>Should co-funding be contingent, representation concerning such contingencies and arrangements will be required and may be evaluated on its own merit.</p>

		<p>Such applications may however be rejected during evaluation at the discretion of the evaluators.</p> <p>The Carbon Trust is not bound in any way to accept the lowest or any application. Unless any Applicant makes a formal statement in its proposal to the contrary, the Carbon Trust reserves the right to accept a proposal either in whole or in part. The Carbon Trust reserves the right to accept more than one proposal.</p>
14	<p>The timeframes of the proposed project do not align with or may fall outside the dates designated for POP-PEU.</p>	<p>Please refer to The Expression of Interest (Eoi) document & Terms of Reference (ToR) document page 5 section 2.2.</p> <p>Applications are welcome, even if they do not entirely overlap with or are contained within the indicative timeframes of active support: 18 – 24 months from commencement. This also applies for projects which could be implemented in less time.</p> <p>Proposals will be subject to evaluation, for more information please refer to The Expression of Interest (Eoi) document & Terms of Reference (ToR) document page 7 section 5.4 and 5.5.</p> <p>Applicants should consider POP-PEU’s four structural objectives (refer page 13) and Learning & Dissemination requirements (refer page 8 section 6.1), which might only be fulfilled by the programme during the anticipated actively-supported period.</p>
15	<p>What portion of the budget should go to the intervention on the ground, and what portion should be reserved for research/evidence-collection?</p>	<p>The budget deployment is to be proposed by applicants</p> <p>Project design and budgets should guarantee the existence of credible mechanisms to ensure that data and learnings from the action research are gathered in a manner which offers good value for money, whilst prioritising the realisation of the programme objectives.</p> <p>Please also see RESPONSE 12.</p> <p>Please also see RESPONSE 16.</p>
16	<p>Is it expected that the impact assessment and economic analysis is completed within the 18-month time frame?</p>	<p>The indicative timeframes of active support for the project are: 18 – 24 months from commencement.</p> <p>At commencement of the project(s) that are awarded under this Competition, it is expected that grantee(s) will work with Energy4Impact and Carbon Trust to refine and agree a monitoring and evaluation (M&E) plan and a logframe.</p> <p>In execution and for the duration of the project(s) that are awarded under this Competition, it is expected that</p> <ul style="list-style-type: none"> on-going / regular quantitative technical (specifically unit economics amongst others) and socio-economic data is to be collected by the grantee;

		<ul style="list-style-type: none"> regular reporting is conducted by the grantee, including of technical and socio-economic interim results and other insights and according to the M&E plan; the grantee is to support the development of case studies and other intermediate research/learning/insight products. <p>Toward and by project close, applicants should afford resources for final impact assessment and economic analysis. Carbon Trust and Energy4Impact anticipate also utilising this information in a subsequent period for uptake and dissemination of the learnings and insights.</p> <p>Please see at least The Expression of Interest (Eoi) document & Terms of Reference (ToR) document page 8 section 6.1.</p>
17	<p>Can a company apply for the two stages indicated in the POP document?</p> <p>How many rounds will there be?</p>	<p>POP-PEU is a two-stage competition, consisting of an Expression of Interest stage, followed by Full Proposal stage.</p> <p>Only shortlisted applicants after the Expression of Interest phase will be invited to submit a Full Proposal.</p> <p>Applicants are recommended to apply for this round as the nature and timing of future rounds is not fixed.</p>
18	<p>What is the area of operation this Competition is concerned with?</p>	<p>The call is sector agnostic, but examples of possible projects include (not limited to):</p> <ul style="list-style-type: none"> An agribusiness with rural supply chains that could benefit from electricity to increase productivity; Health clinics that are seeking better ways to store medications, vaccines and blood; E-mobility solutions that are trying to replace petrol and diesel with electric driven transport; Affordable internet access and low-cost computers that can deliver on and off-line educational content for off-grid schools and training institutes Solar mini-grid companies trying to look for productive ways to utilise power generated and to increase economic viability; Or any other innovative productive energy solutions suitable for sub-Saharan Africa. <p>For further guidance please see at least The Expression of Interest (Eoi) document & Terms of Reference (ToR) document page 14 section 10.2.</p>
19	<p>What country scope is relevant?</p>	<p>Please see The Expression of Interest (Eoi) document & Terms of Reference (ToR) document page 6 section 3.</p>
20	<p>Would projects in ideation stage qualify to apply for this funding?</p>	<p>POP-PEU is aimed at providing support to research and learning projects and partnerships that can create and drive productive electricity demand in off-grid and rural areas. Due to the action research and learning objectives, the proposed project should manifest as physical activity on-the-ground, therefore projects at ideation stage without concrete plans to</p>

		manifest as physical projects for this Competition won't qualify for this funding.
21	Is scale up in production, R&D and potentially geographic expansion relevant?	<p>POP-PEU is intended for organisations (including innovative partnerships and joint ventures between organisations) that propose opportunities with high potential for future replicability and / or scalability which use clean off-grid energy to stimulate rural economic development and support sustainable returns for off-grid energy installations.</p> <p>Please see at least The Expression of Interest (Eoi) document & Terms of Reference (ToR) document page 14 section 10.2.</p>
22	<p>Is it required that productive use ensues from electricity or may it be from other energy sources?</p> <p>Are you also open to other off-grid solutions? (e.g. solar water pumps, biogas projects, business in a box solutions, etc)</p>	<p>The productive use must ensue from electricity. The source of the electricity generated must be renewable (eg solar, hydro, biogas etc) and seek to displace fossil fuels. Stand-alone solutions are eligible.</p>
23	Can we have a call to discuss this Competition?	<p>Organisations may request a call (phone/skype) to discuss the competition.</p> <p>Women managed organisations / women owned businesses and models including women in their supply and distribution chains are particularly encouraged.</p> <p>We will be in a position only to respond on queries regarding process or documentation, we cannot comment on the specifics of any proposal.</p> <p>Please also take note of the webinars scheduled for 1st February, 12th February and 21st February, at which the application process will be explained and there will be the opportunity to ask questions.</p>
24	Is some of the demand required to come from local/native businesses, or can applicants create demand that serves the local population, but not have businesses owned	<p>The POP PEU competition is looking to support well-defined action research and learning projects, which propose novel, viable, replicable and scalable productive use interventions to drive productive energy demand to increase local economic benefit through increased local value addition, incomes and jobs.</p> <p>Provided the project meets the overall objectives of the call, it is up to applicants to propose how they will deliver, regardless of business-ownership.</p>

	<p>by local people? (i.e. providing a cold chain box powered by solar PV)</p> <p>Is there a benefit to looking to reaching the poorest and most rural and Poorest of the poor. Or is that not taken into account?</p> <p>Is reach (i.e. number of beneficiaries) an important criteria?</p>	<p>For further guidance on the types of projects, see at least The Expression of Interest (Eoi) document & Terms of Reference (ToR) document page 5 (Section 2) and pages 12 to 15 (Sections 9 and 10)</p> <p>Evaluation criteria are as described in the The Expression of Interest (Eoi) document & Terms of Reference (ToR) document (page 7, Sections 5.4 and 5.5), which includes <i>Responsiveness to problem statement</i> as one of five evaluation factors. The problem statement posits a number of issues not least of which is to provide a strong contribution to increased quality energy access and poverty alleviation, especially in rural communities. The potential scalability / replicability of the project is an evaluation consideration.</p>
25	<p>Can you please define the term “action research projects”?</p>	<p>Action research project is defined in the ToR as “physical activity on-the-ground” that have attributes required of the POP structural objectives defined in the ToR section 9.</p>
26	<p>Are the project managers of the POP-PEU competition going to organise networking forums for interested applicants to partner? Will you share the list of attendees from today's webinar?</p>	<p>No, this is not part of the POP-PEU competition application process.</p> <p>The attendees list will not be shared to maintain the confidentiality of the prospective applicants.</p>
27	<p>Can you explain the details of the mechanism for disbursement of funds from the grant to the grantee and the timing from submission of</p>	<p>Milestones for disbursements will be project context dependent and negotiated with each project on an individual basis.</p> <p>We expect most disbursements to be made in arrears on a quarterly or semi-annual basis, depending upon the needs of the project and the project-specific negotiated disbursement schedule. A narrative progress report and a financial report will need to be submitted together with the disbursement request. Timings of disbursements from submission of</p>

	<p>documents requesting the release of funds and when funds are received?</p> <p>What happens if one of the two organisations fails, or wants to leave the partnership?</p>	<p>documents to release of funds will be dependent upon satisfactory reporting and meeting of negotiated project milestones and deliverables.</p> <p>The funding agreement will be between the lead organisation and the Carbon Trust. The lead organisation has a contractual responsibility for implementation of the project. If their partner fails, the lead organisation has the responsibility to ensure project targets are completed. In the Application template, (Page 1, under 'Key capabilities'), project applicants are encouraged to describe the nature of the partnership between organisations and provide evidence of potential for successful collaboration. The risk management section of the application may also be relevant.</p>
28	<p>Do you specifically accept only CVs or would a team overview of a larger team be acceptable?</p>	<p>Both are requested. The Application template requests and overview of the organisations (page 1, under 'Lead organisation' and 'Partner organisation'. A document including brief CVs of key staff involved should also be attached (maximum 5 pages)</p>
29	<p>In the Theory of Change document, it seems like more towards enterprises/ creating clean energy businesses that facilitate sustainable energy access, whereas here and information in other places, the stress is on the productive energy use innovation/ development of the product itself. Could you clarify on that?</p> <p>More Broadly the scope of actions should be determined by some if not all of</p>	<p>The POP-PEU competition materials defined in the ToR define the objectives of the Competition. Please refer to the The Expression of Interest (Eoi) document & Terms of Reference (ToR) document section 8 and section 9 elaborating the objectives of the POP-PEU Competition.</p>

	<p>the TEA Theory of Change, correct? Are we, therefore, trying to find innovative opportunities that fits within the contents of and outputs in your Theory of Change?</p>	
30	<p>Do projects need to be off-grid or Can they be in underserved grid-connected areas?</p>	<p>This round of the POP-PEU competition is looking to fund off-grid projects. This may include projects where off-grid and weak grid contexts face the same / similar challenges and the solutions may be applicable in both contexts, but the project itself must be implemented off-grid.</p>
31	<p>Are you paying particular attention to gender sensitive approaches?</p>	<p>The TEA Programme Gender Vision and Principles, which is part of the set of background information provided for this call, will apply to all projects. The Application template requests description of beneficiaries (page 3), including the gender sensitive approaches.</p>