



भारतीय लघु उद्योग विकास बैंक  
Small Industries Development Bank of India

**REQUEST FOR EXPRESSIONS OF INTEREST  
(CONSULTING SERVICES – FIRMS SELECTION)**

Country: India

Name of Project: Financing Energy Efficiency at MSMEs

Project ID: P100530

Grant No.: TF 010422

Assignment Title: Agency for Attracting Vendors of Energy Efficiency Equipment to Participate in Capacity Building of MSMEs

Reference No. CS-13

The MSME EE Project is part of the GEF Programmatic Framework project for Energy Efficiency in India. The Small Industries Development Bank of India (SIDBI) has received financing from the Global Environment Facility (GEF) towards the cost of increasing the demand for energy efficiency investments in five micro, small and medium enterprise clusters, and to build their capacity to access commercial finance. One of the objectives of the project is to identify vendors whose products meet the current technology requirements of the MSMEs in five target clusters associated with the forging, foundry, limekilns, chemical, and mixed industry sectors centred around the Indian cities of Pune, Kolhapur, Tirunelveli, Ankleshwar, and Faridabad respectively. The primary goal would be to develop an outreach mechanism for these vendors in order to facilitate the early induction of appropriate technologies in the MSMEs of these identified clusters.

The project is being co-implemented by SIDBI and the Bureau of Energy Efficiency, Govt. of India, Ministry of Power. SIDBI intends to apply a part of the proceeds for consulting services as outlined below.

This Request for Expressions of Interest (REOI) is to short list Consulting Firms for : (i) identification of the cutting edge Technologies/EE-Equipments/Energy Savings Equipments implemented in similar units/clusters within India (ii) identification and listing out the major manufacturers / vendors (local, national and international) manufacturing / supplying EE related equipments / technologies as may be required by the MSMEs in the five targeted clusters; (iii) identification of the gaps & barriers, if any (actual or perceived), in the marketing / sale of EE equipments / technologies by such manufacturers / vendors to the MSME units; (iv) devising and implementing appropriate outreach mechanisms (which could include conducting surveys, organizing workshops / focused group meetings / exposure visits, highlighting energy saving potential in the technical brochures of equipment, etc.) for attracting these manufacturers / vendors for manufacturing and supplying the required EE equipments / technologies to the MSME units in the five targeted clusters; etc. The desired outcome of the proposed assignment would be a wider range of product availability and

support for the MSMEs, more competitive pricing of such products, etc. as compared to the current scenario.

The above activities would be implemented in a phased manner between September 2012 and November 2014

The Small Industries Development Bank of India now invites eligible Consulting Firms (“Consultants”) to indicate their interest in providing the Services. Interested Consultants should provide information demonstrating that they have the required qualifications and relevant experience to perform the Services. The EOIs should be duly supported by **(a)** submission of brochures **(b)** experience in (i) working in similar assignments undertaken in the last five years including (ii) marketing of technical products & solutions (related to energy efficiency) (iii) marketing of technical products & solutions (MSMEs) **(c)** Experience in the Energy / Environment sectors across (i) various industry segments in India (ii) MSME segment in India **(d)** Experience of working with international/multi-lateral agencies **(e)** core business of the firm including the business model (Commercial, Not-For-Profit, NGO, etc.) **(f)** educational qualifications and experience of key personnel in (i) Energy / Environment sectors across various industry segments in India (ii) Energy / Environment sectors in the SME / MSME segment in India **(g)** technical and managerial organization of the firm (including the locations and size of establishments in India) **(h)** turnover of the firm for the last 3 years (or of each of the Joint Venture partners, if the EOI is submitted as a Joint Venture), etc.

The shortlisting criteria are indicated in the attached file.

The attention of interested Consultants is drawn to paragraph 1.9 of the World Bank’s Guidelines: Selection and Employment of Consultants by World Bank Borrowers (Edition of May 2004, Revised October 1, 2006) – (“Consultant Guidelines”), setting forth the World Bank’s policy on conflict of interest. In particular it is to be noted that Consulting Firms in which SIDBI or any of its subsidiaries holds stakes would not be eligible to submit EOIs in response to this Request for Expressions of Interest.

Consultants may associate with other firms in the form of a joint venture or a sub-consultancy to enhance their qualifications. The Consulting Firm should indicate whether the EOI is being submitted as a Joint Venture or otherwise. In the case of Joint Venture a copy of the MOU for the partnership arrangements, as well as information as at (a) to (h) above may be given separately in respect of each partner in the J.V.

A consultant will be selected in accordance with the QCBS method set out in the World Bank’s Guidelines: Selection and Employment of Consultants by World Bank Borrowers (Edition of May 2004, revised in October 2006). The method of selection would, however, be subject to the provisions under Paragraph 2.8 of the Consultant Guidelines.

Interested consultants may obtain further information at the address below during office hours (10.00 AM to 5 PM, Monday to Friday, excluding public holidays).

The response to this REOI is to be submitted in **Original + Four copies**. Expressions of Interest must be delivered in a written form to the address below {in sealed covers superscribed with "Expression of Interest for Financing Energy Efficiency at MSMEs (CS-13) - due by July 20, 2012 (1700 hrs)", or by fax, or by email} by **July 20, 2012 (1700 hours)**.

**The Deputy General Manager**

**ENERGY EFFICIENCY CENTRE**

**Small Industries Development Bank of India (SIDBI)**

Ground Floor, Block-"E", NSIC Admin. Building,  
Gate No.-3, NSIC Complex, Okhla Industrial Area Phase-III,  
New Delhi-110020

Phone No: 011-26382034, Fax: 011-26382062/011-26382298

Email ID: [eec\\_credit@sidbi.in](mailto:eec_credit@sidbi.in)