



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

Country	: India
Name of Project	: World Bank - Partial Risk Sharing Facility for Energy Efficiency (PRSF) Project
Project ID	: P128921 / P132620
Assignment Title	: Agency for carrying out Market Awareness & Business Development Activities, Development of EE project appraisal framework for due diligence/appraisal tools & technology evaluation templates / checklists, and conducting training programs for Participating Financial Institutions (PFIs)
Reference No	: PRSF-1

The World Bank initiated a project titled “Partial Risk Sharing Facility for Energy Efficiency (PRSF)” with the support of Global Environment Facility (GEF) and Clean Technology Fund (CTF). The objective of the PRSF is to support the GoI’s efforts to transform the energy efficiency (EE) market in India by promoting increased level of EE investments, particularly through energy service performance contracting (ESPC) delivered through Energy Service Companies (ESCOs). The successful demonstration of ESCO-managed EE subprojects, through PRSF support, is expected to reduce the risk commercial banks perceive in providing credit to EE projects and to ESCOs. The PRSF project is aimed demonstrating the viability of ESPC market for scaling up implementation of energy efficiency projects in Micro, Small and Medium Enterprises (MSMEs), large industries, municipalities, and buildings sector in India.

The PRSF’s Project Development Objective (PDO) is to assist India in achieving energy savings with mobilization of commercial finance and participation of ESCOs.

Small Industries Development Bank of India (SIDBI) is the “Project Executing Agency (PEA)” for the PRSF Risk Sharing Facility along-with part of the Technical Assistance Component for promoting increased level of EE investments, particularly through energy service performance contracting (ESPC) delivered through Energy Service Companies (ESCOs).

The PRSF project will comprise of the following:

- A guarantee fund (risk sharing facility) corpus of USD 37 million managed by SIDBI (PEA), and
- Technical Assistance of a Total USD 6 million (USD 4 million to be implemented by SIDBI and USD 2 million to be implemented by Energy Efficiency Services Limited).

The PRSF project will be operational for a period of 15 years (consisting of initial period of 10 years and a follow-on period of 5 years). Each energy saving loans given by Participating Financial Institutions (PFIs), that is, Scheduled Commercial Banks or Non-Banking Financial Companies (NBFCs), empanelled under PRSF, will be partially guaranteed for a maximum tenor of 5 years.

This Request for Expressions of Interest (REOI) is to short list Consulting Firms for carrying out (i) Awareness and business development activities including Marketing of PRSF product / scheme among Banks/FIs/NBFCs/ESCOs/Financial Consultants, etc. through conducting awareness workshops / seminars, etc.; (ii) Development of EE project appraisal framework for due diligence/appraisal tools that PFIs' loan officers could use to evaluate ESCO based EE loan applications; (iii) developing technology evaluation templates / checklists for PFIs and PEA; (iv) conducting training for PFIs on ESCO based EE project appraisal and PRSF scheme; etc.

Small Industries Development Bank of India (SIDBI) 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) Energy & Environment sectors, in preparation of DPRs, & in facilitation of loans for various industries (particularly for SMEs / MSMEs) (ii) conducting activities for Banks / FIs for research/policy advocacy/development/promotion of financial schemes for various industries (particularly for EE for MSMEs) (iii) Development of EE project appraisal framework for due diligence / appraisal tool for the loan officers to evaluate the EE project loan applications, (iv) conducting training/capacity building programs for officers of Banks/FIs on appraisal of projects (particularly EE projects for SMEs/MSMEs **(c)** core business of the firm specifically indicating the business model (Commercial, Not-For-Profit, NGO, etc.) **(d)** educational and professional qualifications of key personnel **(e)** experience of key personnel in (i) appraisal of EE projects for various industries (particularly for MSMEs), (ii) marketing awareness and business development activities including marketing of various schemes of the banks, and (iii) as Expert Faculty/Resource in conducting awareness programs (training, workshops, campaigns, etc.) on appraisal of EE projects for bankers **(f)** technical and managerial organization of the firm (including the number, location, and size of establishments in India) **(g)** turnover for the last 3 years of the firm submitting the EOI (or of each of the Joint Venture partners, if the EOI is submitted as a Joint Venture), etc. The short-listing 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 under IBRD loans and IDA credits & grants by World Bank Borrowers (Edition of January 2011, Revised July 2014) – ("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 (JV) or a Sub-Consultancy to enhance their qualifications. The Consulting Firm should indicate whether the EOI is being submitted as a Joint Venture (JV) 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 JV.

A consultant will be selected in accordance with the Quality and Cost Based Selection (QCBS) / Quality Based Selection (QBS) method set out in the World Bank's Guidelines: Selection and Employment of Consultants under IBRD loans and IDA credits & grants by World Bank Borrowers (Edition of January 2011, Revised July 2014). The method of selection would, however, be subject to the provisions under Paragraph 2.8 of the Consultant Guideline.

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) or by writing email to Email ID given in the address below.

The response to this EOI is to be submitted in both Soft (by way of a CD) & Hard (**Original + Four copies**). Expressions of Interest (Eoi) must be delivered in a sealed covers superscribed with "**Expression of Interest (Eoi) for World Bank-Partial Risk Sharing Facility for Energy Efficiency (PRSF) Project – [PRSF - 1] due by December 31, 2014 (1700 hrs)**" to the address given below.

**The deadline for submission of the Eoi is December 31, 2014 (1700 hrs). Eois received after the deadline shall not be considered for the evaluation purpose.**

**ADDRESS FOR SUBMISSION OF EOI:**

The Deputy General Manager  
ENERGY EFFICIENCY CENTRE  
Small Industries Development Bank of India (SIDBI)  
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