

2020 Call for Proposals – Concept Note Questions

This document is designed to assist applicants in collecting the information needed for their submission to EEP Africa. There are additional questions in the online application form depending on the business model and technology being proposed.

Please note that Concept Notes sent as documents will NOT be considered for financing. All applications for funding must be submitted through the EEP Portal.

A) General

How did you hear about the EEP Africa Call for Proposals?

**The privacy statement on this page of the form must be accepted in order to advance.*

B) Project Key Data

Full project title

Brief project description

Project type

Country / countries of implementation

Project sector

Project category

Expected starting date of the project

Project duration (months)

Project implementation location (physical address)

Total project cost (EUR)

Funding requested from EEP (EUR)

Amount of co-financing (EUR)

Non-EEP co-financing share of total project cost (%)

Have you received prior funding from EEP? / Previous EEP project code(s)

Name of organisation

Type of organisation

Brief description of organisation

Lead applicant's country of origin

Registration number of the organisation / Month and year of registration

Years in operation for the organisation

Name of mandated signatory contact person in the organisation

Position of authorised signatory contact person in the organisation

Name of the primary contact person of the organisation

Position of the primary contact person in the organisation

Email / Telephone / Mobile phone

Address of the organisation (Full Address)

Website

Name(s) of the Project partner(s)

Partners' country of origin

C) Technical Proposal

C.1) Project Summary

Please briefly describe the key components of the project and how they would support the objectives of EEP.

C.2) Project Scope and Innovation

C.2.1) Project Objectives and Additionality of EEP Africa Funding

Please provide a brief description of the current status of the project.

What is the additionality of the EEP funding?

Please describe the additionality of the EEP funding. Why is EEP funding needed?

C.2.2) Innovation

Please explain the innovation of this project. How has the innovation been adapted to local markets?

The degree of innovation in the proposed project is (multiselect)

The main innovation of the project is related to: *Technology, Business model, Financing model, Distribution model, Other innovation*

C.2.3) Technical viability

Provide information on how the project is technically viable and how it may contribute to technical scale-up.

Technology risk (multiselect)

Energy efficiency (multiselect)

C.2.4) Theme of the Call

Please describe how the project contributes to productive use of clean energy?

Please describe how the project promotes the principles of circular economy? How do the activities link to renewable energy and energy efficiency?

C.3) Development impact

C.3.1) Clear development rationale

Please describe the planned development impacts of the project. How will the project contribute towards the objective of EEP and the Sustainable Development Goals? How will the project incorporate the cross-cutting objectives of climate change, poverty reduction, development effectiveness, inclusive development, gender equality and human rights?

The project contributes to the following Sustainable Development Goals (multiselect SDGs 1-17)

Who are the end beneficiaries of the project? What is the target customer segment?

What kind of local engagement does the project entail?

The development impact achieved through the project implementation is expected to be (multiselect)

Monitoring of the development impact (multiselect)

C.3.2) Gender inclusion

Main approach to gender inclusion (multiselect)

The applying organisation is women led (multiselect)

Describe how your project contributes to gender inclusion and women's empowerment.

Describe how your project creates opportunities for women in the renewable energy and energy efficiency sector, including creating new jobs and supporting women in leadership positions.

C.3.3 Expected outputs

NOTE: Each section of outputs below is followed by - *Please briefly describe the expected date of achievement, assumptions for achieving the targets and methods used in calculating the targets.*

Proportion of leadership positions held by women in the lead applicant organisation.

Proportion of leadership positions held by women in the lead applicant organization after 5 years.

Proportion of female employees (salaried staff) in the lead applicant organisation.

Key target groups for enhanced energy access (multiselect)

rural/urban households, commercial enterprises, public/social institutions

Please choose the nature of the services/ products being offered (multiselect)

Domestic energy use: *cookstoves, lighting, phone charging, radio, TV, fan, fridge, energy efficiency retrofits*

Primary industries: *egg incubator, cold storage of food produce, milling (de-husking, grinding, milling, threshing), grinder for pulses and beans, water irrigation pump, sterilizer (for dairy processing), packager*

Light manufacturing: *welding and metal work machinery, carpentry machinery (jigsaw, round saw, planer), electric drilling machine, popcorn maker*

Commercial and retail activities: *computer, food preparation (restaurants or food stalls), refrigeration, lighting for retail outlets, printer/scanner, sewing machine, TV/decoder for local cinemas and bars*

Other (please specify)

Projected number of products sold in the next two years (for each power capacity rating of product provided)

Projected number of products sold in the next five years (for each power capacity rating of product provided)

Number of direct jobs that the project will create: Total temporary jobs, Total permanent jobs

Number of direct jobs the project will create (by age and gender)

Number of direct jobs the project will create in the next 5 years

Number of direct jobs the project will create (by age and gender) in the next 5 years

Total private project co-financing (EUR)

Total public project co-financing (EUR)

Total private investment secured within 5 years of project start (EUR)

Total public investment secured within 5 years of project start (EUR)

Estimated emission reductions (tCO₂eq) achieved through the project

Long-term estimate: Estimated emission reductions (tCO₂eq) achieved within 5 years of project start

Capacity (MW) created by the project e.g. from renewable energy system(s) installed and/or products sold

Long-term estimate: Capacity (MW) created within 5 years of the start of the project

Energy saved (MWh/year) through installation of energy efficient technologies

Long-term estimate: Energy saved (MWh/year) within 5 years of the start of the project

C.4) Business and Financial Sustainability

C.4.1) Business Plan and Sustainability

Please explain the key elements of the business model in respect of the commercial rationale, long term bankability and competitive business growth. Describe the path to long-term financial viability of the business model.

What are the expected cash flows during and after the project? What risks are related to the expected cash flows? Please detail the expected sales volumes, expected costs and how these will develop within the project period and within the next 5 years.

In how many years are the operations of the organisation expected to be financially sustainable?

In how many years is the project expected to reach a financial close?

How will the business model impact the targeted markets and their development as a whole? How does the project avoid or counteract market distortion?

[Additional questions based on the selected Business Model.]

C.4.2) Governance and Financial Sustainability

Brief description of the governance structure of the organization.

Names of Board members, Executive management team and other individuals with significant influence.

Structure of the organisation is best described as follows (multiselect)

The current funding base for the organisation is best described as follows (multiselect)

Management structure of the organization (multiselect)

Number of permanent staff

Figures for previous 3 financial years (Turnover / total income, Operating results, Total assets)

Main source of income of the organization is (multiselect)

Secondary source of income of the organization is (multiselect)

Control environment in the organization is best described as (multiselect)

Financial administration in the organization is best described as (multiselect)

C.4.3) Co-financing of the project

Please describe the sources of co-financing of the project and level of commitment (confirmed, subject to due diligence procedures, negotiations ongoing etc.) for each source of co-financing. Please note that higher level of co-financing, commercial financing and confirmed co-financing is preferred.

Co-financing element - Amount

The status and commitment of the co-financing is best described as (multiselect)

What share of the total co-financing is public funding? (%)

What share of the total co-financing is private funding? (%)

C.4.5) Scalability and replication

Do you plan to replicate/scale-up the project?

If YES, please describe the plan and scale for replication and/or scale-up

The expected replication/scale-up will be achieved within (multiselect)

C.4.6) Capacity and expertise

Summarise the experience / expertise of the key project staff of relevance to the project and the role of the lead partner and other project partners

The capacity and expertise of the organisation is best described as (multiselect)

The role of the lead partner in the project is best described as (multiselect)

The role of other project partners in implementation of project activities is (multiselect)

C.4.7) Risk analysis and mitigation

Please describe the identified key implementation risks in the project and the planned mitigation measures

The overall operational risk of the project is (as estimated by the management) (multiselect)

The main risks with the project relate to (multiselect)

Risk mitigation measures to address the risks of the project (multiselect)

The overall environmental and social risk of the project is (as estimated by the management) (multiselect)

Please describe all necessary, required and relevant permits, licences, registrations and approvals etc. required for the implementation of the project and their status

Please describe all relevant legal and contractual arrangements necessary for the implementation of the project, e.g. supply contracts, sub-contracts between project partners and their status

D.) Financial Proposal

D.1) Project costs and financing

Project Budget – Costs (and % of total costs for each budget line)

A: Personnel costs

B: Acquisition of Fixed Assets

C: Acquisition of Goods

D: External Services

E: Transportation and Logistics

F: Travel

G: Office Costs

H: Other Costs

TOTAL PROJECT COSTS

Project Budget – Financing (amount and % of total financing for each budget line)

A: EEP Contribution

B: Co-financing

B.1. Lead Applicant Contribution

B.2. Contribution by partners

B.3. Contribution by other sources

TOTAL FINANCING