

## Section II: Schedule of Requirements

### **REQUEST FOR PROPOSAL FOR CONSULTANCY SERVICES TO DEVELOP STANDARDIZED IMPACT METHODOLOGIES FOR THE SUSTAINABLE ENERGY SECTOR**

UNOPS eSourcing Reference: **RFP/2025/56434**

#### **SEFORALL BACKGROUND**

Sustainable Energy for All (SEforALL) is an UNOPS hosted programme working with leaders in government, the private sector and civil society to drive further, faster action toward achievement of Sustainable Development Goal 7 (SDG7), which calls for universal access to sustainable energy by 2030, and the Paris Agreement, which calls for reducing greenhouse gas emissions to limit climate warming to below 2° Celsius. Achieving these goals will require a radical rethink of the way we produce, distribute, and consume energy. SEforALL is at the heart of this foundational shift to ensure no one is left behind. Drawing on data and evidence, we identify a critical path to success in achieving SDG7.

Former UN Secretary-General Ban Ki-moon launched the Sustainable Energy for All initiative in 2011. Now an independent organization, we maintain close links with the UN, including through a relationship agreement, partnerships with UN agencies and with SEforALL's CEO acting as the UN Secretary-General's Special Representative for Sustainable Energy for All and Co-Chair of UN-Energy. These roles include advising the UN Secretary General and his staff on issues relating to sustainable energy and the implementation of SDG7 and supporting the coordination of sustainable energy issues in the United Nations system.

The ambitions of SDG7 are extraordinary. Aiming to achieve them in the context of the Paris Agreement on climate change involves transformation at a scale never undertaken before. Swift action must be taken by Leaders in governments, private sector companies, institutions, financiers, development banks, unions, communities, entrepreneurs, and civil society. As we enter the final decade to achieve SDG7, SEforALL has strategically chosen to strengthen global agenda-setting while expanding its activities to an engagement model that prioritizes data-driven decision-making, partnerships with high-impact countries and implementation on the ground. The new SEforALL three-year business plan outlines “results offers” that scope out our planned interventions and demonstrate to our funding partners the impact of their support. <http://www.seforall.org>.

#### **CONTEXT**

**Mission 300** - At the 2024 World Bank/IMF Spring Meetings, the World Bank Group (WBG) and the African Development Bank Group (AfDB) made a historic commitment to deliver electricity access to 300 million people across sub-Saharan Africa by 2030 through grid- and off-grid solutions. To achieve this transformative goal, the WBG, AfDB, the Rockefeller Foundation, Global Energy Alliance for People and Planet (GEAPP), and Sustainable Energy for All (SEforALL) have

established a JWG (JWG) to mobilize public, philanthropic, and private capital, ensuring comprehensive support across the entire energy sector value chain.

As one of the key energy access initiatives aimed at achieving SDG7, SEforALL is committed to providing implementation support to the WBG and AfDB to deliver Mission 300 (M300), as well as enabling M300 through ongoing energy access programmes in Africa. SEforALL is leveraging its extensive technical expertise in energy access, global advocacy and partnership with countries to support the M300's operational framework and overall objective, including in our capacity as Co-Chair of the Joint Working Group (JWG). We are specifically focused on ensuring accountability and providing tailored support to governments in M300 countries to help them engage with M300 and leverage the initiative to raise ambition on national energy access goals.

**Nigerian Distributed Access through Renewable Energy Scale Up Project (DARES)** - The World Bank has approved the Nigeria Distributed Access through Renewable Energy Scale-up (DARES) project, which sits as a pioneer programme under M300. DARES is financed by an International Development Association\* (IDA) credit of \$750 million and will leverage over \$1 billion of private capital and significant parallel financing from development partners, including \$100 million from the Global Energy Alliance for People and Planet and \$200 million from Japan International Cooperation Agency. Other development partners collaborating on the programme include the German Development Agency (GIZ), SEforALL, and the African Development Bank (AfDB). The DARES project aims to provide over 17.5 million Nigerians with new or improved access to electricity through distributed renewable energy solutions. The DARES project will use innovative financing solutions to scale up private sector led clean electricity provision in Nigeria.

Nigeria has the world's largest absolute electricity access deficit, with 45 per cent of the population (90 million) lacking access to the electricity grid as of 2024, businesses and households with access to the national grid have faced unreliable and insufficient supply, a gap often filled with power from petrol and diesel-run generator sets that are costly and highly polluting to people and the environment. To further address the access gap, DARES will build on the achievements of the World Bank-financed Nigeria Electrification Project (NEP), which has supported the establishment of 125 mini grids and the sale of over a million Solar Home Systems, through which more than 5.5 million Nigerians have gained access to electricity. NEP has also resulted in the creation of over 5,000 private-sector local green jobs in Nigeria.

The DARES programme will enable the Federal Government of Nigeria to coordinate and finance all off-grid electrification efforts and will help states access technical assistance to develop institutional capacity and policy frameworks for rooftop solar. The program will prioritize gender and inclusion by building on the NEP's gender-related actions to facilitate access to electricity for disadvantaged female-headed households and women-led MSMEs, as well as actions to increase the employment of women in the energy sector.

**How all of this ties together:** SEforALL is supporting M300 and DARES in implementation support. As part of this, the development of the DARES MEL Framework to report into M300 is a key objective. While SEforALL, the World Bank, African Development Bank, the Rockefeller

Foundation and the Global Energy Alliance for People and Planet (GEAPP) have their own impact methodologies, the DARES MEL Framework will look to leverage available impact measurement tools that exist amongst partners, while curating and establishing their own DARES methodologies to report into the ambitious goals of M300 (as set by the World Bank Group Project Document for the programme).

**In this context, SEforALL seeks a reputable consultancy firm with a proven track record in developing innovative and robust KPI methodologies and tools collaboratively.** This includes leveraging and refinement of the most relevant impact indicators, definitions, methodologies and designing open-source tools for DARES, which can be adaptable to different contexts and technologies in line with M300 (mini-grids, solar, productive use, powering social infrastructure such as hospitals and schools, clean cooking, agricultural cold chains, looking across energy, health, development, climate and economic impact areas). The selected firm will work closely with SEforALL's Head of Monitoring, Evaluation, and Learning (MEL) and the MEL Department as well as SEforALL's and DARES programme leads and MEL resources. Success of this project will be defined by a relevant tool that can be leveraged by the DARES Programme in Nigeria, and more broadly can be tailored and leveraged for M300 impact tracking via programmes across Africa and the Global South overall, in the longer term.

## **OBJECTIVES OF THE CONSULTANCY**

The objective of this TOR is to engage a reputable consultancy firm with a proven track record to build on our existing approach and develop innovative methodologies, tools (including templates to implement, or adjustments to existing templates), for the Nigeria DARES programme. The firm must have a proven track record in creating comprehensive and credible methodologies and tools for international organizations aligned with donor requirements. Track record to include experiences with tool development that integrates formulas using proxy and real-time data to make impact projections, as well as regularly track against those metrics with formulas included in the tool. This track record must include proven ability to liaise with multiple stakeholders to capture what exists, identify gaps and design innovative solutions to fill those gaps.

## **SCHEDULE AND SCOPE OF WORK**

To deliver on the above-stated objective, the selected firm will undertake the following tasks:

### **Support DARES MEL Team through SEforALL as facilitators:**

- DARES MEL Team is collecting all raw data from the field and remotely
- Selected firm is supporting in methodologies to obtain impact metrics from the data and accompanying baselines where feasible (from already available data, or methodologies for future baseline data integration in the tool)

### **Scope of impact and thematic areas:**

- Finance
- Global Advocacy & Commitments such as Energy Compacts

- Energy Access
- Energy Transitions
- Climate - Related CO<sub>2</sub> avoided or reduced for energy connections, technology specific, and large climate impacts from interventions
- Beneficiaries – in relation to connections, and beyond the connection (i.e. powering social infrastructure, i.e. hospitals, schools)
- Jobs
- Economic and Development impacts
- Livelihoods
- Health
- Agriculture & Productive uses of energy
- Impact of customized country-level plans, strategies, policies, and regulations developed or enhanced with SEforALL support
- Policy
- Market Readiness
- Capacity Building
- Other impact areas relevant to the donor and investor landscape of M300

### **Gap Assessment and Alignment**

- Determine specifically the gaps between existing tools and those needed for DARES MEL Framework and methodologies with those of M300 and relevant donors.
- Conduct a comprehensive review and gap assessment of existing methodologies and tools covering the impact areas, technologies and themes outlined in this scope of work; including SEforALL's current KPIs at all levels (organizational, programmatic and project), as well as those GEAPP, Rockefeller Foundation, World Bank, African Development Bank and existing DARES methodologies brought over from NEP for the purpose of DARES reporting.
- Identify areas of synergies, improvement and innovation in current KPI methodologies and monitoring practices.
- Identify entry points to bring forth baseline data into existing and new tools, as well as challenges based on historical data.

### **Stakeholder Engagement**

- Perform stakeholder interviews, including with programme leads and other key personnel.
- Conduct a desk review of KPI practices in other organizations in order to determine what can be leveraged from the sector, and areas where new KPIs can be created to avoid duplication of efforts.

**Methodology Development**

- Develop detailed, standardized methodology notes with KPI definitions, proposed disaggregation lenses, examples, and programmatic mappings, including mappings to which existing methodologies have been leveraged.
- Ensure alignment with key partner and donor funding requirements.
- Produce a comprehensive Methodology Document that includes clear calculations, definitions, and examples for organization-wide uptake and use, assumptions and limitations.
- Align methodology with impact indicators and methodologies already developed for specific projects and programmes as relevant.
- Ensure the methodology is suitable for scaling and replicability, and adaptable as new projects and programmes are developed across different solutions and geographies.

**Estimation Tool & Dashboard Development**

- Develop an estimation tool using proxy data and multipliers to estimate direct, indirect, and influenced impacts on jobs, CO<sub>2</sub>, beneficiaries, and other key indicators as outlined above. This tool should incorporate sector-specific multipliers and relevant proxy data to ensure accurate and credible estimations. This tool should allow for estimates to be context and technology specific, i.e. for mini-grids, solar home systems, institutional electrification, productive uses of energy, and clean cooking solutions.
- Integrate the estimation tool into DARES existing KPI Management systems, and those under development, in collaboration with DARES and SEforALL MEL Team.
- Provide comprehensive training sessions and user guides for DARES staff to effectively utilize the tool in their reporting and analysis.

**Baseline Review and Analysis**

- Conduct a retrospective analysis of DARES existing and historical data, to test and apply as applicable, the new methodologies for assessing baseline impacts on jobs, CO<sub>2</sub>, beneficiaries, and other indicators as needed.
- Provide a Baseline Review Report summarizing the findings and implications.

**Methodology Integration into Existing KPI Tools**

- Integration of methodology and tool(s) into existing KPI management tools (i.e. templates, databases and dashboards to incorporate the new methodologies).
- Ensure the integration of methodologies into DARES can be flexibly adapted by, tailored to, additional M300 programmes over time, due to the adaptable nature of the tool and or calculations based on different supporting data inputs. .

**Guidelines and Documentation**

- Create KPI Guidelines, including definitions, methodologies, tools, assumptions, limitations and examples for each KPI, instructions on regular maintenance of the tool such as when proxy databases are updated, including learnings from the process that are useful for DARES, SEforALL and the sector as well.
- Maintain a change log for KPI definitions, review and update work with SEforALL to update DARES ToC and overall, MEL Framework as needed to ensure robustness and alignment with the improved methodologies.

**Capacity Building**

- Conduct workshops and training sessions to build capacity within DARES and SEforALL staff that can be leveraged by other partners in the sector interested in using the new KPI methodologies and estimation tools. These sessions should aim to ensure staff are proficient in applying the methodologies, interpreting results, and incorporating them into their strategic planning, project and programme design, and reporting processes.
- Sessions should be recorded and made available on the DARES and SEforALL knowledge management system for future reference.
- Learnings from the process should be shared as part of the training and capacity building.
- Knowledge transfer and capacity building of DARES and SEforALL Staff on how to feed data into the methodologies and or tools, as DARES MEL Teams are collecting the data, while the tool supports in calculating impact metrics extrapolated or multiplied from that data (as outlined above)

**Final Report & Clear, Visually Compelling PowerPoint Presentation Summarizing the Process and Output**

- For use when SEforALL and DARES present the process and tool to the sector and partners
- Integrates learnings from each phase above
- Notes limitations and recommended next steps to address gaps that budget or timing could not allow for

**DELIVERABLES AND TIMELINE**

Bidders are required to submit a proposal encompassing all activities, with realistic timelines to perform the work with the following as guiding starting point, including their own take on the approach based on their own experience.

No.	Activity	Tentative Timeline
1	Inception report including initial findings, work plan, and methodology framework	14 April, 2025
2	Desk Review Summary – Mapping of existing methodologies, synergies and gaps to the impact lenses of DARES (by way, WBG and AfDB M300 and partner methodologies available to leverage)	28 April, 2025
3	Methodology Document including baseline considerations	14 May, 2025
4	Estimation Tool(s), Dashboard & Methodology integration in existing tools	28 May, 2025
6	Guidelines & Documentation	9 June, 2025
7	Final Report & Accompanying Executive Summary PPT	16 June, 2025
8	Capacity Building Session(s) & Recordings	23 June, 2025

## DURATION

The consultancy is expected to be completed within a period of three (3) months.

## REPORTING

The selected firm will maintain close contact with designated SEforALL contact(s) throughout the assignment to facilitate access to documentation, relevant SEforALL and DARES staff, and partners in the sector. All draft outputs will be reviewed and approved by SEforALL and DARES.

## TRAVEL

Not required.

## EXPERTISE REQUIRED

The consulting firm or consortium must meet the following expertise requirements:

### Relevant Working Experience:

- The firm or consortium should have a minimum of five (5) years of cumulative relevant working experience in areas such as international development, sustainable energy, monitoring, evaluation and learning, design of impact metrics, contributing to and / or assessing the design of large scale energy access programmes and relevant processes, large scale data management, analysis and synthesis, economics, and relevant fields.



**Team Leader Qualifications:**

- Advanced degree in a relevant field (e.g., economics, international development, public policy, statistics, environmental science, engineering).
- At least fifteen (15) years of experience in developing and managing KPI methodologies.
- Proven leadership in managing complex projects with diverse stakeholders to high quality in a short timeframe.
- Proven experience in the energy sector.

**Experts:**

- Advanced degrees in relevant fields.
- At least ten (10) years of experience in their respective areas of expertise.
- Demonstrated experience in developing and implementing KPI methodologies, data analysis, and stakeholder engagement.
- Proven experience working together on similar projects, if not as individuals, then institutionally
- Proven experience in the energy sector.

**Experience in Subject Area:**

- Demonstrate technical expertise in developing methodologies for measuring GHG emissions, job creation, beneficiaries, and socio-economic, environmental, and health benefits across multiple technologies and customer bases, i.e. mini-grids, solar home systems, institutional solar PV, clean cooking solutions, etc.
- Demonstrate experience in conducting comprehensive data reviews and analyses.
- Demonstrate ability to develop comprehensive methodology documents with clear calculations, definitions, and examples.

**Experience with UN and World Bank:**

- Experience working with an international organization such as the UN and World Bank or equivalent is required.

**Stakeholder Engagement:**

- Demonstrate ability to engage and collaborate with diverse stakeholders, including programme leads and other key personnel
- Demonstrate experience in facilitating high-level stakeholder interviews and consultations.

**Capacity Building:**

- Demonstrate experience in organizing and delivering training sessions on new methodologies and KPI tools.

**Project Management:**

- Strong project management capabilities, including planning, execution, and monitoring.
- Demonstrate experience in coordinating multi-stakeholder projects with a focus on achieving tangible outcomes.

**Language Proficiency:**

- Strong proficiency in both written and spoken English is required.