



## UNIDO CLARIFICATION NOTE No. 1

19 July 2024

### UNIDO CALL FOR PROPOSAL NO. 7000007043 FOR THE SELECTION OF GRANT BENEFICIARY FOR THE IMPLEMENTATION OF A2D FACILITY PILOT DEMONSTRATION PROJECTS IN DEVELOPING COUNTRIES”

Please find below technical questions raised by potential bidder(s) and UNIDO’s replies thereto.

Question	Answer
1. We would like to know for our energy facility decarbonisation and innovation project the <b>budgeting timeline</b> , for example if this process will take 1-2 years of processing within UNIDO and equipment purchasing is planned for January - June 2025?	The A2D Facility-funded components of a project are envisaged to begin by the end of November. The proposal should include a detailed budget and procurement timeline, along with a proposed disbursement schedule tied to specific milestones. Bidders undertake all activities outlined in proposals.
2. Is the demonstration of innovative financial structures (vs. technologies) for industrial energy efficiency among <b>the objectives of the A2D Facility</b> ? - If so, can the A2D Facility include de-risking interventions such as: a. viability gap funding for equity investors; and, b. project preparation of ESCO projects through investment-grade audits and detailed engineering designs?	The A2D Facility aims to accelerate the commercialization of innovative clean energy solutions in developing countries, focusing on critical minerals, clean hydrogen, smart energy and industrial decarbonization. All proposed activities must contribute to meeting this objective and adhere to the lists of in-scope and out-of-scope activities included in the published call-for-proposals information. The programme provides grant support to contribute to the implementation of demonstration projects in developing countries in one or more of the four thematic areas. As such, the A2D Facility is focused on the implementation or operation phases of demonstration projects rather than the planning phases, and activities related to the planning of demonstration projects are out-of-scope. Proposals must demonstrate how the innovative solution is at the demonstration phase of the innovation cycle within the targeted developing country.

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<p>3. It would be great to understand the frequency of the “call for proposal” that A2D envisages or if it is something that will be stipulated after evaluating the results of the first call.</p> <ul style="list-style-type: none"> <li>- Given the tight deadline for the current call, is there any information available about future calls? (i.e. confirmation that similar calls will open in the upcoming months)</li> </ul>	<p>The call-for-proposals opened on 8 July and will run until 19 August at 16:00 CEST. Updates on future activities within the A2D Facility will be announced periodically via the programme’s mailing list (<a href="https://forms.office.com/e/pkVGuS5k5J">https://forms.office.com/e/pkVGuS5k5J</a>) and through the LinkedIn account (Accelerate-to-Demonstrate (A2D) Facility). We invite you to follow the A2D Facility on LinkedIn to stay informed about upcoming activities.</p>
<p>4. Would it be possible to extend the deadline by 2 weeks, through the end of August given that summer is vacation time for many people.</p>	<p>Please note that extension of the deadline for the submission of proposals cannot be granted at this stage. The call-for-proposals opened on 8 July and will run until 19 August at 16:00 CEST. Updates on future activities within the A2D Facility will be announced periodically via the programme’s mailing list (<a href="https://forms.office.com/e/pkVGuS5k5J">https://forms.office.com/e/pkVGuS5k5J</a>) and through the LinkedIn account (Accelerate-to-Demonstrate (A2D) Facility). We invite you to follow the A2D Facility on LinkedIn to stay informed about upcoming activities.</p>
<p>5. Could you please confirm that the list of eligible countries includes all of those <a href="#">in this table</a>, including those in the 4th column “Upper Middle Income Countries and Territories which are not LDCs”?</p>	<p>The A2D Facility supports demonstration projects in countries that are eligible to receive Official Development Assistance (ODA), as defined by the <a href="#">DAC List of ODA Recipients</a>.</p>
<p>6. What is the maximum percentage of the project that can be covered by the grant?</p>	<p>The A2D Facility can contribute to the grant components of demonstration projects. The programme can provide approximately USD 1-5 million in grants per proposal. As part of the evaluation criteria, bidders must provide evidence of the confirmed co-financing for the demonstration project.</p>
<p>7. What is the maximum size of the projects?</p> <ul style="list-style-type: none"> <li>- Will a \$30mn project qualify?</li> </ul>	<p>The A2D Facility can contribute to the grant components of demonstration projects. The programme can provide approximately USD 1-5 million in grants per proposal. As part of the evaluation criteria, bidders must provide evidence of the confirmed co-financing for the demonstration project.</p>
<p>8. One company has for example over 20 years of experience in renewable energy power generation, including Hydro, Solar and Biomass with a specific installed capacity. Further, there is a pipeline of projects with Solar and BESS.</p>	<p>The A2D Facility focuses on accelerating the commercialization of innovative clean energy solutions in smart energy, critical minerals, clean hydrogen and industrial decarbonization through supporting the implementation and operation of demonstration</p>

<ul style="list-style-type: none"> <li>- Would this qualify a company under the smart energy criteria for digitalization in these sectors?</li> </ul>	<p>projects. Illustrative examples of the types of solutions that might be supported under the smart energy thematic area include, but are not limited to, digitalization tools and platforms to support the integration of renewables, such as renewable energy monitoring platforms, virtual power plants and aggregated demand response, data analytics for predictive maintenance of renewables, mobile payment systems for clean energy, digital clean energy marketplaces, blockchain and peer-to-peer energy trading, Artificial Intelligence (AI), innovative underlying data infrastructure for smart energy technologies, renewable energy forecasting, and innovative solutions to optimize the performance, efficiency and integration of energy storage systems through advanced battery management systems, grid-interactive control systems, remote monitoring and diagnostics, and AI and machine learning. Please note that these are illustrative examples rather than an exhaustive list and other innovative solutions related to smart energy and digitalization may be in-scope.</p>
<p>9. With for example 1,5 years of experience in for example Sri Lanka's emerging EV charging market, could a company use the grant to expand the EV mobility sector further?</p> <ul style="list-style-type: none"> <li>- Given the experience example above, could the company qualify either independently or with a partner to launch one initiative in Sri Lanka?</li> </ul>	<p>If an organization meets the minimum length of years of experience in the call-for-proposals qualifications criteria in one of the A2D Facility's thematic areas-of-focus that is aligned with the same thematic area-of-focus for the proposed demonstration project, then proposals that cover clean energy sectors, such as transport, industry, power, and buildings, are in-scope. For the smart energy thematic area of the A2D Facility, illustrative examples of innovative solutions for transport include innovative clean electricity charging station networks, vehicle-to-grid technologies, innovative fleet management solutions, telematics and connectivity, blockchain-based solutions, subscription and mobility-as-a-service models, and AI solutions. However, please note that these are illustrative examples rather than an exhaustive list and other innovative solutions related to smart energy and digitalization may be in-scope.</p> <p>The A2D Facility focuses on accelerating the commercialization of innovative clean energy solutions in critical minerals, clean hydrogen, smart energy and industrial decarbonization through supporting the</p>

implementation and operation of demonstration projects. Illustrative examples of the types of solutions that are focused more on the downstream side of the value chain that might be supported under the critical minerals thematic area include, but are not limited to, decarbonizing the recycling and recovery of critical minerals from various waste streams (such as electronic waste and energy storage) and from different sectors, such as industry, transport, power and buildings. Proposed projects must focus on the implementation of demonstration activities, rather than the planning phase, such as installing relevant equipment, construction, testing and operation, and the demonstration activities must take place in a developing country. If the lead applicant organization is not from the developing country-of-focus, then the organization must partner with at least one organization from that developing country.

#### ADDITIONAL INFORMATIONS/CLARIFICATIONS:

Please note that individual clarification meetings with companies are not envisaged at this stage of the Call for Proposal.

All Call for Proposal documents for the Call for Proposal (RFx No. 7000007043) may be found:

- UNIDO Procurement portal for the Call for Proposal (One-time REGISTRATION REQUIRED!)
- United Nations Global Marketplace (UNGM): under Procurement Opportunities ([www.ungm.org](http://www.ungm.org)).

Submission of proposals must be done in the UNIDO Procurement portal.

For registration in the UNIDO Procurement Portal a period of approx. 3 days must be considered.

Inquiries related to the Call for Proposal (e.g. document download, preparation of the proposal, questions related to the content of the CfP etc.) must be sent to UNIDO Procurement Services (C.Ziniel@unido.org; J.Gavranic@unido.org; e.dorner@unido.org) or through the Q&A section directly in the UNIDO e-procurement portal under RFx No. 7000007043.

Please note: Submission deadline is until **19 August 2024 16:00 Vienna CET**