

## Section II: Schedule of Requirements

### REQUEST FOR PROPOSAL FOR CONSULTANCY SERVICES TO CONDUCT MARKET ASSESSMENT AND DEVELOP A ROADMAP FOR SEFORALL POWERING HEALTHCARE PROGRAMME IN KENYA

Esourcing Reference: **RFP/2024/54993**

#### **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>.

#### **OBJECTIVES OF THE CONSULTANCY**

The selected firm will conduct a comprehensive desk review and provide a detailed report with the following information:

- How many healthcare facilities lack power. Provide a baseline on the number (%) of health facilities unelectrified or unreliably electrified, ongoing initiatives to bridge the gap, and what is the current gap. Other statistics (like the Nigeria report) can also be provided?
- What are their energy needs?
- What technologies are best suited to meet these needs?
- What are the technologies available in the local market?
- How much will they cost Provide estimate of investment needed to bridge the gap based on information such as estimated cost/W for CAPEX and OPEX

- Expected financial benefits from solarization of facilities (energy bill reduction, potentially also in health benefits etc.
- List the empanelled private sector providers.
- What sources and what level of funding is available for the initial investment and long-term operation of these facilities?
- What is the more appropriate 'business model' for delivering these solutions? Landscape of current business (operational) models and recommendations on how they can be enhanced for long term sustainability
- Landscape of different development partners in Kenya and their interventions
- What are the current challenges?
- How is impact measured?
- What are the future trends (technology, policy, financing, etc.).
- Provide practical recommendations to support the government and its development partners in terms of the planning and coordination of HFE efforts.
- Review success and failures of similar projects and provide recommendations on policies/regulations that should be incorporated/amended.
- Provide best practices from other countries etc.
- Provide analysis of cost benefit analysis of electrifying facilities and replacing solar direct drive (SDD) refrigerators with ILRs (powered along with other health facility loads by electricity) and highlighting O&M and waste management practices.

#### SCHEDULE AND SCOPE OF WORK

During the desk review stage, the selected firm is required to also refer to previous studies and assessments conducted in Kenya by UNICEF, SEforALL, and different stakeholders and build upon their findings. UNICEF has conducted facility assessment and market assessment for Kenya which will be shared with the selected bidder for their reference.

#### RESEARCH, COORDINATION AND ANALYSIS

##### Stakeholder/Intervention Mapping

- Map all relevant stakeholders (public sector, donors, development partners, private sector, civil society) and their respective roles in the electrification of public and private health facilities in Kenya.
- Document past, ongoing, and planned electrification interventions in the health sector.

##### Enabling environment

- List and evaluate policies and regulations related to healthcare electrification, and how it is currently being coordinated.

##### Facility Mapping to identify demand/target for power intervention in the country

- Identify datasets and visualizations that map the location of all health facilities through GIS (e.g. health facility master list, WRI, World Bank, Global Electrification Platform, JRC Clean Energy Access Tool etc.).
- Log/Cross Check (where feasible) the electrification status of health facilities based on available data and information, to analyse the total market opportunity of providing health facilities with

renewable energy technologies. The electrification status should be looked at across the different categories of health facilities at primary healthcare level such as: community health services, public dispensaries, private clinics, public health centres, Maternity and Nursing Homes.

#### Energy Needs, Technology and Cost Assessments

- Estimate the energy needs of health facilities to inform the type and design of appropriate energy systems for archetype climate-resilient facilities at different levels of healthcare as well as the potential for demand-side management.
- Assess the availability of electricity-dependent medical and non-medical appliances, and the opportunity for introducing energy-efficient appliances.
- Propose standardized technical system designs for different tiers/types of health facilities to ensure access to reliable electricity, for the purpose of country-level investment analysis.
- Analyse costing (Capex and Opex) based on current technology pricing and forecasts.

#### Financing and Delivery Model Analysis

- Analyse existing and potential funding/financing levels and sources for the electrification of health facilities and associated O&M activities to ensure long-term sustainability.
- Estimate the affordability gap based on Capex, Opex and ability to pay for the health facilities.
- Evaluate the feasibility and appropriateness of different delivery models (e.g. service-based approaches, PPAs, etc.) for scaling up the electrification of health facilities. Propose delivery models beyond the completion of the currently funded projects, with a 10-year horizon.
- Integrate the electrification roadmap with the broader national health strategies and objectives.

#### Vaccine Refrigerators

- What is the cost benefit analysis of electrifying facilities and replacing solar direct drive (SDD) refrigerators with ILRs (powered along with other health facility loads by electricity).
- How many facilities have planned O&M for the vaccine refrigerators (both SDDs and ILRs)?
- Do facilities have access to skilled technicians to maintain and install refrigerators?
- Assess the decommissioning and waste management process of the vaccine refrigerators and propose measures to improve it.

#### REPORT DEVELOPMENT AND DISSEMINATION

- Develop a slide deck with key findings and practical recommendations for large-scale electrification interventions of health facilities in Kenya, targeted to Government stakeholders and their development partners.
- Develop a 20-page Executive Summary.
- Develop and implement a dissemination strategy with the aim of validating the report and mobilizing buy-in from key stakeholders from the energy and health sector.
- In close contact with the national counterparts, SEforALL and UNICEF and as a result of the roadmap's recommendations, develop a list of activities that could be further implemented if funding was made available, as well as the associated costs.

## DELIVERABLES

The work is expected to last for seven (7) months. The deliverables and timeline for this project are:

Activity	Deliverable	M	M+ 1	M+ 2	M+ 3	M+ 4	M+ 5	M+ 6
Kick off meeting in Nairobi (in-person)	Minutes of mission inception report							
Report Drafting	Draft report							
Findings validation workshop with national Stakeholders including GoK (in person)	Validation Draft report  Executive summary							
Dissemination	Dissemination strategy							
Final report	Final report for publication							

## DURATION

The consultancy is expected to be completed within a period of seven (7) months.

## REPORTING

The selected consultancy firm/consortium will maintain close contact with a designated SEforALL Project Manager throughout the assignment to facilitate the work and will hold periodical meetings to provide updates to SEforALL and UNICEF including if necessary for validation work through the available coordination for health and energy sectors, after which detailed minutes of the meeting will be sent. All draft reports will be reviewed by SEforALL and UNICEF, which will provide consolidated comments within one (1) week of receipt.

## APPROACH

The selected consultancy firm/consortium is expected to carry out the scope of work through a range of activities, including but not limited to in-person and virtual stakeholder consultations, desk-based research, key informant interviews, analysis of project documents and participation in multi-stakeholder platforms. If international, the selected firm must be present in country presence, either through an independent local consultant or company to coordinate the on-the-ground visits and other expected missions.

The selected consultancy firm/consortium will need to visit a sample of at least 100 health facilities to gather new data or confirm existing data provided by the Government and development partners, including expected demand, ability to pay and facility's revenues.

#### TRAVEL

Travel is expected within Kenya to carry out the site visits. Two in-person meetings are foreseen in-country (Nairobi), as shown in the timeline: a kick-off meeting with all key stakeholders and a validation workshop to validate key data and recommendations before delivering the final report.

Travel is expected for dissemination purposes as well, but it should not be included in this present financial offer. Travel costs will be agreed upon when the time and the place(s) of the dissemination events are identified. These travel costs will be reimbursable in nature.

#### 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 3 years of cumulative relevant working experience in areas such as energy access, energy system design, energy audits and international development in Kenya.

Team Lead Qualifications:

- The Team Leader will be responsible for managing all the activities envisaged under this contract, assessing the quality of the submitted reports and drafts, and communicating progress achieved during the implementation of the activities on a regular basis.
- The Team Leader must have an advanced University degree in energy, social sciences (policy, economics, sustainable development), or a closely related field.
- The Team Leader must have a minimum of 10 years of relevant work experience in international development, public policy or international development, with specializations in off-grid energy or the energy-health nexus.
- The Team Leader must have experience managing complex, multi-stakeholder projects.

Team Qualifications:

- The proposed team (through its team members) must have and demonstrate relevant experience in the following areas (mandatory): technical system design for off-grid solar solutions, innovative business models for off-grid electrification, development of national strategies or roadmaps in the energy or health sector in Sub-Saharan Africa, understanding of vaccine refrigerators and cold chains for storing and transporting vaccines
- The proposed team must demonstrate familiarity with past and ongoing health facility electrification efforts in Kenya.
- Practical experience designing and implementing off-grid solar programs/projects in energy access deficit countries is desirable for the proposed team.
- The proposed team must have experience producing content suitable for external communication, for example donor reports and presentations.
- The proposed team must have solid command of English.

Experience in Energy Needs Assessments:

- The consultancy firm or consortium must demonstrate experience carrying out detailed energy needs assessments, facility-wide energy audits, and technical system designs for health facilities (including on-grid and off-grid facilities).
- The consultancy firm or consortium must demonstrate experience in designing stand-alone electrification solutions.
- The consultancy firm or consortium must demonstrate experience in electrification of vaccine refrigerators including their costs, O&M, and waste management.

Understanding of Kenya's Context:

- A strong understanding of recent trends (last 3 years) and developments in Kenya's power sector is required.
- A strong understanding of contextual issues around energy sector planning, socio-economic data and the role of development finance and civil society organizations and its relevance to powering healthcare is required.

Experience with UN and World Bank:

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

Technical Writing and Analytical Skills:

- The consultancy firm or consortium should possess strong technical and analytical skills related to energy access, energy system designs and energy audits.
- The consultancy firm or consortium should possess strong skills writing high-quality reports and other written products.

In-Country Presence and Relationships:

- It is important to have a strong in-country presence and established relationships with entities in Kenya.
- Must have at least 3 years' experience managing relationships with key stakeholders in the energy access field, including national governments, development partners, and private sector actors.

Language Proficiency:

- Strong proficiency in both written and spoken English. Proficiency in Swahili is considered as an asset.