



## CALL FOR EXPRESSION OF INTEREST (CEOI)

### UNIDO/GEF Ukraine Industrial Energy Efficiency Project: “Introduction of Energy Management System Standard in Ukrainian Industry”

30 July 2018, RFX 7000003099

In partnership with the Global Environment Facility (**GEF**) and a number of national stakeholders – including the Ministry of Economic Development and Trade (**MoEDT**) and the State Agency on Energy Efficiency and Energy Saving (**SAEE**) – UNIDO promotes a holistic approach by addressing policy, economic, technical, environmental and social aspects, to disseminate and support continuous energy efficiency improvement and the increased use of low carbon technologies in the most energy consuming Ukrainian industrial sectors. Moreover, through a series of technical assistance and investment activities, UNIDO and its partners aim at removing the key barriers to continuous improvement of energy efficiency in industries and ultimately transforming the market for industrial energy efficiency (IEE).

The UNIDO/GEF UKR IEE Project “Introduction of Energy Management System Standard in Ukrainian Industry” (hereinafter simply the **Project**) aims to contribute to a sustainable transformation of industrial energy consumption practices in Ukraine. The Project will reach this goal by establishing and promoting the concepts of Energy Management Systems (**EnMS**) and Energy System Optimisation (**ESO**), along with introduction and promotion of the ISO 50000 series of standards on Energy Management to Ukrainian enterprises.

In accordance with its Component 3, the Project will establish a Financial Mechanism – a Loan Guarantee Fund - to support commercial lending process and stimulate capital attraction and financing availability for energy efficiency and energy saving projects at the Ukrainian industrial enterprises.

The creation of a Loan Guarantee Fund that supports the development of bankable projects on energy efficiency will serve as the basis for further evolvement of capital attraction for implementation EnMS and ESO and EE market development. The Loan Guarantee Fund is a convenient financial mechanism that accounts and levels financial risks and barriers, and accordingly adjusts loan issuance conditions. Additionally, it wants to provide a suitable model for replication and scaling up of financing that will ensure continuity of the demand on such services beyond the lifetime of the Project.

About USD 1.5 million will be allocated into the Loan Guarantee Fund using the GEF grant. UNIDO will provide additional financial support for the setup and operation of the Loan Guarantee Fund. The document “General FM Statement UNIDO UKR IEE” enclosed as Annex 1 provides a general description of the the Loan Guarantee Fund (**LGF**) and of the envisaged loan issuance processes, repayment and conditions. The LGF would support eligible enterprises with loans in the range of USD 50,000 to USD 150,000 depending on the scale and size of the enterprise. Once project implementation will have begun, companies will be required to meet the loan provision requirements and pay back the loan to the LGF. It is envisaged that loan repayments will stem from energy efficiency project savings, especially after the first year of implementation.

**1. Scope:** Within the scope of the Project, UNIDO is seeking co-operation with an International and/or National Financial Institution to develop a Loan Guarantee Fund that will provide loans as well as financial advisory support to companies interested in EnMS/ESO/IEE implementation. Complementary technical advisory support for IEE investment proposals preparation and/or appraisal will be provided by the Project.



It is expected that the selected financial partner will undertake:

- 1.1. Preparation of operation, management and monitoring procedure for the Loan Guarantee Fund in accordance to the Project's objectives, rules and requirements of UNIDO, applicable rules of the financial authority in Ukraine – the National Bank of Ukraine (NBU) – and the selected financial partner. Consultation with the national Project beneficiaries (MoEDT, SAEE) may also be required
- 1.2. Administration of the LGF in compliance with the operation, management and monitoring procedure
- 1.3. Financial advisory within the overall assessment process of potential borrowers. The Project has developed a draft Companies' Screening Procedure which takes into account a range of technical, economic, financial, policy and environmental issues. This Procedure will be finalized by the Project together with the Financial Institution selected for the establishment of the LGF.
- 1.4. Operational management of capital use from the Fund / loan (re-)issuance process; assessment of financial risks; control, record keeping, and reporting of all administration expenditures

The selected financial partner will be also required to assure high level of professional conduct and working day-to-day coordination with the UNIDO/GEF UKR IEE Project Management Unit, in order to achieve the best possible synergies between the performance of the LGF and the technical promotional, capacity building and training activities of the Project.

Entities interested in participating in the development of the UNIDO/GEF UKR IEE Financial Mechanism (i.e. the Loan Guarantee Fund) are requested to submit an *Expression of Interest (EOI)* to UNIDO, referring to the Ukraine IEE Project.

**2. Qualification Requirements:** The following documents and information should be submitted along with the EOI:

- A copy of the original registration document of the company/financial institution;
- A brief description of the company/ financial institution mandate including organisational structure;
- A list of the designated team members and a description of their experience and qualifications;
- An acceptance of UNIDO's general Terms of Conditions of contracting;
- A description of your company's/ financial institution's present country coverage or regional priorities;
- Evidence of relevant experience on the market (track record of operated financial mechanisms or programmes);
- Confirmation of own capital availability sufficient to meet the requirements of the Financial Mechanism of the Project;
- Confirmation of availability of the qualified key personnel (operational management to perform the Loan Guarantee Funds functions) with appropriate technical, managerial and financial experience;
- Information about local /regional representation / branches (shall have a representation network or provide an approach how potential target regions in Ukraine will be covered and lenders will have a convenient access to financing). Ability and a proven track record (with references) for provision of financing to industrial enterprises in target regions of Ukraine is of crucial importance; experience and understanding of the Loan guarantee financial mechanisms is advantageous;
- Reliable database of clients with strong relationship with potential lenders and banks.



**3. Evaluation Criteria:** UNIDO reserves the right to pre-qualify interested companies/ financial institutions.

Pre-qualification will be based on the stated **Requirements** above.

UNIDO reserves the right to accept or reject any expression of interest without thereby incurring any liability or any obligation to inform the affected company or institution of the grounds for UNIDO's action. Only qualified companies and/or institutions shall be invited to participate in any subsequent bidding exercise, which shall be governed by the rules and procedures of UNIDO.

**4. Duration:** The process for the selection of the partner financial institution and issuance of relevant contractual documents is expected to be completed by the end of 2018. The partner financial institution will then be expected to complete establishment and launch the Loan Guarantee Fund within a period of 4 (four) months.

**5. How to participate:** Financial institutions interested in partnering with UNIDO in the establishment of the Loan Guarantee Fund are invited to access this Call for Expression of Interest (CEOI) via UNIDO and UNGM web sites using the following links:

[www.unido.org/procurement/notices.html](http://www.unido.org/procurement/notices.html)

[www.ungm.org](http://www.ungm.org)

To ensure consideration, your expression of interest must be submitted on the UNIDO eProcurement Portal (<https://procurement.unido.org>) by **30 August 2018, 17:00 Vienna, Austria time**. Please register as a bidder using the link above. After registration (1-3 business days), you will be given access to the rest of the documents related to this RFP and be able to submit your proposal online. If you are not able to access the system, please send an e-mail to [procurement@unido.org](mailto:procurement@unido.org) for assistance.

Alternatively, your expression of interest can be submitted by email, to Mr. A. Orlov [A.Orlov@unido.org](mailto:A.Orlov@unido.org), copy Mr. H. Lucas [h.lucas@unido.org](mailto:h.lucas@unido.org), by **30 August 2018** close of business (17:00 Vienna time).

Bidders also are invited to submit their CEOI per courier to the following address by **30 August 2018** close of business (17:00 Vienna time):

**United Nations Industrial Development Organization (UNIDO)  
Procurement Services Division/OSS/CMO (Attn. Mr. A. Orlov)  
Wagramer Strasse 5, P.O Box 300, A-1400 Vienna, Austria  
UNIDO Project 103097 – Expression of Interest (SA IEE Project)**

Consortia of companies are allowed. International and local companies are encouraged to participate in the call for expression of interest.

**6. Additional information:** Please contact Mr. A. Orlov ([A.Orlov@unido.org](mailto:A.Orlov@unido.org)), via Tel: +43 1 26026 4835, copy Mr. H. Lucas ([H.Lucas@unido.org](mailto:H.Lucas@unido.org)), Tel: +43 1 26026 4583.



**Disclaimer:**

Calls for Expressions of Interest do not constitute a solicitation. UNIDO reserves the right to request compliance with additional criteria at the solicitation stage, and change or cancel the requirement at any time during the call for expression of interest and/or solicitation process.

Nothing in or relating to this Call for Expression of Interest shall be deemed a waiver, express or implied, of any of the privileges and immunities of UNIDO.