



Project  
funded by the  
**EUROPEAN UNION**



## **Professional services in the framework of the MED-DESIRE (MEDiterranean DEvelopment of Support Initiatives for solar schemes and Renewable Energies) project aiming at analyze, define, and support the implementation of innovative financial mechanisms for the diffusion of distributed solar technologies in Egypt - AM0600 – 04/07/2014**

### **1. Introduction**

The “MEDiterranean DEvelopment of Support schemes for solar Initiatives and Renewable Energies” (MED-DESIRE) is a project co-funded by the European Union under the ENPI CBC Mediterranean Sea Basin Programme aimed at supporting the take up of solar technologies and the improvement of energy efficiency across the Mediterranean area.

The partnership of this 35-months project (started in February 2013) is composed of nine members from five countries:

- Puglia Region - Economic Development, Employment and Innovation Policy Area - Regional Ministry for Economic Development - Industrial Research and Innovation Department (lead partner);
- Italian Ministry for the Environment, Land and Sea;
- Italian National Agency for New Technologies, Energy and Sustainable Economic Development (ENEA);
- Andalusian Energy Agency (AAE);
- Andalusian Institute of Technology (IAT);
- Center of Energetic, Environmental And Technological Investigations - Solar Platform of Almeria (CIEMAT);
- Tunisian National Agency for Energy Conservation (ANME);
- Lebanese Center for Energy Conservation (LCEC);
- Egyptian New and Renewable Energy Authority (NREA).

The MED-DESIRE project’s main priority is to facilitate the take-up of distributed solar energy and energy efficiency in the target regions, by achieving an effective cross-border co-operation among the Partner Countries and by raising public awareness on the related benefits for the environment and for sustainable local development.

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The main expected results of MED-DESIRE are:

- 1) Strengthened capacity of the Partner Countries' public administrations and regional institutions in setting up an adequate legal, regulatory and organizational framework to allow the development, deployment and diffusion of distributed solar energy technologies;
- 2) Higher and more spread competences of local technicians and professionals on certification systems and procedures for existing and innovative solar technologies and components, thus facilitating the removal of the main technical barriers for distributed solar technology uptake in the target territories;
- 3) Innovative tailored financial mechanisms and market stimulation instruments designed and demonstrated, to support the widespread diffusion of existing and innovative distributed solar energy technologies and, in collaboration with local agencies, banks and IFIs, to promote their implementation in the target regions;
- 4) Strengthened participatory approaches and increased awareness among the public and private local stakeholders on opportunities deriving from the widespread adoption of existing and innovative distributed solar and energy efficiency technologies;
- 5) A wider consensus achieved among public and private local key stakeholders on the central role of renewable energies for the promotion of sustainable development and environmental protection, thus contributing to the protection of the environment in the wider Mediterranean Area;
- 6) A co-operation framework established among providers of energy technologies and services in EU Mediterranean Countries and Mediterranean Partner Countries (MPC) to foster initiatives for developing a common sustainable energy market.

The key activities (Working Packages – WP) to be carried out in order to produce the expected results are:

- WP1 - "Management and co-ordination"
- WP2 – "Communication" will be dedicated to institutional communication on project activities and results
- WP3 - "Capitalization of the results", is intended to activate a mainstreaming of project results at international, national and regional level, involving institutional project partners
- WP4 - "Distributed Solar Technologies State of the Art Analysis", will focus on assessing the solar energy potential for distributed applications in each MPC,

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analyzing the current status of technology deployment in the markets and the future evolution of the final demand for solar technologies

- WP5 - "Tools to remove barriers preventing distributed solar technology uptake by local markets" will design pilot training and certification schemes, so as to contribute concretely to a more widespread diffusion of solar technology
- WP6 - "Innovative financial schemes and market stimulation tools to spread energy efficiency and distributed solar energy technologies"
- WP7 - "Awareness raising and information campaigns" will focus on communication and dissemination of project results

## **2. General Purpose of the assignment for which professional services are required**

In the framework of WP6 "Innovative financial schemes and market stimulation tools to spread energy efficiency and distributed solar energy technologies", an expected result is the definition of innovative tailored financial mechanisms for the diffusion of the solar energy technologies to be achieved in each MPC (Egypt, Lebanon and Tunisia) through direct involvement of local decision makers and stakeholders.

To this end, a team of up to three consultants from the region will be engaged.

## **3. Specific Aim of the Mission**

The task of the consultant(s) is to identify and design the most suitable incentive tool to strengthen the promotion of distributed solar technologies **in Egypt** and to draft a proposal to integrate the identified incentive tool into the existing regulatory framework, in consultation with local relevant authorities and stakeholders.

The incentive tool must be tailored for public and/or private implementation, according to the possibilities offered by the regulatory framework of the country and to the strategic direction provided by MED DESIRE WP6 Coordinator and ANME task referent.

## **4. Major Tasks**

The activities to be carried out are:

- 1) Elaboration of country specific options of an innovative financial mechanism for distributed solar energy technologies with a specific focus, resulting from a feasibility study for the identification of the most suitable solar energy technologies / sectors / targets to be promoted in Egypt according to the regulatory framework of the country and to the strategic direction provided by MED DESIRE project referent and local partners.**

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## 2) Formulation of implementation modalities in collaboration with local agencies, utilities and financial institutions (local banks, IFIs, etc.)

### 5. Methodology

In order to accomplish the required tasks, the consultant(s):

- will coordinate with other experts working on MED DESIRE project and contributing to the specific tasks, both for the development of the studies and for the scheduling of missions (data collection, roundtables, decision makers and stakeholders consultation, etc.), based on the instructions provided by WP6 Coordinator.
- will coordinate with the experts working on the same task in Tunisia and Lebanon, in order to homogenize, when possible, the methodologies and the results
- must take into account the results obtained under the WP4 and WP5 and WP6.

In any case, the expert(s) retain(s) the responsibility for compliance with the timing and delivery of required reports

### 6. Workplan

The specific tasks of the assignment will include:

#### Task 6.1b: Elaboration of country specific options of an innovative financial mechanism for distributed solar energy technologies

- a) Distributed solar energy technologies market analysis
- b) Targets and strategies analysis
- c) Assessment of existing mechanisms
- d) Analysis of potential
- e) Analysis of financial and economic profitability
- f) Identification of the most suitable beneficiary sector to be targeted
- g) Identification of public administrations, local agencies, utilities, market players and financial institution to be involved in each MPC
- h) Definition of methodology and criteria for model selection
- i) Economic Assessment
- j) Technical and social sensitivity analysis
- k) Stakeholders and decision-makers consultation
- l) Definition of the financial mechanism

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### **Task 6.1c: Formulation of implementation modalities in collaboration with local agencies, utilities and financial institutions (local banks, IFIs)**

- a) Development of a manual of procedures including the steps, tasks, roles for each partner.
- b) Definition of relevant partners roles and responsibility:
  - Identify the partners to be involved in the financial transactions (Local agencies, Banks, Providers, Installers, etc.) and the articulations among them in the use of the financial resources
  - Suggest an effective distribution of costs among the main partners in the system and define the source of funding
  - Identification of the other beneficiaries to be involved in the system to be implemented such as Consultants, Controlling offices, etc.
- c) Organization of validation process through Round tables and meetings to be conducted with various parties, including government institutions in order to validate the proposal

## **7. Deliverables**

As a result of the tasks 6.1b and 6.1c , the expert(s) shall produce the following reports:

1 Report on “Design” containing:

- Identification of the most suitable solar energy technology to be promoted in Egypt.
- Identification of the most suitable beneficiary sector to be targeted
- Identification of the most suitable financial mechanisms in innovative distributed solar energy technologies (focus on the identified specific sector) to be potentially adopted in the regulatory framework
- Detailed design of the incentive tool

1 Report on “Implementation” containing:

Proposal to integrate the identified incentive tool into the existing regulatory framework to strengthen the promotion of solar technologies integration in the identified beneficiary target group, describing:

- operational steps
- managing body
- definition of relevant partners and their roles and responsibility
- role and responsibilities of other relevant partners
- modality of funds provision to the end-user

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- main documents requested and detailed rules of treatment of files
- monitoring tool
- comprehensive flow-chart of the mechanism

In addition, the expert(s) shall produce:

- A proposal for decision makers drafted in an appropriate form to directly integrate the identified incentive tool into the existing regulatory framework on solar energy.
- A report describing meetings and round tables held and their key conclusions, including consultations with the local authorities and financial institutions.

The following indicative schedule is proposed:

Task 6.1B - Draft "Design"	At Month Four	1 deliverable
Task 6.1B - Report "Design"	At Month Six	1 deliverable
Task 6.1C - Draft "Implementation"	At Month Ten	1 deliverable
Task 6.1C – 1. Report "Implementation" 2. Proposal for decision makers 3. Report on stakeholder and decision makers consultation	At Month Twelve	3 deliverables

For each deliverable the experts will provide drafts to be revised by a working group, following the directions of the Coordinator of the WP6.

All reports shall be written in professional English and in electronic format. Abstract and summaries in French and/or Arabic might be required in order to meet the dissemination purposes of the MED DESIRE Project.

## 8. Duration

The envisaged duration is 12 months. Time or resource extension can be granted by Studiare Sviluppo subject to the availability of funding and project scope.

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## 9. Human resources efforts (In senior expert man-days – up to 350 Euros per day)

	<b>Total</b>
Task 61b	40
Task 61c	50
<b>Total</b>	<b>90</b>

## 10. Selection Criteria

The selection is addressed to a consultant or a group of consultants experienced in local and regional cooperation projects in distributed solar and energy efficiency finance and policy. As a result, a ranked shortlist of eligible candidates will be defined and, following their rank and availability, experts will be contracted according to the project's needs and agenda.

In order to allow frequent contacts with local project referents and MED DESIRE experts, it is highly recommended that the consultant(s) will be locally based in Egypt, or in one of the MPCs (Tunisia and Lebanon).

## 11. Qualifications

Expertise and experience required:

- University level education
- Good knowledge of the solar technologies, of their latest trend in global technological market and of their application;
- Experience in elaborating policies, incentive tools and financial mechanism to promote renewable energies. Focus on solar energy is preferred;
- Experience on financial analysis and structuring of project financing;
- Fluency in English. Fluency in Arab is highly recommended. Knowledge of French is an asset;
- Good knowledge of Egyptian policies, laws and regulations on energy with particular focus on solar energy;

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- Ability to perform energy assessments at country/regional level. Experience in Egypt/Lebanon/Tunisia is an asset.
- Good interpersonal skills;

## 12. Travels

Expenses allowance for travel and accommodation will be provided to the expert(s), according to a travel plan to be approved by WP6 Coordinator.

Expert(s) based outside Egypt shall provide a proposal of travel plan in the submission of the offer that will be considered in the evaluation of the costs.

## 13. How to apply

Interested applicants are required to submit to [selezione@studiaresviluppo.it](mailto:selezione@studiaresviluppo.it) an offer including:

- Expert's CV;
- Man-day rates;
- Expert(s) based outside Egypt shall provide a proposal of travel plan in the submission of the offer that will be considered in the evaluation of the costs.

Please write as subject: **Call AM0600 – 04/07/2014**

**Deadline for applications: 22 July 2014**

Applications received after the closing date will not be given consideration. Only short-listed candidates will be contacted.

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