

Call for Proposals

REEEP's 9th Programme Cycle

August 2012

reeep

renewable
energy
& energy
efficiency
partnership

REEEP is pleased to announce its 9th Programme Cycle to support up to 30 projects that – through a range of interventions – will accelerate the deployment of renewable energy (RE) and/or energy efficiency (EE) technologies. This project call is made possible by the contributions of the Governments of Norway, Switzerland and the United Kingdom.

1 Background

REEEP's mission is to act as a market catalyst for renewable energy and energy efficiency, specifically focusing on developing countries and emerging economies. On the occasion of its tenth anniversary this year, REEEP has conducted a strategic review. This defines a new focus for REEEP as a **pathfinder, connector and champion for upscaling clean energy business models.**

In this context, REEEP will continue to issue project calls and will build on its track record of successful selection, supervision and management, control and evaluation of projects in the clean energy field. In addition, we aim to specifically identify and help structure **tipping-point interventions** — that is, initiatives that move clean energy up the growth curve from pilot stage to wide-scale roll-out.

The provision of and access to sustainable and clean energy in the most efficient way dovetails with a host of other concerns that are too often managed in isolation: increasing food supply while using bio-fuels in the most effective way; access to clean, sustainable water supplies; and the development of the "green economy" to achieve sustainable development and poverty eradication. International initiatives such as Energy+ also specifically aim for the transformation of the energy sector by supporting sustainable businesses, which also requires the provision of data and information in appropriate ways.

2 Key features

For the 9th Programme Cycle, REEEP invites governments, regulators, businesses, enterprises, local financial institutions, NGOs and other REEEP partners to submit project proposals that facilitate the upscaling of renewable energy and energy efficiency technologies at national and international levels.

In line with its mission, REEEP will continue to fund projects addressing the five key barriers to the development of clean energy markets:

- lack of stable long-term policies;
- lack of effective market regulation;
- lack of accessible finance for clean energy;
- lack of pathways for scaling up successful business models; and
- lack of accessible data and information.

In its transition towards developing tipping-point interventions, REEEP will increasingly focus on identifying realistic business propositions for clean energy (a term that includes both EE and RE); creating conditions leading to policy provisions and investment; and working with partners in both the public and private sectors to implement these solutions.

Specifically, in the 9th Programme Cycle REEEP is interested in funding projects that will:

- **scale–up business models for clean energy** to ensure growth in existing markets and new market penetration;

- **support decentralised and/or off-grid generation** to extend access to energy and its related opportunities;
- **harness the benefits of clean energy in food production** and the efficient use of energy in agricultural applications;
- **employ clean energy in providing reliable water supply; and**
- **support communication and provide and open up energy data and information** to assist with informed decision making and planning as energy systems change.

2.1 Number of projects

REEEP expects to fund up to 30 projects using €4.1 million contributed by the Governments of Norway, Switzerland and the United Kingdom. These are maximum figures, requiring the submission of high-quality projects that meet the desired characteristics outlined below.

2.2 Level of support

In its first eight programme cycles, REEEP disbursed a total of €14.4 million and leveraged an additional €29.4 million in co-funding. While the level of REEEP financing awarded per project is set to a maximum of €150,000 per project, submitters are encouraged to leverage a minimum 50% of their funds from other sources. However, very high quality project submissions without co-funding will also be considered.

2.3 Duration of projects

Funded projects are required to be implemented over a 12-month period. Longer-term projects of up to 24 months' duration are possible in special cases.

2.4 Management of projects

REEEP uses its on-line Programme Management Information System (PMIS) http://pmis.reeep.org for the management of projects.

All proposals must be submitted on-line through the PMIS. The subsequent selection, implementation and reporting, as well as the evaluation and impact assessments of the projects, will also be managed entirely via this system.

Detailed guidance about the process, including guidelines for completing an on-line application, can be found in the REEEP Project Line document version 6.0, available via the PMIS at http://pmis.reeep.org.

2.5 Important dates

The timetable for the 9th Programme Cycle is outlined below. It is anticipated that the final list of selected projects will be announced in December 2012, with implementation expected to begin from January 2013.

	Milestone	Date
1	Deadline for submission of concept proposals for most newly funded projects undergoing two-stage bidding process	21 September 2012
2	Publication of shortlist invited to submit full proposals	11 October 2012
3	Deadline for submission of full proposals from shortlisted applications; for submission of replication and scale-up proposals; and for submission of government proposals	9 November 2012
4	Announcement of projects selected for funding	19 December 2012
5	Start of implementation phase	January 2013

3 Submission and selection processes

3.1 Submission process

Both concept proposals and full proposals must be submitted on-line via REEEP's PMIS (http://pmis.reeep.org) in accordance with the project type as specified below:

- New regular projects will be selected through a two-stage application process in which a concept proposal needs to be submitted by 21 September 2012. These concept proposals will be assessed against the selection criteria and a shortlist developed. Those on the shortlist are invited to submit full proposals by 9 November 2012.
- Proposals for replication and scale-up will follow a single-stage process and can be submitted in full via the PMIS by 9 November 2012.
- Proposals from governments, regulators and financial institutions also follow the single-stage process and can be submitted in full via the PMIS by 9 November 2012. In order to be considered, proposals of this type must be accompanied by a letter of request from the relevant government or development financial institution (DFI).

We regret that incomplete proposals cannot be considered. All application forms used for previous programme cycles have been withdrawn and no proposals may be submitted using old application forms.

3.2 Desired characteristics of projects

Successful projects will be required to address REEEP's programme priorities, identified in Section 4 below, and to demonstrate the following characteristics:

- **measurable outcomes** whereby impacts of projects must be tangible and measurable, and realistic indices of success must be presented for the timeframe involved;
- **a needs-driven approach** demonstrating how the project links into existing structures, aligns with identified needs, or builds on existing efforts in the target country;
- **stakeholder identification** describing key stakeholders who can affect the success of the project, how the project seeks to connect with stakeholders committed to the project outcomes, and whether there are existing relationships or plans to build or intensify them;
- **a sustainability plan** outlining the project pathway for continuation beyond the REEEP funding period; and
- **scale-up and replication** describing the potential for upscaling or replication beyond REEEP funding — that is, showing exactly how the project reaches towards a tipping point at which large-scale roll-out of a clean energy solution is made possible.

3.3 Limitations

In keeping with REEEP's policy, REEEP is unlikely to fund the following:

- Projects that are not located in priority countries, although exceptions may be made if the proposal is from a government or a regulator.
- Projects where the majority of the resources are requested for workshops, seminars and conferences. These events and efforts may form part of a project proposal only if they are an integral part of a larger process and only consume a limited proportion (typically 10%) of the project resources. Communication-specific projects are exempt from this limit.
- Costs of hardware or infrastructure. However, co-financing from other donors or own resources can be used to support these elements.

This document is a summary of key points regarding REEEP's 9th Programme Cycle. For full, authoritative information about the registration and application processes for REEEP's 9th Programme Cycle, please see the complete set of documentation, including the REEEP Project Line document version 6.0, which is available at http://pmis.reeep.org.

3.4 Portfolio of projects

An overview of the envisaged composition of the 9th Programme Cycle project portfolio is provided below. Applicants should note that this is indicative only. The final portfolio composition will be dependent on the quality and variety of applications.

Type	Number of projects and size	Selection process
Replication and scale-up projects	Approx. three projects, averaging €150,000 each	Single-stage application process requiring full proposals
Government/DFI projects	Approx. three projects, averaging €150,000 each	Single-stage application process requiring full proposals and request letters
Regular projects in the rapidly emerging economies of Brazil, China, Colombia, Ghana, India, Indonesia, Peru, South Africa and Vietnam	Approx. 17 projects, averaging €150,000 each	Two-stage application process requiring a concept proposal and, if shortlisted, a subsequent full proposal
Regular projects in other priority countries (listed in section 4.3)	Approx. five projects, averaging €150,000 each	Two-stage application process requiring a concept proposal and, if shortlisted, a subsequent full proposal

4 Priorities

REEEP programme priorities are identified along three dimensions: specific thematic priorities that require addressing; priorities that have been identified at the regional level; and specific countries that are prioritised by REEEP donors. Broadly speaking, the better a proposal fits into these three priority areas, the more likely it is to be funded.

4.1 Specific thematic priorities

In the strategic review that REEEP has undergone this year in consultation with partners, donors and wider stakeholders, the following thematic priorities were identified:

Scale–up successful business models for clean energy

Many models have been developed for doing business with clean energy in developing countries. But what will it take to scale up the successful models to achieve wider-reaching benefits?

REEEP is seeking proposals that develop methodologies and strategies that are built upon proven and successful business cases and that are ready to be rolled out to new markets and/or sectors, incorporating private sector engagement and investment.

Support decentralised and/or off-grid generation

Today, one-quarter of the world's population lacks access to modern energy services and is thus deprived of vital development opportunities and progress.

REEEP is seeking proposals to develop and disseminate stand-alone clean energy sources targeting remote and rural communities, in the form of mini-grids, small clusters, as well as household-level installations.

Harness the benefits of clean energy in food production

Currently 1 billion people are hungry or living under the threat of hunger. By 2030, the demand for food is expected to increase by 50% and the global demand for energy and water is expected to increase by 40%. The food sector accounts for around 30% of the world's total energy consumption and 22% of total greenhouse gas emissions.

REEEP is seeking proposals to promote greater energy efficiency and the increased use of clean energy at all stages of the agriculture value chain.

One relevant area is food losses, which in some cases occur due to lack of access to adequate energy services for storage, processing, transportation and distribution. An understanding of the role that clean energy services can have in preventing food losses is therefore essential in order to identify appropriate solutions. An example of this kind a project could be to develop a national strategy to sustainably improve the role of energy in reducing food losses, where proposals would explain what steps would be taken to develop a national strategy in the selected country, and how the actions related to the implementation of these steps would be carried out. Proposals for scaling-up successful businesses are also encouraged.

Employ clean energy in providing reliable water supply

The role of energy in supplying clean water is significant, as 2% to 3% of the world's energy is used to pump and treat water. In urban areas, the figures are far higher and range between 6% and 18%. It has been estimated that energy consumption in most water systems worldwide could be reduced by at least 25% through cost-effective efficiency actions.

Taking into account the mutual dependence of energy and water, REEEP is seeking proposals for policy interventions that incorporate and balance the competing properties of each through sustainable, symbiotic solutions. Proposals could reflect — but are not limited to — the following examples:

- integrated (water and energy) technology development that emphasises efficiency, such as dual service meters that measure consumption footprint;
- energy efficiency solutions related to water systems (waste treatment or clean water delivery);
- recycling water for energy production and small-scale concentrated solar power that uses dry cooling; and
- waste heat recovery.

Communicate learnings and open up energy data and information

The availability of information, open access to that information and transparency are crucial prerequisites for informed energy decision-making processes and planning. This is particularly true in countries in which energy systems are undergoing rapid transformation.

REEEP is seeking to fund several proposals that either communicate new and innovative business or policy approaches in interesting ways, or proposals that support the availability, accessibility, openness and consistency of energy data in developing countries. The latter could mean support for the development of an up-to-date and consistent energy database by providing relevant data sources and establishing contacts with data providers, covering energy demand and supply data in the first instance.

4.2 Regional programme priorities

In each region in which REEEP is active, a Regional Advisory Committee, comprising project developers, government representatives, private sector representatives and other key stakeholders from the area, has come together in 2012 for consultations and has set specific priorities for the respective region. With a special thanks to the participants of the Regional Consultations, these priorities have been identified as follows:

EAST ASIA

Business and Finance	Policy and Regulation
Conduct research on local/city-level efforts to introduce new RE technologies such as small-scale hydro, wind and solar power systems.	Facilitate the co-ordination mechanisms for decentralised solar PV energy production.
Support the creation of innovative local-level RE and EE solutions, policies and implementation plans.	Apply a nationwide quota system to the use of RE in power generation.
Support efficient business models for the deployment and upscaling of RE and EE solutions.	Improve the standard, testing and certification system for RE and EE products and equipment in order to improve future market access mechanisms.
Support capacity building via targeted measures such as knowledge-sharing initiatives, systematic training series and international co-operation programmes.	Identify and support the implementation of functional policies advancing the uptake of RE and EE technologies.
	Create a performance evaluation system for regional RE development and improve the implementation of evaluation indices for regional EE and emission reduction measures.

LATIN AMERICA AND THE CARIBBEAN

Business and Finance	Policy and Regulation
Foster the implementation of business plans seeking to disseminate or replicate off-grid, decentralised or distributed RE generation models.	Support the implementation of decentralised micro-generation policy and regulatory frameworks to foster the capacity of energy stakeholders to deploy RE/EE projects and alleviate poverty.
Improve financial and institutional mechanisms and structures available for the deployment of new sustainable energy endeavours, and promote a culture favouring small-scale, decentralised RE generation among electricity utilities.	Support innovative, highly visible local initiatives and SMEs to expand the share of RE; provide concrete models for poverty alleviation; and raise interest among decision makers in charge of energy policy.
Support measures for the creation of a new RE equipment manufacturing industry and supply chain, including maintenance services, equipment certification, equipment installation training, and other "green jobs".	Support the advancement of a regional sustainable energy platform to promote the exchange of experience and information among energy developers and implementers with the goal of increasing energy access, EE and quality of life, and alleviating poverty.

SOUTH ASIA

Business and Finance	Policy and Regulation
Ensure the successful replication and scaling up of projects by supporting after-sales capacity building and capacity management.	Support local-level public and private sectors in information and data management, including efforts to track sector-wide energy use and studies supporting the adoption of regulatory measures.
Improve the existing RE and EE supply chains.	Identify and measure impacts on economic growth, social equity and environmental sustainability.
Foster improved access to data and the production of reliable data, such as the monitoring of technological performance and systematic records of lending and financing.	Support policy development and risk mitigation mechanisms for technologies with potential for upscaling, such as incentives for micro or village-level systems, EE in buildings and the removal of energy subsidies.
Support end-user financing solutions for household-level RE/EE appliances and systems targeting both urban and rural consumers.	Support the development of sharing mechanisms for best practices.
Develop better risk management tools to attain full-scale commercial viability.	

SOUTH EAST ASIA

Business and Finance	Policy and Regulation
Improve customer access to financing for RE in rural markets.	Implement decentralised micro-generation policy and regulatory frameworks at a local, district or provincial level in order to build the capacity of the energy industry to deploy other RE projects and alleviate poverty.
Support the upscaling of business plans seeking to boost EE practices and disseminate or replicate off-grid, decentralised or distributed RE generation models at local, district or provincial level.	Support innovative, highly visible community initiatives and SMEs to expand the share of RE, provide concrete poverty alleviation models, improve EE and influence energy policy makers.
Remove institutional barriers that hamper access to financial resources for the deployment of new RE and EE endeavours.	Map out pathways and business models for the integration of micro-systems into the grid.
Create new RE equipment manufacturing industries and supply chains, including maintenance services, equipment certification, equipment installation training and other capacity-building initiatives.	Support the implementation of policy and regulatory frameworks leading to the removal of fossil fuel subsidies.
Improve the credibility and efficiency of technology and processes.	

SUB-SAHARAN AFRICA

Business and Finance	Policy and Regulation
Increase energy access and off-grid energy services by fostering models that ensure long-term sustainability in an integrated manner, including aspects such as ownership, maintenance and legal dimensions.	Support clean energy planning and transition management by targeted measures such as the encouragement of transparent planning processes and assistance in the preparation of energy and electricity plans.
Support long-term socio-economic development and green jobs.	Support policy formulation and capacity building to enable the creation of local clean energy pathways.
Support co-operative public-private partnership solutions through the creation of networks and partnerships between public and private actors.	Support the proper management of public data.
Support capacity building via targeted measures such as the development of rules, frameworks and plans, as well as economic and financial analyses, basic training and awareness raising.	
Support the development and diffusion of financial mechanisms for upscaling RE and EE, such as incentives and risk mitigation tools.	

4.3 Country priorities

REEEP is seeking proposals from selected priority countries. These have been identified in consultation with the 9th Programme Cycle donors and are based on REEEP's previous success as well as opportunities for a wide impact.

Region	Prioity countries
East Asia	**China**
Latin America and the Caribbean	**Brazil • Colombia • Peru** Bolivia • Nicaragua
South Asia	**India** Bangladesh • Nepal
South East Asia	**Indonesia • Vietnam** Lao PDR
Sub-Saharan Africa	**Ethiopia • Ghana • Kenya • Liberia • South Africa** Benin • Burkina Faso • Chad • Mozambique • Niger • Tanzania • Tunisia

Countries listed in bold are first-tier priority countries; others are second tier.

What kind of projects are likely to be selected?

In a nutshell, REEEP is focusing on projects that can demonstrate a clear role in upscaling the adoption of EE and RE technologies. Preference will be given to projects that:

- have the desired characteristics outlined (measurable outcomes, a needs-driven approach, stakeholder identification, and an in-built, clear plan for scale-up and replication);
- cover one of the regional priorities and thematic priorities (scale-up successful business models for clean energy, support decentralised and/or off-grid generation, harness the benefits of clean energy in food production, employ clean energy in providing reliable water supply, communicate learnings and open up energy data and information); and
- are undertaken in one or more of the priority countries.

About REEEP

REEEP is a market catalyst for renewable energy and energy efficiency in developing countries and emerging economies.

REEEP was established as a voluntary multi-stakeholder partnership at the Johannesburg World Summit on Sustainable Development in 2002 to provide a new and flexible way of working together to achieve common clean energy goals and a sustainable energy future.

REEEP now has over 400 partners, including 45 governments, and achieves its objective through a range of activities. These include a programme cycle under which REEEP extends financial support to high-quality renewable energy and energy efficiency projects targeting policy and regulatory issues, and developing new business and financing models.

More information on REEEP's activities and services is available at **www.reeep.org.**