

Market Consultation

Further development, update, maintenance and application of the Energy Access Market Development (EAMD) Scorecard

Organization: The Netherlands Enterprise Agency (RVO)

The Netherlands Enterprise Agency (**in Dutch: Rijksdienst voor Ondernemend Nederland, RVO**) supports private and public organizations with funding, international business partners, knowledge, and regulations.

More information about RVO can be found on: www.rvo.nl and <http://english.rvo.nl/>.

Background

While SDG7-focussed energy access programs primarily aim at providing modern energy services to the energy-poor, in a broader context the objective is the development and strengthening of related markets. In order to "measure" (progress in) the development of such markets a "tool" to measure the state of markets is required. To that end and for the "Energizing Development (EnDev)" program, the so-called Energy Access Market Development - or "EAMD"- model was developed and has since been used.

The model entails a straightforward break down of energy access markets in some 50 components, each of which can subsequently be scored for its level of development, from corresponding to a "pre-commercial" phase to corresponding to a "mature" market development phase. Such scoring of an energy access market subsequently highlights which elements of a market are (relatively) poorly developed - and thus need support / strengthening in order for the market as a whole to further mature, and which elements do not need such (further) support.

While the tool thus far was mainly used for assessing markets for the EnDev program, in the coming years it will be used more broadly for RVO-run energy access programs.

Purpose of the market consultation

RVO aims to outsource the further development, use and maintenance of the said tool and to that end the purpose of this market consultation is to assess interest by organisations to develop, use and maintain the tool for the coming years.

Extent and duration

The project will run from end of June 2022 until December 2025, unless parties agree otherwise in writing.

Budget indication

Lump sum budget is € 100,000,- excluding DUTCH VAT (and including local costs and taxes if applicable).

Purpose of the project

The purpose of the project is to generally provide a shared service for different, RVO-run, energy access programs in terms of further development and use / implementation of the tool, analysis of sets of scorings / results, structuring and maintenance of a database of markets scored by the tool and presentations / explanation of the tool as required.

Deliverable

In function of the requested tasks, deliverables under this contract entail the following:

1. Additional versions of the scorecard, i.e. for markets with different dynamics than those developed thus far;

2. Reports on in-depth scorings of individual markets, on market development across programs with multiple projects and on trend analyses over time of individual markets;
3. An accessible database, maintained for the duration of the contract;
4. (Powerpoint Slide decks of) presentations of the tool.

While a number of each of the deliverables is requested, in line with the nature of the contract the exact number of each of the deliverables is not yet known and will only be decided as a function of the work requested.

Required skills/experience

Required skills entail a good understanding of market development and -dynamics of energy access markets (cooking and electrification), particularly in Sub-Sahara Africa, experience with market models and market modelling, as well as advanced skills in XL and database handling.

Application

You can show your interest in this procurement procedure by sending an e-mail to Katia Sayapina, katia.sayapina@rvo.nl with your company details and confirmation of interest. The purpose of the market consultation is merely to identify interest of experts available and to assess the ability to carry out this assignment. Therefore, any proposal, CV, or motivational letter sent will not be taken into consideration.

You do not have to send documents; only add you company details, address and possibly your web address

Based on the market consultation, RVO can decide to start a procurement procedure. Interested companies/consultants can be invited to this procedure. Your response to this market consultation does not mean you have the right to be invited to this procurement procedure. In case of a follow-up process, no distinction will be made between parties that have or have not participated in the market consultation.

The deadline for responding to this notification is set at **6 May 2022 11 CEST AM**.

Yours sincerely,

Katia Sayapina
Consultant Procurement