

Market orientation

EnDev DSS Performance study - ref. 202505151

Organisation: The Netherlands Enterprise Agency

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

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

Purpose of the tender

The Energising Development (EnDev) programme is a strategic partnership of likeminded donors and partners to support access to modern energy. Its Demand-Side Subsidy (DSS) Component pilots subsidy schemes for low-income and/or displaced populations who are currently unable to access commercial off-grid solar and cooking markets.

The purpose of the DSS performance study is to:

1) assess the performance of the four demand side subsidy pilots in Liberia, Malawi, Niger and Uganda in serving marginalised groups by reviewing the technical aspects of the design, taking into account the stage of market development and social dimensions against to the OECS DAC criteria effectiveness, efficiency, relevance and coherence ; and 2) provide recommendations on how to improve DSS schemes in order to maximise market benefits and reaching intended end-users.

The scope of the assignment is to collect detailed information on the subsidy designs according to the elements of WB's ESMAP toolkit (being: predesign principles; targeting; subsidy level; delivery; verification; exit) in Liberia, Malawi, Niger and Uganda in line with the OECD DAC criteria (effectiveness, efficiency, relevance and coherence). Given the relatively short implementation of the DSS pilots, the study is not expected to draw conclusions about the impact and sustainability.

EnDev Evaluation and DSS Performance Study

The DSS component has three overarching learning questions. The first question examines the design of the pilots with a specific focus on effectiveness and efficient use of funds, while the second question looks into market distortion and interactions, the third question examines market development. It was decided that this performance study will research the learning questions relating to the technical design of the subsidies and the social aspects such as social tension and perception. Whilst question 2 may only be addressed partially (to be discussed during inception), question 1 should be fully answered as part of the study. In parallel, EnDev is planning end-evaluation which will look into the market development aspects not covered under the Performance Study. The findings of this study should serve as input to the EnDev evaluation and vice versa.

Purpose of the notification

The purpose of this market orientation is to explore which parties are interested and possess the necessary knowledge, experience, and capacity to be eligible for a potential tender.

Extent and duration

The project will run from October 2025 through March 2026.

Budget indication

max €128.000 excluding Dutch VAT and including all local VAT and other costs.

Requirements

The proposed team should be able to address the study objectives in a methodologically sound and timely manner, in accordance with the foreseen planning and research questions. This responsibility includes ensuring proper conduct of the process, adhering to standards including producing deliverables that meet expected quality standards and agreed timelines.

More specifically, the requirements of this assignment are as follows:

- The team reflects the expertise needed to fulfil the assignment and have extensive experience in conducting similar qualitative studies related to programmes focused on energy access, with a focus on LNOB, market/sector development, technical knowledge of solar products and cooking technologies, Results-Based Financing (RBF) designs and in the EnDev programme countries;
- The team has at least one expert with 10+ years of experience, using qualitative methods, including conducting surveys and interviews;
- The team represents strong knowledge of the countries being studied, with a substantial role for regional/national consultants, with knowledge and expertise of the context or lived experience being considered leading;
- The team has a clear understanding of gender and social inclusion in energy access;
- The team has experience in the validation and dissemination of learnings, with organising and facilitating interactive learning multi-stakeholder validation sessions in an international setting;
- The team includes fluent French- and English-speaking members.

Application

Interested organisations are invited to send an expression of interest to RVO by sending an e-mail to havaf.bentouhami@rvo.nl of the Procurement Office. Please state the name of the contact person of your company and its e-mail address.

You do not have to send any documents; please only send a short message that you are interested.

As a result of the market orientation, RVO can decide to start a follow-up process.

Interested parties can be invited in this process to submit a request for proposal.

If more than 5 applicants respond to the market orientation a supplier selection can take place on the basis of a selection prior to the request for proposal.

Deadline

The deadline for responding to this marketorientation is set at **22 July 2025**.