West and Central Africa Market Entry and PAYGO Integration Request for Applications

Welcome. The briefing webinar will start at 3pm SAST (GMT+2)

- Please remember to mute your microphone
- Question and Answers – please use the chat box to type in your questions to the presentation.
- The slides and Q&A document will be posted on the RTI website ([www.rti.org/rfp](http://www.rti.org/rfp)) on August 19, 2019
West and Central Africa Market Entry and PAYGO Integration Request for Applications

Webinar Presentation on August 15, 2019
Overview

• Introduction
• Grant Themes
  1. Market Entry
  2. Pay-As-You-Go (PAYGO) integration into off-grid solutions.
• Applications Process
• Applications Evaluation Criteria
• Question & Answer
Introduction

Two opportunities to apply for:

a) Market Entry - where companies can target new countries and/or new areas within existing country presence that are underserved e.g. Last Mile; and

b) Pay-As-You-Go (PAYGO) integration into off-grid solutions

Implementation countries: Burkina Faso, Cameroon, Côte d’Ivoire, Democratic Republic of the Congo (DRC), Ghana, Guinea, Liberia, Mali, Niger, Senegal, Sierra Leone, and Togo.

Duration of programs will be for a maximum period of 12 months from the date of award.

Grants awarded are anticipated to be within the range of USD100,000 to USD250,000.
Market Entry

- Grant will support SHS and micro-grid companies to enter underserved geographic markets or approach market segments that present risks to their business model.

- Applicants to demonstrate the additionality of proposed grant activities by providing a risk analysis of their target geography or market segment, and a narrative comparing those risks to other areas or customers targeted for expansion.

- Grant activities should be directly related to risk mitigation measures identified in the risk analysis.
Market Entry

Application should illustrate:

- How the company will increase access to electricity;
- How the company will increase efficiency and reliability;
- How the company will scale/replicate after the grant period ends;
- Specific strategies to reach female customers for household or productive uses of energy;
- Profitability before the period of the grant ends;
- Expansion plan over the next several years – geographies, customers, target sales;
- Grant’s target market important to the overall expansion plan?
Market Entry

Proposed grant activities will be assessed on:

- Extent to which activities directly and realistically address specific risks, as demonstrated through a risk assessment and narrative.

- Additionality to wider expansion efforts.

- Number of new connections anticipated from target geography, customer segment, or overall expansion effort.
Pay-As-You-Go (PAYGO) integration into off-grid solutions

➢ Grant will support companies to develop, integrate, or improve their capacity to use PAYGO technology.

➢ Grants will cover specific activities in applicant’s overall PAYGO technology roadmap.

➢ Applicants should describe:
  o their current use of PAYGO technology,
  o how they will improve existing systems,
  o their plans to implement or improve PAYGO systems over the next several years.
Pay-As-You-Go (PAYGO) integration into off-grid solutions

- Preference shown to those proposals that offer greatest additionality to internal and partner resources.

- Applications to include a PAYGO roadmap which outlines the objectives, activities and timelines associated with the applicant’s PAYGO initiative.

- The roadmap will demonstrate how activities will contribute to profitability and market reach¹.
Pay-As-You-Go (PAYGO) integration into off-grid solutions

PAYGO roadmap should describe:

- Current PAYGO capacity;
- Objectives, activities, partnerships and timelines associated with the applicant’s PAYGO initiative;
- Proposed use of grant funding;
- Targets relevant to profitability and market reach.
Pay-As-You-Go (PAYGO) integration into off-grid solutions

Proposed grant activities will be assessed on:

- Extent to which activities optimally contribute the applicant’s use of PAYGO technology
- Number of new connections anticipated from adoption or improvements to PAYGO initiatives
Gender equality and women’s empowerment

PAOP’s objectives relating to gender equality and women’s economic empowerment are aligned with Power Africa’s Gender Equality goals which are to increase:

- Women’s participation in the energy sector workforce, including in leadership roles
- Women’s access to energy

Applications should explain how projects contribute to these goals as this will be considered in the evaluation (5 out of 30 points).
Monitoring, Evaluation and Learning requirements for the RFA

All applications should include a Monitoring, Evaluation and Learning (MEL) plan that:

- Provide a narrative description of how the grant will be monitored and evaluated;

- Provide a narrative description of how the organization will use monitoring data to guide programming decisions and interventions;

- Provide a table that shows clear targets and indicators to measure progress. The table should include activities and action items from your grant implementation plan.
## Monitoring, Evaluation and Learning requirements for the RFA

<table>
<thead>
<tr>
<th>Activity</th>
<th>Performance Indicator</th>
<th>Target</th>
<th>Data Source</th>
<th>Method of Data Collection</th>
<th>Frequency of data collection</th>
<th>Data Verification Plan</th>
<th>Reporting of Data</th>
<th>Location of data storage</th>
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</thead>
<tbody>
<tr>
<td>XXX</td>
<td>Electricity Access: Number of new off-grid anticipated direct connections.</td>
<td></td>
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<tr>
<td>XXX</td>
<td>Number of new grid and off grid actual direct connections.</td>
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<tr>
<td>XXX</td>
<td>Number of productive-use off-grid devices or systems sold as a result of USG/Power Africa assistance.</td>
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<tr>
<td>XXX</td>
<td>Applicant to insert other tailored indicators specific to its program</td>
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# Application Process: Dates and Deadlines

<table>
<thead>
<tr>
<th>Event</th>
<th>Date</th>
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<tbody>
<tr>
<td>Date of Issuance</td>
<td>July 25, 2019</td>
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<tr>
<td>Closing date for questions</td>
<td>August 12, 2019</td>
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<tr>
<td>Live Q&amp;A Webinar</td>
<td>August 15, 2019</td>
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<td>Responses to be published on the RTI website</td>
<td>August 19, 2019</td>
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<tr>
<td>Closing date for this RFA</td>
<td>August 31, 2019</td>
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<td>Anticipated award date</td>
<td>November 01, 2019</td>
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Application Process: Eligibility

Applicants must be a registered company/enterprise and should:

- Be legal persons;
- Be formally constituted at the time of grant award;
- Be compliant to government of Host Country regulations (submit tax compliance certificate or equivalent);
- Have their principal place of business in host country/countries;
- Organizations that already have a presence or are currently working in some of the mentioned geographical areas will be considered.
Application Process

- Questions and Answers document and/or an amendment to the RFA will be issued and posted to [www.rti.org/rfp](http://www.rti.org/rfp) on August 19, 2019
- Applications should not exceed 10 pages excluding attachments
- Applications should include
  - Part A: Technical Application;
  - Part B: Monitoring, Evaluation & Learning Plan;
  - Part C: Implementation Plan;
  - Part D: Detailed Budget and Budget Justification
  - Part E: Required Certifications (must be signed)
- Applications to be submitted in English by [August 31, 2019 at 17h00 South Africa time](#)
Application Process: RFA Terms and Conditions

Power Africa

➢ May cancel this solicitation at any time at its sole discretion.
➢ May reject any or all responses received. Issuance of this solicitation does not constitute award commitment by RTI or USAID/Power Africa.
➢ Power Africa is not responsible for any costs associated with the development of applications
➢ Only selected applicants will be contacted and/or advised of the final outcome
Application Process: RFA Terms and Conditions

Power Africa

- May disqualify any offer based on failure to follow solicitation instructions.
- May choose to award only part of the activities in an Applicant’s proposal.
- Reserves the right to waive minor proposal deficiencies that can be corrected prior to award determination to promote competition.

Permission for use and disclosure

- By way of applying under this RFA, the applicant consents to the disclosure of the documents submitted to the reviewers involved in the selection process.
## Applications Evaluation Criteria

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<tr>
<th>Merit Review and Category</th>
<th>Points</th>
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<tr>
<td>Feasibility of design and technical approach</td>
<td>40</td>
</tr>
<tr>
<td>Extent of contribution to PAOP objectives including gender and environmental considerations</td>
<td>30</td>
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<tr>
<td>Management and operational capacity</td>
<td>10</td>
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<tr>
<td>Commercial Sustainability/Financial self-reliance</td>
<td>10</td>
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<tr>
<td>Cost efficiency</td>
<td>10</td>
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<tr>
<td>Overall Rating (out of 100 points)</td>
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Questions and Answers
THANK YOU