SNV: Results Based Financing (RBF) - Stage 2
Rural Remote and Vulnerable Solar Market Development
Instruction: Professional-Technical Services Provider Pre-Qualification

1. Background

SNV is a not-for-profit international development organisation. Founded in the Netherlands 51 years ago, we have built a long-term, local presence in 38 of the poorest countries in Asia, Africa and Latin America. SNV has worked in Tanzania since the 1971 and currently has field offices in Dar es Salaam, Mwanza, Arusha, Dodoma, Sumbawanga and Mbeya. In alignment with our Corporate Strategy, SNV Tanzania focuses on three sectors namely Agriculture, Energy and Water, Sanitation and Hygiene (WASH).

The overall goal of SNV Tanzania Energy sector is to contribute to improve the livelihoods of the rural and peri-urban people in Tanzania by accelerating the dissemination and use of renewable energy products and services. SNV Tanzania is involved in clean energy sub-sectors including improved cooking and solar.

In 2014, SNV began active implementation of a project in Results Based Financing (RBF) for Pico-Solar PV lighting applications in the Lake Zone. The project initially concentrated on the application of a temporary financial product in mainstream banking as an RBF Fund of € 1.0 Million that serves to assist the Private Sector in developing the market for Pico-Solar products in isolated rural areas. In 2016 the RBF Fund grew to a total value of € 2.2 Million with expanded outreach to markets in the Lake and Central Zone Regions. As of close 2018, the RBF Fund has transacted € 1.89 Million to the private sector supporting verified delivery of nearly 80,000 solar products to rural Lake and Central Zone consumers.

The RBF initiative for solar in Tanzania is financed through the Energising Development (EnDev) initiative with the support of the UK’s Department for International Development (DfID).

1.1 Introduction

The RBF Fund for in 2019-20 will re-open with a dedicated C1.5 million EUR in RBF incentives available to the private sector. This second stage of the RBF Fund for 2019-20 (RBF Stage 2) will be based on the foundational principles and structures as successfully developed and adapted during RBF program operations in 2014-18 with strategic redesign of key financing elements to ensure RBF incentives are more sensitively tuned to sustained market development in vulnerable and remote Lake and Central Zone regions.

The 2019-2020 RBF program will continue to be driven by three main sets of actors: (i) a Financial Institution hosting the RBF Fund and as represented by Tanzania Investment Development Bank (TIB), (ii) (Pico) Solar Import-Suppliers, and (iii) Rural Agents and Consumers. SNV’s main role in the program will be to broker relations amongst actors that ensure fair, transparent and verifiable financial transactions throughout management of the fund.

SNV Tanzania invites applications from eligible, competent, qualified, expert Solar companies to pre-qualify for the supply of quality solar products in line with the “Results Based Financing (RBF) Stage 2: Rural Remote and Vulnerable Solar Market Development project in Lake-Central Zones of Tanzania for 2019-2020”

2. General Pre-Qualification Instructions

Firms may submit their applications to participate in Stage 2 of the RBF Fund at any time throughout the period of March 2019 through April 2020. Applications will be assessed for compliance to admissions standards by on a bi-monthly basis throughout the RBF Fund Stage 2 operations.

Firms must clearly demonstrate that products they will avail through the RBF Stage 2 program meet the following requirements:

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<tr>
<th>Eligible Pico and Solar Home System Products to be Provided</th>
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<td>&quot;Pico-Solar&quot; defined as per the guidelines of IFC’s Lighting Africa Program and in accordance with product quality assurance as defined by the Tanzania Bureau of Standards. Pico-Solar herein will be described as Off-Grid lighting products or systems that are stand-alone, rechargeable and can be installed, assembled and used easily without minimal assistance from a technician and typically have three key components:</td>
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<td>i. electricity source, most commonly a small 1-10W solar panel;</td>
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<tr>
<td>ii. a modern rechargeable battery, increasingly lithium-ion; and</td>
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<tr>
<td>iii. a modern lantern or lamp, usually with an LED (light emitting diode) bulb.’</td>
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<tr>
<td>Pico-solar products will include also larger plug and play solar home system (SHS) applications providing upwards of 350W of energy.</td>
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Upon assessment of basic eligibility as a Pre-Qualified Service Provider and before finalization of contracting, firms will further be required to:

1. Pass an onsite due-diligence inspection to ensure solar product authenticity and firm operations
2. Evidence holding of a valid business account with TIB Development Bank.

All technical service providers approved through the pre-qualification application process will be registered on the SNV Tanzania Approved Service Providers database for a period of 24 months during which they will be eligible to make sales of solar products and make claims to the fund as prescribed by the RBF Stage 2: Operational Guideline.

Prospective applicants will not be considered qualified unless in the judgment of SNV Tanzania they possess capability, experience, and qualified personnel to satisfactorily execute the contract for services.

2.1 Pre-Qualification Questionnaire
Carefully read the instructions before completing the Pre-Qualification Questionnaire and compiling your required documentation for assessment of eligibility. Note that submission of false information will lead to automatic disqualification.

- Responses to the Pre-Qualification Questionnaire must be in accordance with the requirements for information in the document.
- Applicants must fill all sections and provide all requested documents.
- Applicants should note that this call for pre-qualifications does not amount to any contractual obligation.
- The Pre-Qualification Questionnaires which are NOT filled out completely and submitted in the prescribed manner with all requested attachments and certificates will not be considered.

It is understood and agreed that the pre-qualification data on prospective applicants is to be used by SNV Tanzania in determining, according to its sole judgment and discretion, the qualifications of prospective bidders to perform in respect to service category as describe by Client.

3. Submission Requirements
Submissions must include one hard copy of all documents. This hard copy must be marked “original”. Applicants must also provide one data storage device (CD or USB Flash) containing electronic copies of the complete application and all provided documents. No electronic submissions will be accepted.

The application for prequalification must be submitted in a sealed envelope, clearly labelled:
- Pre-qualification for the Supply of RBF Solar Products in the Lake – Central Zones of Tanzania

- The sealed envelopes should be addressed to ‘SNV Technical Services Prequalification’ and submitted to any of the following addresses:

<table>
<thead>
<tr>
<th>SNV Tanzania Office</th>
<th>Physical Address</th>
<th>Phone</th>
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<tr>
<td>Dar Es Salaam</td>
<td>Plot 1124, Chole Rd, Masaki</td>
<td>+255 22 2600 340</td>
</tr>
<tr>
<td>Arusha</td>
<td>Off Philips – Impala Road, Kijenge Area</td>
<td>+255 27 254 3179/3185</td>
</tr>
<tr>
<td>Mwanza</td>
<td>Plot 116, Block D, Balewa Rd, Isamilo Area</td>
<td>+255 783 098 413</td>
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Interested applicants may obtain the Pre-Qualification Application Package for the RBF Stage program from the SNV Tanzania website at http://www.snv.org/country/tanzania

Deadline for submission of applications for the first intake is Thursday, October 31st, 2019 at 2:00pm (East Africa Time, EAT)