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SEforALL Terms of Reference

Consulting services for a Powering Healthcare Market Assessment and Roadmap in India

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Background on SEforALL

Sustainable Energy for All (SEforALL) is an international organization that works in partnership with the United Nations and leaders in government, the private sector, financial institutions, civil society and philanthropies to drive faster action towards the achievement of Sustainable Development Goal 7 (SDG7) – access to affordable, reliable, sustainable and modern energy for all by 2030 – in line with the Paris Agreement on climate. We work to ensure a clean energy transition in the Global South that leaves no one behind and brings new opportunities for everyone to fulfil their potential.

Former UN Secretary-General Ban Ki-moon launched the Sustainable Energy for All initiative in 2011. Now an independent organization, we maintain close links with the UN, including through a relationship agreement, partnerships with UN agencies and with our CEO acting as the UN Secretary-General's Special Representative for Sustainable Energy for All and Co-Chair of UN-Energy.

Background on Powering Healthcare

SEforALL's Powering Healthcare (PHC) workstream acts as an 'engine room', providing the impetus and solutions needed by governments and their partners to increase investment in and the sustainability of health facility electrification efforts. PHC does this by:

- Building an investment case for powering healthcare to ensure access to adequate and reliable power in healthcare facilities is prioritized as necessary to achieving public health and energy/climate goals.
- Creating the core 'building blocks' to deliver distributed clean energy solutions to healthcare facilities at scale and in a sustainable manner.

To advance these objectives, Powering Healthcare focuses on:

a. *Data and research*: Build the evidence base for powering healthcare facilities, particularly in the areas of sector intelligence/mapping and impact research;
b. *Thought leadership*: Develop the new ideas and tools (related to, e.g., business models, policy and quality assurance) needed to facilitate wide-scale and sustainable adoption of distributed clean energy solutions in healthcare facilities; also promote market shaping and sustainable O&M
c. *Finance*: Provide finance to de-risk investments and spur innovation in electrifying healthcare facilities; indicative activities include a UEF window on health facility electrification and a small-grant innovation challenge fund to stimulate innovative technologies and delivery models;
d. *Collaboration and coordination*: Strengthen political and technical cooperation and knowledge exchange among health and energy players;

e. *Advocacy and communications*: Raise awareness and educate stakeholders on the need and opportunity to provide better health services by powering healthcare facilities;
f. *Country*-level *support*: Provide strategic and technical advisory services to governments.

Context

Ending preventable deaths of newborns and children (SDG 3.2) and ensuring universal health coverage (SDG 3.8) with universal access to modern and efficient energy services (SDG 7.1) are commitments of India towards achieving the Sustainable Development Goals by 2030. To achieve these SDGs, it is crucial for the health facilities to have adequate infrastructure and reliable electricity through renewable sources. At the same time India is also targeting to achieve the climate related SDGs.

National Programme on Climate Change and Human Health (NPCCHH) is a flagship programme of Ministry of Health and Family Welfare in India, shaping health system response to climate change in the country with goal to reduce morbidity, mortality, injuries, and health vulnerability to climate variability and extreme weather events. The National Centre for Disease Control (NCDC) is the implementing agency for the programme related activities of NPCCHH in the various health care facilities (HCFs) of States under the funding umbrella of the National Health Mission (NHM). NCDC along with UNICEF and other partners such as Selco Foundation are aggressively moving towards solarizing health facilities, starting with the states where power interruptions are more frequent, with the ambition to cover all states.

Objective

Develop a "Powering Healthcare Market Assessment & Roadmap" (Roadmap) for the Government of India (GoI) in two states: Uttar Pradesh and Bihar. This Roadmap will support SEforALL's Powering Healthcare initiative and UNICEF's objective to provide technical assistance for sustainable electrification of all healthcare facilities in India.

Scope of Work

The Consultant will deliver the roadmap in two phases.

Phase 1:

- Focus on Uttar Pradesh and Bihar.
- Deliver a comprehensive market assessment and roadmap for sustainable electrification of healthcare facilities in these two states.

Phase 2:

- Contingent upon funding availability.
- Expand the assessment and roadmap to include three additional states in India: Madhya Pradesh, Haryana, and Ladakh when Phase 2 is confirmed (on availability of funding).

The Consultant will prepare a single proposal outlining the methodology and deliverables for both phases. This proposal will clearly differentiate between Phase 1 guaranteed deliverables for the two states and Phase 2 deliverables for all 5 states (UP, Bihar, MP, Haryana, and Ladakh). Similarly, for Phase 1 (Uttar Pradesh and Bihar) - the confirmed scope of work - the consultant shall submit a detailed budget breakdown (as a separate document as indicated under the Bidding Process section. To explore potential cost savings through economies of scale, we encourage the consultant to also submit a detailed budget estimate for Phase 2, which would encompass all five states (Uttar Pradesh, Bihar, Madhya Pradesh, Haryana, and Ladakh). It's

important to reiterate that Phase 2 is contingent upon securing additional funding and will only be confirmed at a later date.

The Consultant is expected to answer the following questions through the roadmap (sections 1 and 2 give details) and the Consultant is expected to propose a methodology for conducting the assessment.

- How many healthcare facilities lack power (Provide baseline on number (%) of health facilities unelectrified or unreliably electrified, ongoing initiatives to bridge gap, and what is the current gap. Other statistics can also be provided)?
- What are their energy needs? (this can include an assessment of energy efficient medical and non-medical appliances)
- What technologies are best suited to meet these needs?
- How much will it cost to bridge the energy gap in the health sector (Provide estimate of investment needed to bridge the gap based on information such as estimated cost/W for CAPEX and OPEX)
- List the empanelled private sector providers
- What sources and what level of funding is available for the initial investment and long-term operation of these facilities?
- What are the more appropriate 'business models' for delivering these solutions? (Landscape of current business (operational) models and recommendations on how they can be enhanced for long term sustainability)
- Landscape of different development partners and their interventions
- What are the current challenges?
- How is impact measured?
- What are the future trends (technology, policy, financing etc)
- Provide practical recommendations targeted at the government and its development partners in terms of the planning and coordination of HFE efforts.
- Provide recommendations on policies/regulations that should be incorporated/amended
- Provide best practices from other countries etc.

The Roadmap is expected to provide the GoI and its development partners with a data-driven plan for electrifying 2 states: Uttar Pradesh, Bihar) underserved health facilities in a sustainable and durable manner. As indicated earlier, a subsequent phase, if confirmed, will entail the same work for the 3 additional states (Madhya Pradesh, Haryana, and Ladakh) ultimately covering all 5 states.

To develop the Roadmap, the Consultant is expected to carry out the following activities, in close collaboration with the Ministry of Health and Family Welfare, National Institute of Solar Energy (NISE), Ministry of New & Renewable Energy, Ministry of Power and development partners active in India.

1. RESEARCH, COORDINATION AND ANALYSIS

- Stakeholder/Intervention Mapping
  - Map all relevant stakeholders (public sector, donors, development partners, private sector, civil society) and their respective roles in the electrification of public and private health facilities in India.
  - Document past, ongoing, and planned electrification interventions in the health sector.
- Enabling environment
  - List and evaluate policies and regulations related to healthcare electrification, and how it is currently being coordinated.
- Facility Mapping
  - Identify datasets and visualizations that map the location of all health facilities through GIS (e.g. health facility master list, WRI, World Bank, Global Electrification Platform, JRC Clean

Energy Access Tool etc.).
    - Log/Cross Check (where feasible) the electrification status of health facilities based on available data and information, to analyse the total market opportunity of providing health facilities with renewable energy technologies.
- Energy Needs, Technology and Cost Assessments
    - Estimate the energy needs of health facilities to inform the type and design of appropriate energy systems for archetype climate-resilient facilities at different levels of healthcare as well as the potential for demand-side management.
    - Assess the availability of electricity-dependent medical and non-medical appliances, and the opportunity for introducing energy-efficient appliances.
    - Propose standardized technical system designs for different tiers/types of health facilities to ensure access to reliable electricity, for the purpose of country-level investment analysis.
    - Analyse costing (Capex and Opex) based on current technology pricing and forecasts.
- Financing and Delivery Model Analysis
    - Analyse existing and potential funding/financing levels and sources for the electrification of health facilities and associated O&M activities to ensure long-term sustainability.
    - Estimate the affordability gap based on Capex, Opex and ability to pay of the health facilities.
    - Evaluate the feasibility and appropriateness of different delivery models (e.g. service-based approaches, PPAs, etc.) for scaling up the electrification of health facilities. Propose delivery models beyond the completion of the currently funded projects, with a 10-year horizon.
    - Identify sources of financing (including climate finance) and suggest avenues to mitigate risk for private sector investment.

The results of the field assessments (energy demand, system sizing) should be validated/aligned on the basis of similar findings conducted by NISE, if any.

2. REPORT DEVELOPMENT AND DISSEMINATION

- Develop a word/ppt report with key findings and practical recommendations for electrification interventions of health facilities in India, targeted to Government stakeholders and their development partners. At the inception meeting, the type of report (word/ppt) can be decided
- Develop a 15 page/slide (word/ppt) Executive Summary in English.
- Develop a dissemination strategy with the aim of validating the report and mobilizing buy-in from key stakeholders from the energy and health sector.
- In close contact with the national counterparts and SEforALL and as a result of the roadmap's recommendations, develop a list of activities that could be further implemented if funding was made available, as well as the associated costs.

It will follow three other Powering Healthcare Roadmaps already published Roadmaps for Nigeria, Sierra Leone and Rwanda.

APPROACH, TIMELINE AND DELIVERABLES

Approach:

To develop the Roadmap, the Consultant is expected to carry out the scope of work through a range of activities, including but not limited to in-person and virtual stakeholder consultations, desk-based research, key informant interviews, analysis of project documents and participation in multi-stakeholder platforms. If international, the Consultant must present in country presence, either through an independent local consultant or company to coordinate the on-the-ground visits and other expected missions.

In addition to using online data, the Consultant will need to visit at least 10 representative health facilities (a mix of health facilities of different types) per state to gather new data or confirm existing data provided by the Government and development partners, including expected demand, ability to pay and facility's revenues.

The selected Consultant will maintain close contact with a designated SEforALL Project Manager throughout the assignment to facilitate the work and will hold periodical meetings to provide updates to SEforALL, after which detailed minutes of the meeting will be sent. All draft reports will be reviewed by SEforALL, which will provide consolidated comments within one week of receipt.

The Consultant should make a concerted effort to mainstream gender considerations throughout this assignment. Furthermore, the firm is expected to implement at least 40:60 female to male ratio in their team and submit a copy of gender policies followed by the organization.

Contract period:

The contract is expected to run for 7 months from Aug 2024 to Feb 2025.

Timeline and Deliverables:

The work is expected to last 7 months. The deliverables and timeline for this project are as follows:

Activity	Deliverable	Start Month (M)	M+1	M+2	M+3	M+4	M+5	M+6
Kick-off meeting in New Delhi (in person)	Minutes of mission Inception report							
Report drafting	Draft report							
Findings' validation workshop with national stakeholders (in person – New Delhi)	Validated report Executive summary							
Dissemination	Dissemination strategy							
Final Report	Final Report							

Language requirements:

The work should be conducted in English

Travel:

Travel is expected within India to carry out the site visits. Two in-person meetings are foreseen in New Delhi, as shown in the timeline: a kick-off meeting with all key stakeholders and a validation workshop to validate the key data and recommendations before delivering the final report. Budget for this travel should be included in the proposal.

The selected consultant will also be expected to undertake travel for the purposes of disseminating project findings and recommendations. The consultant is required to submit a provisional dissemination travel budget for conducting 1 workshop per state in the respective states (UP and Bihar). This budget should be a cost estimate and should include a breakdown of anticipated costs for each location, such as

transportation (e.g., flights, ground transportation), accommodation, and per diem expenses. These costs will be reimbursable in adherence to SEforALL's travel policy

ELIGIBILITY CRITERIA AND QUALIFICATION REQUIREMENTS

Eligibility Criteria:

- Registered company/legal entity with a minimum of 5 years' experience in the subject area (scanned copy of the Certificate of Incorporation to be submitted)
- Completed and signed Bank Details Form
- Presence in India
- Confirmation of ability to operate legally in India and compliance with all national laws and regulations
- Valid tax clearance in India or equivalent
- Valid registration of incorporation and certificate in India or equivalent

Organization(s) Requirements:

Organizations or Consortia wishing to submit a proposal should:

- Demonstrate experience carrying out detailed energy needs assessments, facility-wide energy audits, and technical system designs for health facilities (including on-grid and off-grid facilities). Experience in India is strongly preferred.
- Demonstrate experience in designing stand-alone electrification solutions.
- Show a deep understanding of contextual issues around energy sector planning, socio-economic data and the role of development finance and civil society organizations and its relevance to powering healthcare
- The organization or consortium must be eligible to work in India;
- Have experience working across multiple time zones and with multiple stakeholders.
- Demonstrate a good understanding of SEforALL, its mandate and goals.
- Experience working with an international organization such as the UN and World Bank or equivalent will be considered an advantage.
- Must have experience managing relationships with key stakeholders in the energy access field, including national Governments, development partners, and private sector actors.
- Demonstrate experience delivering high-quality reports and other written products.

Team Qualifications and Expertise:

- Team lead must have an advanced University degree in energy, social sciences (policy, economics, sustainable development), or a closely related field.
- Team lead must have a minimum of 10 years of relevant work experience in international development, public policy or international development, with specializations in off-grid energy or the energy-health nexus, with a focus in India.
- Team lead must have experience managing complex, multi-stakeholder projects.
- The team (minimum 4 members) must have and demonstrate relevant experience in the following areas: technical system design for off-grid solutions, innovative business models for off-grid electrification, development of national strategies and roadmaps, energy-health-climate nexus, energy assessments/audits
- The team must demonstrate familiarity with past and ongoing health facility electrification efforts in

India and lessons learned from these efforts.
- Practical experience designing and implementing off-grid solar programs/projects in energy access deficit countries is desirable for the proposed team.
- Team must have experience producing content suitable for external communication, for example donor reports and presentations.
- The proposed team must have solid command of English.

Reporting
The Consultant will report to the Program Manager, Powering Healthcare at SEforALL.

Bidding Process

Proposals can also be submitted as a single entity and consortiums. General instructions to bidders are attached as Annex I.

Technical and Financial proposals are meant to be submitted as separate documents. Proposals must include the following (in either PDF or PPT format):

Technical Proposal

- Brief background about your organization and the year it was founded
- The organization's experience in carrying out similar work including relevant skills, qualifications, and knowledge
- Your understanding of the assignment and a work approach/methodology including any proposed changes to the scope of work
- Timing of activities, and a work plan of the main and sub activities to be carried out
- A detailed risk register along with mitigation strategies
- Three (3) relevant organizational/client references from the last three years
- CVs of key personnel
- Copy of gender policies followed by the leading organization

Financial Proposal, outlining the costs associated with carrying out the scope of work, including:

  - Labour costs (personnel, daily rates, LOE);
  - Travel costs
  - Other costs; and
  - *All costs must be in USD and inclusive of all taxes.*

Evaluation, Conflict of Interest, and Terms of Payment

- Statement of Confirmation
  - Confirmation of no conflict of interest (e.g., none of the bidder's key personnel, including individuals directly involved in project implementation, management, or decision-making, is associated - financially, personally, or employment-wise - with concerned SEforALL staff, SEforALL experts/consultants recruited under this project).
  - Confirmation that no fees, gratuities, rebates, gifts, commissions, or other payments, other than those explicitly stated in the offer, have been given, received, or promised in connection with the selection process or in contract execution.

- Confirmation of satisfactory past performance, including adherence to contractual obligations, timely delivery of services, and compliance with relevant regulations, and confirmation that the bidder is not debarred from conducting business in the country where the procurement is taking place.
- Confirmation that the bidder did not participate directly or indirectly in the preparation of the concerned procurement process or the bidding documents, including the terms of reference, being subsequently used by SEforALL.
- Confirmation of no conflict of interest between or among bidders, and a commitment to disclose any potential conflicts of interest to SEforALL for resolution prior to the submission of bids.

- Terms of payment at SEforALL follow a deliverable based framework. The breakdown of the milestones-payments will be communicated to the selected Consultant
- The evaluation of proposals will be based on a 75 – 25 split for technical proposal and financial proposal, respectively. Details of the evaluation criteria are attached as Annex II.

How to Apply and Deadline

Please submit your proposal to procurement@seforall.org by July 22, 2024, 17:00 Central Europe Summer Time. Bidders' questions can be submitted to procurement@seforall.org.

Annex II – Evaluation Criteria

Consulting services for a Powering Healthcare Assessment and Roadmap in India

Compliance with eligibility criteria: **Pass/Fail**

Organization/Consortium qualifications: 25 points

- ✓ Relevant organizational experience in developing market reports, roadmaps, or similar country reports on energy access (e.g., mini-grids, public institution electrification, clean cooking, etc). 7 points
- ✓ Relevant organizational experience in providing technical assistance to different donors and governments in developing countries in Africa and Asia on energy access. 6 points
- ✓ Relevant organizational experience in managing health electrification-related projects as advisors or implementers. 6 points
- ✓ Relevant organizational experience in India. 6 points

Technical work: 30 points

- ✓ Approach and methodology across the different activities, including site visits. 20 points
- ✓ Recommendations on the activities outlined and approach of these terms of reference. 5 points
- ✓ Proposed timeline. 5 points

Team Composition: 20 points

- ✓ Minimum requirements met by the team. 5 points
- ✓ Expertise offered by the overall team and its structure in line with the scope of work. 10 points
- ✓ Gender balance. 5 points

Minimum technical passing score is 60 points. Firms who pass the min. passing score will be considered for the commercial evaluation.

Budget and Cost-effectiveness: 25 points

- ✓ Is the bid cost-effective and efficient?