REQUEST FOR EXPRESSIONS OF INTEREST

AFRICAN DEVELOPMENT BANK

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New Deal on Energy

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1. The African Development Bank hereby invites Consulting Firms to indicate their interest in the following Assignment:

   **New Deal on Energy for Africa - Mobile Payment Benchmarking Report**

2. Introduction and Background

   With the aspirational goal of taking advantage of Africa’s immense potential to achieve universal access to energy by 2025, the African Development Bank, launched the New Deal on Energy for Africa in 2016. This is a partnership-driven effort with Governments, private sector, bilateral and multilateral energy sector initiatives to develop a Transformative Partnership on Energy for Africa - a public private partnership for innovative financing in the energy sector.

   The Mobile Money Programme is a flagship programme of the AfDB’s New Deal on Energy with the goal of catalysing innovation and scaling of “pay-as-you-go” (PayGo) solar energy enterprises, as well as enterprises that are emerging in other energy and lighting sectors. With the aim of powering and lighting up over 100 Million new households off-grid, the main driver is facilitating increase in ownership and use of affordable off-grid systems to energy poor households through PayGo model.

3. Objective and Activities of the Assignment

   The mission of the Mobile Payment programme is to “**create the enabling environment and strengthen the Pay-as-you-go business models and ecosystem in order to provide energy payment access to bottom of the pyramid populations in Africa**”.

   To address the two main pillars of the programme, “Creating the enabling environment” and “Strengthening the PayGo for energy ecosystem”, there is a need to analyse the current situation on country, regulatory, technology and business model levels. This will be reflected in the need for a study conducted in the early phase of the programme. The study comprises two main areas of focus:
i. **PayGo for energy regulation in “selected countries”**

The objective of this area is to assess the current situation. The study will be conducted involving Pan-African Telcos, governments, central Banks, commercial Banks, PayGo upper-value chain actors, and other key stakeholders in mobile payment.

- Assess the regulation status, hurdles, and bottlenecks of mobile payment services in selected countries, which will be defined by the task managers (hereinafter “the selected countries”);
- Assess regulations status and gaps of mobile payment for utility and renewable energy (exp. Pay-as-you-go solar home systems)
- Identify or develop with the project team an appropriate framework and scorecard to analyse and assess the current Pay-as-you-go for energy payment access in the selected countries.
- Analyse good practices in regulation and legislation to enable PayGo models.
- Identify the countries, which are willing to undertake reforms for mobile payment regulations
- Analyse the countries mobile payment strategies
- Analyse Telcos and Mobile Network Operators plans for mobile payment, challenges in scaling operations, and nature of their mobile money operations.
- Analyse the regulatory barriers and constraints of Pay-as-you-go ecosystem growth and market uptake
- Identify options to overcome those barriers
- Analyse potential opportunities in the selected countries to support the enabling environment
- Develop key findings, recommendations and preliminary solutions

ii. **Benchmarking: PayGo for energy technology and business models landscape in Sub-Saharan Africa.**

This area of the study will analyse the market uptake of Pay-as-you-go for energy technology (renewable energy and payment) as well as the different business models used by the off- or mini-grid energy providers. The objective is to identify best practices in the technology and business models in order to support the replication of the best models in Sub-Saharan Africa.

4. The **New Deal on Energy Strategic Programme** invites Consulting Firms to indicate their interest in providing the above-described services. Interested eligible Consulting Firms or associations of Consulting Firms shall provide information on their qualifications and experience demonstrating their ability to provide the services (documentation, references for similar services, experience in comparable Assignments, availability of qualified staff, etc.).
5. The eligibility criteria, the establishment of a short list and the selection procedure shall be in conformity with the Bank’s **Procurement Policy Framework** for projects financed by the Bank Group, October 2015 Edition, available on the Bank Website at [http://www.afdb.org](http://www.afdb.org). Please, note that interest expressed by a Consulting Firm does not imply any obligation on the part of the Bank to include it in the shortlist.

6. The estimated duration of services is 6 months and the estimated starting date is **December, 15th 2016**

7. Interested Individual Consultants may obtain further information at the address below during the Bank’s working hours: from 09:00 to 17:00.

   Expressions of interest must be received per email no later than **November, 14th 2016 at 12.00 pm** local time and specifically mentioning: **New Deal on energy - Mobile Payment Benchmarking Report**

   For the attention of: Mrs. Fatma Ben ABDA 
   African Development Bank
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