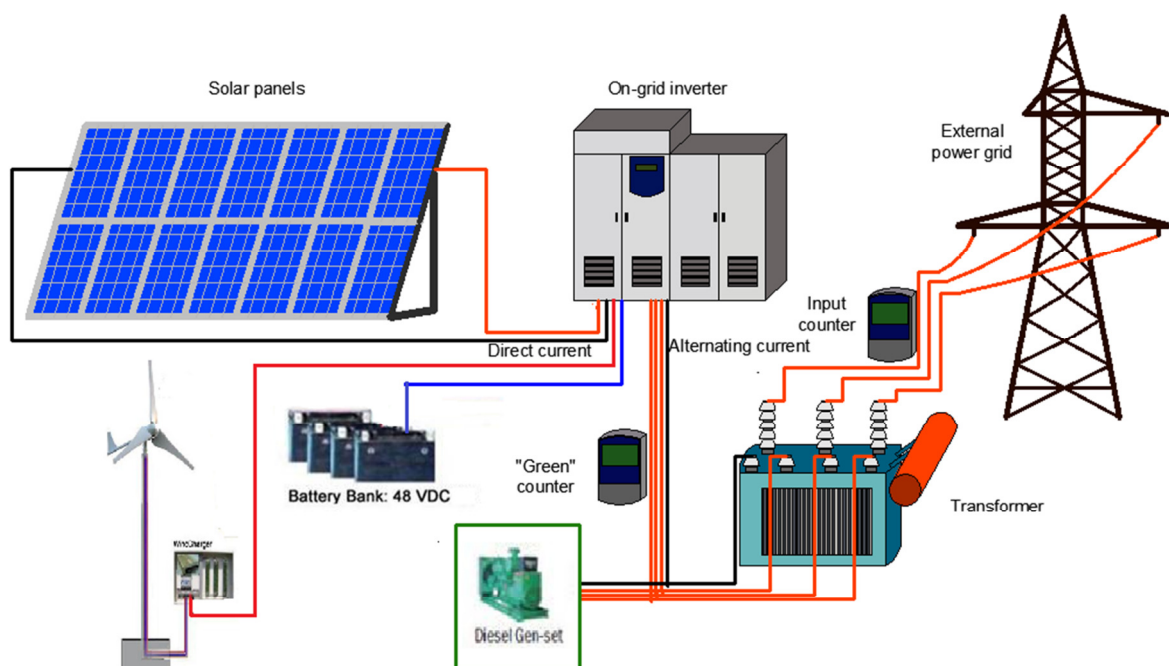


Guidelines for Applicants on the preparation of Concept Notes to apply for support on the development and implementation of Hybrid Mini-grids under the Energy Security and Resource Efficiency in Somaliland Programme (ESRES) - Pilot Phase



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Call for Proposals: Guidelines for Applicants



List of abbreviations

DFID	-	Department for International Development
ESRES	-	The Energy Security and Resource Efficiency in Somaliland Programme
GBP	-	British Pound Sterling
GoSL	-	Government of Somaliland
IPP	-	Independent Power Producer
JSC	-	Joint Steering Committee
MoEM	-	Ministry of Energy and Minerals
MoTI	-	Ministry of Trade and Investment
MoU	-	Memorandum of Understanding
RTL	-	Real Time Learning
UK	-	United Kingdom
USD	-	United States Dollar
VAT	-	Value Added Tax

1. Background

- 1.1. Somaliland has one of the highest costs of electricity in the world and access to affordable, reliable electricity is a significant barrier to growth.
- 1.2. The Energy Security and Resource Efficiency in Somaliland Programme (ESRES) aims to strengthen energy security and access in Somaliland through diversifying Somaliland's energy sources with the introduction of a Renewable Energy component.
- 1.3. The Memorandum of Understanding (MoU) governing the implementation of ESRES was signed in July 2015 between the Government of Somaliland (GoSL) and the UK's Department for International Development (DFID).
- 1.4. ESRES activities are overseen by a Joint Steering Committee (JSC). The day-to-day implementation of ESRES is entrusted to an external Programme Manager. The Programme Manager also acts as the Secretariat of the Joint Steering Committee.
- 1.5. ESRES will be implemented in two phases:
 - Phase I (30 months): pilot-phase;
 - Phase II (24 months): expansion-phase.
- 1.6. Phase I of the Programme exists of three components:
 - Technical assistance to the MoEM for the development of an appropriate policy and regulatory framework for the sector;
 - Pilot the development and implementation of hybrid mini-grids;
 - Create a Renewable Energy Fund towards the end of Phase I.
- 1.7. During Phase I (pilot phase) ESRES seeks to invest in hybrid mini-grids in collaboration with the Ministry of Energy and Minerals (MoEM) and the private sector in Somaliland.
- 1.8. A Hybrid Mini-grid combines at least two different types of technologies for power generation and distributes the electricity to consumers through an independent grid. Thus, the Hybrid Mini-grid is supplied by a mix of Renewable Energy sources and a diesel generator used as a back-up.
- 1.9. The promotion of Renewable Energy Hybrid Mini-grids is based on the premise that hybrid systems have advantages over mono-source systems. However, the technical and commercial context impedes widespread adoption of these systems. It is expected that ESRES will encourage private sector participation in the sector through the provision of support to Independent Power Producers (IPP), generation operators, and rural communities venturing into Hybrid Mini-grids. This would in return accelerate the rate of adoption of Renewable Energy in Somaliland.
- 1.10. Experience gained during this Pilot Phase will inform DFID and MoEM (and other stakeholders) on the potential for Hybrid Mini-grid development in Somaliland.

2. Objective of the Guidelines for Applicants

2.1 Selection of viable projects and Implementing Partners

- 2.1.1 The selection of viable project ideas and Implementing Partners for the development and implementation of hybrid mini-grids during Phase I will follow a competitive process through a Call for Proposals. The objective of the Call for Proposals is to have a fair and transparent process for the selection of Implementing Partners.
- 2.1.2 The selection of viable project ideas and Implementing Partners will take into account geographical spread, choice of technologies, amount of the ESRES investment required, technical and financial viability and social return on the investment. The selection will also take into account the pilot nature of Phase I.

2.2 Call for Proposals

- 2.2.1 The Call for Proposals is structured in two parts. In the first instance, only Concept Notes must be submitted for evaluation. Thereafter, Applicants who have been pre-selected will be invited to submit a comprehensive Technical and Financial Proposal.
- 2.2.2 The ESRES Secretariat will launch the Call for Proposals on the ESRES website and through various other media such as newspapers, mailing lists and other national and international fora.
- 2.2.3 These Guidelines for Applicants provide the scope, investment model, eligibility, application procedure and evaluation procedure for this Call for Proposals.

3. Partnership advantages

3.1 Access to ESRES investment

- 3.1.1 The ESRES funding is based on partnership. The partnership opportunity allows successful Applicants to obtain a significant investment in Renewable Energy capacity, facilitating the expansion and upgrading of electrical infrastructure.
- 3.1.2 ESRES funding must result in a Social Return on Investment for the Somaliland society as indicated in paragraph 5.2.1.

3.2 Enhancing efficiency

- 3.2.1 For small grid systems, Hybrid Mini-grids consisting of diesel generators combined with a Renewable Energy component are often superior to diesel-only generation systems.
- 3.2.2 Hybrid Mini-grid systems can significantly reduce operating costs by generating electricity from a Renewable Energy component, reducing the grid's reliance on expensive diesel. Hybrid Mini-grid systems also allow operators to reduce the use of diesel back-up generators, reducing grid down time and operational maintenance cost.
- 3.2.3 By allowing a partial investment on improving the efficiency of a grid's distribution network, ESRES funding can help reduce the cost of technical losses.

3.3 Access to Renewable Energy technology

- 3.3.1 ESRES funding allows Applicants to move ahead with investments in Renewable Energy and Hybrid Mini-grid systems. When they do, all stakeholders will be going through a learning curve on renewable technologies.
- 3.3.2 This learning process can take place at a substantially reduced risk for participating Applicants, thereby greatly enhancing the willingness of those Applicants to experiment with, and invest in, Renewable Energy technologies.

3.4 Opening new markets

- 3.4.1 The ESRES funding allows partners to expand their market in underserved communities which are currently underserved – particularly in rural areas – due to high upfront investment costs for network expansion.
- 3.4.2 By expanding electricity markets, participating Applicants will be able to increase economies of scale, which will help reduce costs.

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3.5 Additional funding

- 3.5.1 If the ESRES pilot proves successful, further donor funding (including Phase II of this programme) could be unlocked to further increase the provision of Renewable Energy in Somaliland.

3.6 Assistance and guidance

- 3.6.1 The ESRES Secretariat will provide assistance to selected (shortlisted) Applicants to develop viable Proposals. ESRES can provide technical assistance in the design, procurement and installation of each project. This assistance will be free of charge to the applicant. Also during project implementation the Applicant will receive technical assistance and support through the Programme.

4. Scope

4.1 Number of projects

4.1.1 ESRES aims to support the development and implementation of 3-5 Hybrid Mini-grids. The number of 3-5 Hybrid Mini-grids is indicative; depending on locations, size of projects and the availability of funding, more projects could be funded.

4.2 Total funding available and project size

4.2.1 The total ESRES funding available for will be a minimum of GBP 2,500,000 (approx. USD 3.75 million). ESRES reserves the right not to award all available funding.

4.2.2 Any investment support under this must fall between the following minimum and maximum amounts:

- Minimum amount: GBP 100,000 (approx. USD 154,000)
- Maximum amount: GBP 800,000 (approx. USD 1.2 million)

4.2.3 Concept Notes requesting an ESRES contribution below the level of GBP 100,000 and Concept Notes with an ESRES contribution above GBP 800,000 will not be considered for funding.

4.3 Applicants' contribution

4.3.1 ESRES aims to encourage investment in the Renewable Energy sector. Concept Notes in which Applicants' propose to make their own financial contribution to the project in addition to the requested ESRES investment are likely to be considered positively.

4.4 Timeframe for the project

4.4.1 The implementation should take a maximum of 20 months from signature of the contract to completion of the project.

5. ESRES investment model

5.1 Government of Somaliland as an investor

5.1.1 The ESRES investment to the Implementing Partners for the development and implementation of Hybrid Mini-grids will be funded and managed through the ESRES Secretariat and under the stewardship of the Joint Steering Committee of which GoSL is a member.

5.2 Social Return on Investment

5.2.1 Only Concept Notes that demonstrate how the proposed Hybrid Mini-grid project will deliver a Social Return on Investment will be considered ESRES support.

5.2.2 A Social Return on Investment is defined as an investment that has positive socio-economic impacts and adheres to conditions of equitability, climate resilience and sustainability. Key criteria for defining the Social Return on Investment are:

- Increasing Renewable Energy generation capacity;
- Increasing the number of electricity consumers (measured by the number of active new connections);
- Improving affordability by reducing the cost of electricity for the end consumer

5.3 Contractual agreement

5.3.1 ESRES investments will be formalised through a contractual agreement between the ESRES Secretariat, the Government of Somaliland and the successful Applicant (known as the 'Implementing Partner') which will stipulate mutual roles and responsibilities, expected levels of investment, asset ownership and the expected Social Return on Investment.

5.3.2 ESRES investments will require a due diligence process to ensure the ESRES Secretariat address DFID funding conditions and ensure long term social return on Investment for the people of Somaliland.

5.3.3 Any contractual agreement will require endorsement by the JSC.

6. Eligibility

6.1 Eligibility of Applicants

6.1.1 In order to be eligible for support, the Applicant must:

- Be registered as a company under the laws of Somaliland with the Ministry of Trade and Investment (as evidenced by a registration certificate);
- Be directly responsible for the preparation and management of the proposed project, and not acting as intermediary only;
- Be able to demonstrate at least two years of experience as an electricity provider in Somaliland (experienced in generation, distribution, operational maintenance, or supply of generation and grid equipment);
- Be able to demonstrate the capacity to manage the proposed project, the size of funding applied for and the location applied for.

6.1.2 Government-owned institutions are not eligible.

6.1.3 Where it is considered relevant for project implementation, consortia applications may be submitted, bringing together a range of actors to draw on a relevant diversity of knowledge, experience and expertise. If selected, the consortium will be required to nominate a lead Applicant who will be the legally contracted grant recipient and have the full responsibility for the successful implementation of the project.

6.1.4 Only one Concept Note can be submitted per applicant (or lead Applicant in case of a consortium). Should any applicant submit more than one Concept Note, only the first Concept Note will be considered.

6.2 Eligibility of actions

6.2.1 Projects may take place in any part of Somaliland.

6.2.2 Applicants should note that geographical distribution will be taken into consideration when evaluating Concept Notes. ESRES prefers to work in underserved communities.

6.2.3 ESRES will consider investments in the development and implementation of new Hybrid Mini-grids in both generation and distribution systems.

6.2.4 ESRES will also consider investments in existing Mini-grids to improve and expand their generation capacity with a Renewable Energy component and distribution systems.

6.2.5 The Renewable Energy Source can be of any type, including solar and wind.

6.3 Eligible Costs

6.3.1 To be eligible for ESRES investment, it is obligatory to invest in Renewable Energy. The percentages below reflect the ESRES investment in the three main components:

- At least 70% of the requested ESRES funding must be invested in Renewable Energy generation capacity;
- A maximum of 30% of the requested ESRES funding could be invested in electricity distribution and reduction of technical losses and the increase of the consumer baseline;
- A maximum of 20% of the requested ESRES funding could be invested in on training, project management and other items not directly related to generation and electricity distribution.

Applicants' concepts that do not respect these proportions of spend may still be considered favourably if the ESRES JSC considers the proposed Social Return on Investment significant enough to justify approval.

6.3.2 The following items are explicitly not eligible for financing:

- Direct operational costs;
- Debts and provisions for losses or debts;
- Depreciation costs;
- Interest costs;
- Items already financed otherwise;
- Purchases of land or buildings;
- Currency exchange losses;
- Taxes, including VAT, unless the Applicant (or, where applicable, its partners) cannot reclaim these and the applicable regulations authorise coverage of taxes;
- Credits or (advance) payments to third parties not recoverable;
- Major losses incurred which cannot be recovered, due to neglect to provide adequate insurance cover (e.g. vehicle insurance cover).

7. How to apply

7.1 Content of Concept Note

- 7.1.1 Applications must be completed, in English, using the Concept Note Form provided in Annex 1. ESRES will not consider applications submitted in any other format.
- 7.1.2 Hand-written Concept Notes will not be accepted.
- 7.1.3 The evaluation of Concept Notes will be based only on the information which is explicitly contained within the Concept Note. Applicants must assume that ESRES has no prior knowledge of your entity, your application or your proposed investment location.

7.2 Submission of Concept Notes

- 7.2.1 Applicants must complete the Concept Note Form and send it in sealed envelopes as follow:
 - 1) One original of the Concept Note, bound
 - 2) Two additional copies in A4 size, bound
- 7.2.2 The outer envelope must bear the text:

“ESRES Call for Proposals”
Name and address of Applicant
“Not to be opened before the opening session”
- 7.2.3 The required documents must be delivered in a sealed envelope to the following address:

ESRES Programme Manager
Masala Area,
Hargeisa, Somaliland
Contact: (252) 0633 464 207 for directions
- 7.2.4 Upon delivery a receipt will be provided
- 7.2.5 Concept Notes sent by any other means or delivered to other addresses will be rejected.

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7.3 Deadline for submission of Concept Notes

7.3.1 The deadline for submission of Concept Notes shall be Wednesday 2nd December 2015 at 16:00 (local time). Any Concept Note received after the deadline will be rejected.

7.4 Validity of Concept Notes

7.4.1 Concept Notes should remain valid for at least three months. This period will allow the ESRES Secretariat to complete the evaluation process.

8. Evaluation of Concept Notes

8.1 Evaluation Committee

8.1.1 An Evaluation Committee comprising of five members will evaluate the Concept Notes. These five members will be:

- Regular member (MoEM / Voting)
- Regular member (ESRES Secretariat / Voting)
- Regular member (ESRES Secretariat / Voting)
- Committee Chairman (ESRES Secretariat / Non-voting)
- Committee Secretary (ESRES Secretariat / Non-voting)

8.1.2 The Evaluation Committee is allowed to request external expertise to assist in better understanding the received Concept Notes. The Evaluation Committee is not allowed to transfer voting rights.

8.1.3 The Evaluation Committee will be open to the following observers:

- Real Time Learning Representative (Non-voting)
- GoSL National Tender Board Representative (Non-voting)

8.1.4 The observers may participate in all meetings of the Evaluation Committee. However, observers do not have voting rights.

8.1.5 Members of the Evaluation Committee and External Experts will be required to declare any conflict of interest in relation to any Applicants. Members will also be obliged to sign a confidentiality statement. Any Observers present will only sign a confidentiality statement.

8.2 Step 1 - Administrative compliance

8.2.1 The Evaluation Committee will check the administrative compliance of each Concept Note. Only administratively compliant Concept Notes will be accepted for further evaluation.

8.2.2 The Secretary of the Evaluation Committee will prepare the minutes of the administrative compliance meeting. Non-compliant Applicants will be informed immediately.

8.3 Step 2 – Evaluation

- 8.3.1 Each voting member will evaluate each compliant Concept Note.
- 8.3.2 The voting members will use the Concept Note Scoring Sheet attached as Annex 2 to record their individual scoring.
- 8.3.3 The scores of the three voting members are then combined into a total score of the Concept Note.
- 8.3.4 The Secretary of the Evaluation Committee will prepare the minutes of the evaluation meetings.
- 8.3.5 The Secretary of the Evaluation Committee will also prepare a shortlist of Applicants to be recommended to the ESRES JSC for final selection.

8.4 Step 3 – Selection

- 8.4.1 The ESRES JSC will review the shortlist recommended by the Evaluation Committee.
- 8.4.2 The ESRES JSC will make a final selection based on the following key criteria
 - Relevance of proposed projects to overall ESRES objectives
 - Geographical distribution
 - Social Return on Investment

8.5 Debriefing by the ESRES Secretariat

- 8.5.1 All Applicants will receive notification of the outcome of the assessment of their Concept Note. Please note that all decisions are final and there is no appeals process.
- 8.5.2 Even though there is no appeals procedure for the concept note stage, all Applicants are entitled to a debriefing related to their Concept Note by the ESRES Secretariat.
- 8.5.3 Any Applicant requiring a debriefing should contact the ESRES Secretariat within two weeks of being informed of the outcome of the Concept Note evaluation.

9. Next steps: full Proposals

- 9.1.1 Only selected Applicants will be invited to submit a full Technical and Financial Proposal. This second stage of application is only open to those invited to submit full Proposals.
- 9.1.2 Being selected is not a guarantee that your Proposal will be accepted by ESRES for funding.
- 9.1.3 Applicants invited to submit a full Proposal will receive separate guidelines for the preparation of the full Proposal.
- 9.1.4 Applicants invited to submit a full Proposal will be eligible to receive technical assistance through ESRES to develop their Proposals. This technical assistance is available upon request.

10. Timeline

The following table provides an indication of the foreseen timeline.

Activity	Period
Launch of Call for Proposals	Day 0
Information Session (including questions time)	Week 1
Deadline for questions on the Call for Proposals	Week 2
Closing date of Call for Proposal	Week 4
Evaluation of received Concept Notes	Week 5 - 6 - 7- 8 - 9
Selection by JSC	Week 10
Informing Applicants and inviting successful Applicants to work on a full proposal	Week 11

11. Various

11.1 Disclaimer

- 11.1.1 ESRES reserves the right to fund any or none of the Proposals submitted and/or to disqualify any organisation or Proposal for funding. Issuance of these guidelines does not constitute an award commitment on the part of ESRES, nor does it commit ESRES to pay for costs incurred in the preparation and submission of a Concept Note or Proposal. In addition, the final award of any resultant investment(s) cannot be made until funds have been fully appropriated, allocated, and committed.
- 11.1.2 While it is anticipated that these procedures will be successfully completed, potential Applicants are hereby notified of these requirements and conditions for award. Applications are submitted at the risk of the applicant; all preparation and submission costs are at the applicant's expense.

11.2 Fraud

- 11.2.1 All Applicants are expected to conform to the highest standards of integrity.
- 11.2.2 Any Applicant that pays, solicits, receives, authorises, colludes in or condones the payment, solicitation or receipt of a bribe, or otherwise performs below the standards set out in the UK Bribery Act 2010, will be liable to summary termination of their application or of their contract. Full details of these conditions will be listed in the General Conditions of Contract that successful Applicants will be required to sign up to.
- 11.2.3 Applicants are expected to declare any Conflict of Interest in the course of their application and programme implementation. For the avoidance of doubt, any government official involved in an applicant organisation in any form – including as non-executive Board members – and any close family connection to officials, count as a Conflict of Interest. Any applicant found to be in an undeclared situation of Conflict of Interest will have all further invoice payments suspended until the matter has been resolved.

11.3 Visibility

- 11.3.1 The ESRES financed Hybrid Mini-grids are pilot projects and aim to showcase the advantages of Hybrid Mini-grids.
- 11.3.2 Any project co-financed by ESRES can be used in promotional materials. ESRES reserves the right to visit the project sites with study groups.

Annex 1 – Concept Note Form

1. Details of Applicant

1.1.	Name of Lead Applicant submitting the Concept Note	
1.2.	Year in which the entity was founded	
1.3.	Address of main office of the entity	
1.4.	Name(s) of consortium member(s), if any	
1.5.	In case of a consortium: How do the organisations add value by working together?	
1.6.	Please indicate which Applicant (or individual) was responsible for the preparation of the Concept Note	
1.7.	Please indicate who will be responsible for the project management of the project and will be the contact person:	
	Contact person: name	
	Contact person: position within entity	
	Contact person: address	
	Contact person: telephone	
	Contact person: email address	

2. Current activities

2.1.	List the locations in which you are currently active in the electricity sector	
2.2.	What generation capacity in kW do you have in total?	
2.3.	If you have operations in multiple locations, what is your generation capacity in kW per location?	

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2.4.	Provide a technical description of your generation capacity (types of generators, capacity, years in service)	
2.5.	How many clients do you currently serve? If working in multiple locations, then please specify per location.	
2.6.	Provide a technical description of your distribution network.	
2.7.	Describe any experience you have with Renewable Energy.	
2.8.	Have any of your activities been financed by other donors, either current or in the past? If yes, please explain.	
2.9.	What is the price per kWh that you currently charge? If it differs per location or on the basis of other criteria, please elaborate.	
2.10.	If more than one consumer rate exists please provide a rate/kWh per consumer type.	

3. Ownership and management

3.1.	Describe the legal structure of your entity with sub units and daughter companies, if any.	
3.2.	Describe the ownership structure of the entity	
3.3.	Please list the main shareholders in the entity.	
3.4.	Does any government institution own any shares in the company? If so: list % ownership and the area they are operating.	
3.5.	Does any active politician or civil servant own shares in the company? If so: list.	
3.6.	Does any active politician or civil servant fulfil any position in the company? If so: list.	

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3.7.	Please describe the experience your entity has in managing projects. List experiences related to projects, especially those which are of similar size and/or complexity.	
3.8.	Please describe the management structure of your organisation.	Please include as annex.
3.9.	Please include the CVs of the managing director and of the project manager responsible for this application and project.	Please include as annex.
3.10.	Please include the CVs of two electrical engineers working for your organisation.	Please include as annex.

4. Proposed project

4.1.	Location of the proposed project	
4.2.	Describe your existing involvement in the project location.	
4.3.	Is the project creating a new Hybrid Mini-grid or is it upgrading an existing Mini-grid?	
4.4.	Describe the current state of the electricity system (generation and distribution) in the project location.	
4.5.	Why do you consider this location specifically suitable for a pilot project?	
4.6.	How is this location underserved when compared to the rest of Somaliland?	
4.7.	Provide a technical description of your proposed project and technical standards to be used. Please clearly indicate what renewable technology(s) will be introduced through the project.	
4.8.	What new generation capacity will be installed in kW?	
4.9.	How many new connections will be created in the location as a result of this project?	

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4.10.	Describe the Renewable Energy generation component in the project	
4.11.	Describe the non-renewable generation component of the project	
4.12.	Describe investments in distribution networks, if any	
4.13.	Describe other investments, if any	
4.14.	Please describe how you will install and technically maintain the installed generation and distribution capacity	
4.15.	What is the foreseen duration of your project from the moment of signing the contract (in months)?	
4.16.	What price commitment do you expect your Organisation being able to make (future consumer price per kW in USD)	
4.17.	How would you describe the Social Return on Investment for this project? Consider: additional Renewable Energy generation capacity, increased consumer base and improved affordability.	
4.18.	Provide a list of Government Institutions to which you are and will provide connections.	
4.19.	Present a schedule to implement the project from the time the contract is signed to the time the facility is commissioned.	

5. Financial breakdown of proposed project

5.1.	Which investments will be realized in Renewable Energy? List item by item with a price indication.	
5.2.	Which investments will be realized in non-Renewable Energy? List item by item with a price indication.	
5.3.	Which investments will be realized in distribution systems? List item by item with a price indication.	

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5.4.	How much will be invested in other items? List item by item with a price indication.	
5.5.	What is the total project cost? (should be equal to all costs listed above)	
5.6.	What is the amount of financing requested from ESRES? (should not be less than GBP 100,000 or more than GBP 800,000)	
5.7.	What amount of investments will be covered by the applicant?	

6. Financial capacity

Total requested funding (USD):			
Lead applicant organisation's annual turnover for the past 3 years (USD):	2012	2013	2014
Was lead applicant's financial balance positive both at the beginning and the end of the financial year for the past 3 years? (Y/N)	2012	2013	2014

7. Preliminary risk assessment

What local conditions (social, economic, technical or otherwise) might negatively impact the implementation of this project?	
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8. Declaration of Conflict of Interest

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<p>Please declare all current Conflict of Interests</p>	
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Annex 2 – Checklist Concept Note

The following documents should be provided as part of the Concept Note application

- A filled in application form as provided in Annex 1
- A registration certificate for the organisation
- CVs of the managing director and the project manager for the ESRES project
- CVs of two electrical engineers

Annex 3 – Concept Note Scoring Sheet

1. Administrative Compliance Criteria

1.1	Concept Note application was handed in before the stipulated deadline	Y/N	No means exclusion
1.2	Concept Note application was delivered in compliance with 7.2.2 and 7.2.3	Y/N	No means exclusion
1.3	Concept Note application includes one original Concept Note and two copies in A4 size, all three separately bounded	Y/N	No means exclusion
1.4	Concept Note application comply with the Concept Note Form	Y/N	No means exclusion
1.5	Concept Note application is in English and not handwritten	Y/N	No means exclusion
1.6	Concept Note application includes a registration certificate of the company under the laws of Somaliland (MoTI)	Y/N	No means exclusion
1.7	Concept Note application includes CV's of the managing director, project manager and two electrical engineers	Y/N	No means exclusion
1.8	The Applicant has only submitted one Concept Note	Y/N	No means exclusion of all Concept Notes except for the first one to be opened

2. Eligibility Criteria

2.1	The total project cost is between GBP 100,000 and GBP 800,000	Y/N	No means exclusion
2.2	The proposed project does not exceed 20 months of implementation	Y/N	No means exclusion
2.3	The applicant takes direct responsibility for the preparation and management of the project (is not an	Y/N	No means exclusion

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	intermediary)		
2.4	The applicant or members of its consortium are not government owned	Y/N	No means exclusion
2.5	The applicant has at least two years of experience in the electricity sector (generation or distribution)	Y/N	No means exclusion
2.6	For consortia only: rational for the consortium included and lead applicant appointed	Y/N	No means exclusion
2.7	Has a Hybrid Mini-grid been proposed with both RE and diesel generator? (both need to be significant in the mini-grid)	Y/N	No means exclusion
2.8	At least a 70% of the investment is in Renewable Energy generation.	Y/N	No means exclusion
2.9	Maximum 30% of the investment is in distribution and consumer connections.	Y/N	No means exclusion
2.10	Maximum 20% other investments.	Y/N	No means exclusion
2.11	The Concept Note requests funding for any items mentioned under 6.6.1 'Non Eligible Cost'.	Y/N	Yes means exclusion

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3. Project Appreciation

Score	Meaning
1	Very poor
2	Poor
3	Adequate
4	Good
5	Very good

		Weight	Score
3.1	Project in underserved community	4	1-5
3.2	Internal consistency of proposed project	4	1-5
3.3	Operational capacity	4	1-5
3.4	Technical viability of the project	4	1-5
3.5	Financial capacity in relation to the project proposed	4	1-5

4. Contribution to ESRES Objectives

4.1	Total new capacity in kW installed per ESRES invested pound	New kW capacity / ESRES contribution	
4.2	Total new RE capacity installed per ESRES invested pound	New kW renewables / ESRES contribution	
4.3	New connections per ESRES invested pound	Nr. of new connections / ESRES	

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		contribution	
4.4	Price commitment made	$(\text{Old price} - \text{new price}) / \text{Old price}$	
4.5	Leverage of ESRES investment	$(\text{Total value of project} - \text{ESRES contribution}) / \text{Total value}$	