



Request for Proposals (RFP) for production of Energy Efficient Cook-stoves; Resilience and Economic Growth in the Arid Lands-Improving Resilience Project

Issuance Date:	May 25, 2015
Deadline for submission of Proposal:	June 15, 2015
Anticipated Announcement and Award Date:	July 1, 2015
Project Period:	20 months
Target Households:	18,000 HHs

African Development Solutions (Adeso) REGAL-IR Program is seeking proposals to fund a private company through a contract for a USAID funded program entitled Resilience and Economic Growth in the Arid Lands-Improving Resilience (REGAL-IR) project in Kenya.

Adeso anticipates the contractor to implement the Cook-stove component across the 5 project counties.

This is a full and open competition, under which any company, large or small, is eligible to compete. Adeso encourages competition in order to identify and fund the best possible proposals to achieve its program goals.

The Recipient will be responsible to contribute to achievement of the Natural Resource Management theme through the cook-stove component over period of 20 months. Please refer to the Project description for a complete statement of goals and expected results.

Adeso reserves the right to fund any or none of the applications submitted. The award contract will be made to the responsible applicant whose application best meets the requirements of this RFP and the selection criteria contained herein.

Applicants shall submit technical, financial and annex applications of their submissions through rfa.regal-ir@adesoafrika.org, the applicant companies must zip up all their documentation to ensure ease of sending and opening.



Resilience and Economic Growth in the Arid Lands-Improving Resilience (REGAL-IR); Cook Stove Component

I. PROJECT DESCRIPTION

a. Goal

REGAL-IR is USAID-Kenya and Adeso's efforts to bridge humanitarian and development programming to improve social stability and economic growth in the arid lands through the overall REGAL program. The goal of REGAL-IR is to: *reduce hunger and poverty, increase social stability and build strong foundations for economic growth by strengthening social, economic, and environmental resilience in pastoral and transitioning communities in Kenya's arid lands.*

b. Deliverables- Improved Management and Productivity of Natural Resources

The expected outcome is improved management and productivity of natural resource management. The outcome indicators in relation to this RFP are to contribute to the achievement of 150,000 individuals implementing risk reducing practices or actions to improve resilience to climate change and to contribute to 4500 individuals applying improved technologies. This Natural Resource Management component targets at least 18,000 households to achieve sustainable use of energy efficient stoves.

Key Activities under cook-stove component:

- i. Facilitate the local production of at least 18,000 fuel efficient cook stoves with a lifespan of up to 7 years.
- ii. Training locals on the assembly and selling of the cook stoves.
- iii. Creation of jobs and employment at community level within the 5 project counties in assembling and selling.
- iv. Create Market Linkages and sales networks to facilitate sales.
- v. Carbon Production and carbon credit generation.

Key Outcomes/Outputs under cook-stove component

- i. Fuel efficient cook stoves contribute to improved socio-economic benefits households.
- ii. Jobs and employment
- iii. Reduced deforestation
- iv. Improve access to affordable and clean energy services by distribution of cook-stoves
- v. Carbon Credit Revenues

2. COVERAGE

The REGAL-IR program is in the Arid and Semi Arid Lands (ASAL) Turkana, Marsabit, Wajir, Garissa and Isiolo County. The company will be expected to implement in either of these Counties.

3. ANTICIPATED FUNDING

The anticipated funding over the life of the contract will be dependent on the budget presented to achieve the above activities, targets and outcomes.

4. GENDER

Social stability and economic growth require the participation of both men and women. The contractors should propose ways to enhance the Women's Empowerment, additional



measures of empowerment and inclusion of women in dry land and pastoral economies. This information should feed back into the project on a regular basis and used to adapt project activities as needed to achieve gender equality and women empowerment.

5. BASIC AWARD INFORMATION

a. Eligibility

This RFP is only open to **Limited Companies registered in Kenya**. Organizations submitting proposals must be able to demonstrate technical and programmatic capacity to develop, implement, monitor and report on activities in the cook-stove component.

Issuance of this RFP does not constitute an award commitment on the part of Adeso nor a commitment to pay for costs incurred in the submission of a proposal. Furthermore, Adeso reserves the right to reject any and or all proposals if it is considered to be in the best interests of Adeso and REGAL-IR.

b. Application Format

The applications must be submitted electronically in MS Word and, or pdf (Adobe Acrobat) versions.

i. Proposal Cover Page (1 page)

Applicant Company, Company Contacts, contact person and phone number, organization physical address, county of interest.

ii. Organizational capacity and past performance (1 Page)

Applicants should describe the organization's management structure and capacity to carry out projects. They should briefly outline why the organization is well suited to undertake the REGAL-IR project in credibility, relevant skills, interest and experience implementing similar programs with/for the proposed beneficiary population.

iii. Technical application (5 pages)

The technical application should factor in all guidelines above and clearly show the company's business model. Guidelines:

- Create a market Driven, community centered carbon offsetting project allowing the stoves to be assembled and sold locally.
- Bucket-design fuel efficient stove.
- Demonstrate economic benefit to both individuals and communities in receipt of cook stoves.
- Demonstrate the sustainability of the project.
- Forecast the carbon credit income-surplus.

iv. 20 month Budget in Kenya Shillings (KSH)

Budget should include: Labor, Travel, Equipment/supplies, other direct costs, Stove supplies, trainings and monitoring. The Budget sheets will include:

- Summary, detailed and narrative Budget with total Estimated project costs
- Estimated Carbon Credit Revenues and surplus from sale carbon credits
- Give a clear cost breakdown of assembling one bucket stove.
- Clearly show the profit margin on sale of the cook-stoves and its use in the project sustainability



- Applicants are not required to provide cost share for this award, but cost share where applicable may be shown;
- Organizations are not authorized to include a flat percentage allocation for administrative costs in the budget submissions; administrative costs should be directly costed in the budget submitted.

v. Annexes:

The following annexes should be submitted along with the Proposal.

Annex i. Compliance materials:

- Copies of Company Registration Documents and PIN certificate.
- List of all the Company Directors
- Last 2 years Audit management letters and Bank Statements for the same period.
- Kenya Revenue Authority (KRA) VAT Compliance certificate

Annex ii. CVs of key personnel – five (5) pages maximum

Annex iii. 4 Company Past performance references and information –privately-funded contracts, grants, and cooperative agreements relevant contacts.

6. PROPOSAL REVIEW AND EVALUATION CRITERION

The proposal review will be carried out by a set Technical Evaluation Committee (TEC) and communicated as per the dates indicated on the first page. The award administration will be governed by a Contract that will be presented to the successful company.

A total of 100 points are possible for the complete application. The relative importance of each criterion is indicated by approximate weight by point. Applicants are advised that the scoring criterion is intended to broadly inform the scoring process and to determine whether applications fall within the competitive range. The following scoring criteria will be applied:

Technical activity implementation and community engagement	50 Points
Cost Effectiveness and Budget	20 Points
Organizational Capacity	15 Points
Project Sustainability	10 Points
Overall Responsiveness	5 points

