

# Bidders Workshop for Request for Expression of Interest, and Tender Process for the Manufacture or Supply of LPG Cookstoves

Nigerian Energy Support Programme (NESP)

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Co-Funded by



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Implemented by





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# About the Nigerian Energy Support Programme (NESP)

Commissioned by:



European Union

€ 20 Million



Federal Ministry  
for Economic Cooperation  
and Development

€13 Million

Implemented by:

Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

In collaboration with:

Federal Ministry of Power

Duration:

**12/2017 – 03/2021 (NESP II)**

03/2013 – 11/2017 (NESP I)

Approach:

Provides advisory services to the Nigerian Government with regard to energy policy and management.

Objective:

**To promote investments in the domestic market for Renewable Energy, Energy Efficiency and Rural Electrification**



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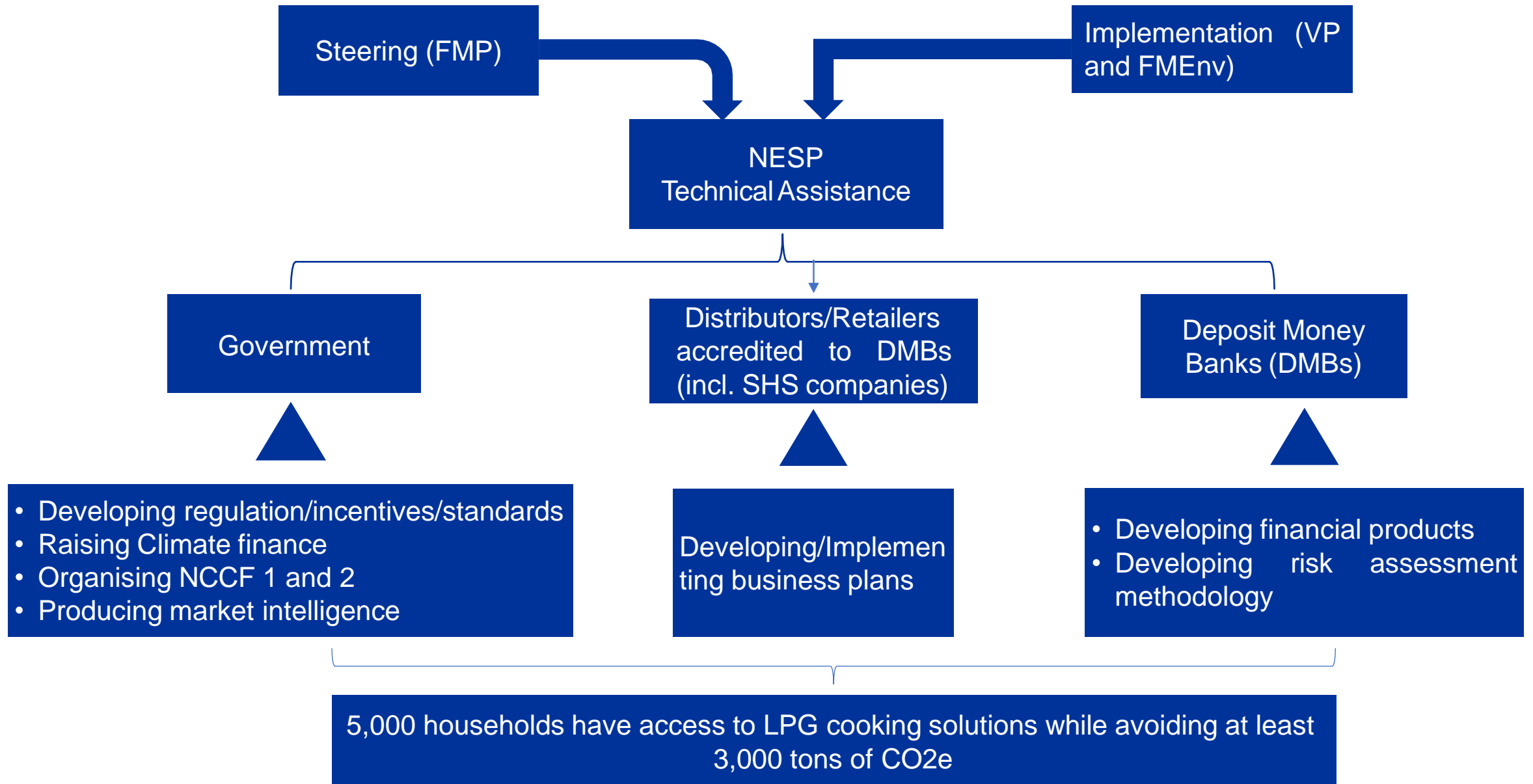
# 1. Background

NESP is co-funded by the European Union and the German Federal Ministry for Economic Cooperation and Development (BMZ) – and implemented by Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) in collaboration with the Federal Ministry of Power (FMP). NESP has an LPG intervention currently running which focuses on developing the market for LPG clean cooking in Nigeria. This intervention aims to deploy up to 5600 LPG stoves to both households and MSMEs. NESP implements this intervention through its consultants: GFA Consulting Group GmbH in consortium with Rural Women Energy Security Ltd/Gte (RUWES Nigeria).

The NESP aims at enabling and fostering investments in the fields of energy efficiency and renewable energy.

This deployment/distribution of cookstove is the main crux of the proposed Expression of Interest and tender process that will be initiated and managed by the Federal Ministry of Environment (FMEnv).

## 2. Logframe - Intervention model





## 3. Project Overview

### Work Package 1: Enabling Framework

1. Baseline survey and market study
2. GIS Planning and Monitoring Tool for cookstove distribution and usage
3. Pieces of enabling framework
4. Nigerian Clean Cooking Forum 2022

### Work Package 2: Business Development

- 
1. Selection of companies through tender process
  2. Development of business models
  3. Pilot dissemination of cookstoves

### Work Package 3: Financial products to support sustainable energy solutions

1. Identify potential financial institutions on clean cooking investment opportunities in Nigeria
2. Development of financial products and risk assessment methodology



## 4. Stakeholders

Entity	Role
Federal Ministry of Power (FMP)	Anchor Ministry for NESP
Vice Presidency	Overall champion and responsible for the implementation of the Economic Growth Recovery Plan (2017-2020), which includes a programme on the dissemination of LPG.
Federal Ministry of Environment (FMEEnv)	Responsible for clean cooking solutions and Climate change
Nigerian Midstream and Downstream Petroleum Regulatory Authority (NMDPRA)	Responsible for ensuring compliance to petroleum laws, regulations and guidelines in the Oil and Gas Industry
Standards Organisation of Nigeria (SON)	Develop standards and enforce for LPG cylinders or stoves
Deposit Money Banks (DMBs)	Enterprise financing as well as consumer financing
LPG Companies (Downstream) incl. SHS	Distributors and Retailers of LPG



## 5. Request for Expression of Interest

The FMEnv, hereby invites expressions of interest (Eoi) from competent LPG cookstove vendors to undertake the following activities as detailed below:

1. Supply of quality LPG clean cookstoves (filled/full LPG Cylinders with burners, and other associated accessories), and deployment up to 2,800 cookstoves by each selected LPG Company to a total of 5600 households in targeted locations in Federal Capital Territory, Abuja through a tender process. It is expected that two companies will be selected, and each company should distribute up to 2,500 LPG cookstoves to households and 300 LPG cookstoves to institutions.
2. Technical support in the form of after-sales services (e.g., servicing of faulty cookstoves, provision of refilled cylinders, and replacement of any faulty accessories) to beneficiaries (end users) of the LPG clean cookstoves.
3. Any other related activities to facilitate the realization of the project.





## 6. Call for Proposals

Sequel to the Expression of Interest (Eoi) advertisement, the FMEnv is now seeking proposals from qualified manufacturers or suppliers of LPG cookstoves for the following:

1. The manufacture or fabrication or supply of quality LPG cookstoves, and deployment of up to 2800 cookstoves by each selected LPG Company to a total of 5000 households and 600 institutions in selected locations in the Federal Capital Territory, Abuja.
2. Proposal for the development of a viable business plan/model for the dissemination of 2800 LPG clean cookstoves by each selected company in Abuja.
3. Technical support in the form of after-sales services (e.g., initial assembly, servicing of faulty cookstoves, cylinders, and replacement of accessories, supply of subsequent refills as needed) to beneficiaries (end users) of the LPG clean cookstoves.
4. Any other related activities to facilitate the realization of the project.



## 7.1 The Expression of Interest Process

The EoI is the first stage of a multi-stage tender process. The objective of the stage is to identify and pre-select vendors that are interested in tendering for the works and have suitable capacity, capability, and experience, particularly in the manufacture or supply of LPG clean cookstoves.





## 7.2 The Expression of Interest Process

### Pre-qualification

A bidder's workshop would be organized to provide information to potential bidder's prior to launching call for Expression of Interest (EOI). The submitted EOI will be evaluated to determine bidders' capability and expertise, and to compile a shortlist of companies that will be invited to submit their proposals



## 7.3 The Expression of Interest Process

### Review of Submissions

Completeness Check: All proposals will be checked to ensure that all documentation required has been submitted, and the proposal is duly completed. The submissions that are considered incomplete will be automatically disqualified

Eligibility Assessment via Evaluation Matrix: Proposals that are duly completed, will be assessed using the EOI Evaluation Matrix.

Selection of the best short-listed proposed projects: If several proposals are eligible for each lot, these eligible proposals per lot will be evaluated and ranked.



## 7.4 The Expression of Interest Process

### Inquiries

This stage involves conducting any inquiry or investigation, including but not limited to contacting references, to verify the statements, documents, and information submitted in connection with the proposal; and may also include seeking clarification from the respondent's bankers and clients regarding their financial capacity and experience issues.



## 7.5 The Expression of Interest Process

### Non-Conforming Submissions

Submissions that fail to conform to the format requirements, or which fail to conform to any other requirement as stated in the selection criteria may be rejected. Notwithstanding the foregoing or any other provision of these documents, the NESP may at its sole discretion elect to retain for consideration proposals which deviate either materially from the format requirements as set out in hereto or which otherwise fail to conform to any other requirement.



## 7.6 The Expression of Interest Process

Request for Proposal

Pre-selected companies whose expression of interest submission conforms with the eligibility criteria and ranks high on the evaluation matrix shall be invited to submit a proposal in response to a Request for Proposals.



## 8. Call for Proposal Process

The call for proposal will lead to the selection of two (2) LPG cookstoves manufacturers and retailers, for the distribution of up to 2,800 LPG cookstoves each in select locations.







## 9. Proposed Dates for Expression of Interest and Tender Process

Activities	Proposed Dates
Information session/workshop with FMEnv	30th June 2022
Bidders workshop (date included in EoI)	6 <sup>th</sup> July 2022
Expression of Interest (EoI) is launched	27th & 28th July 2022
Closing date for submission of EoI	10th August 2022
Pre-qualification and evaluation of EoI	11th August -16th August 2022
Request for Proposal is launched	17th August 2022
Closing date for submission of proposals	30th August 2022



## 9. Proposed Dates for Expression of Interest and Tender Process

Activities	Proposed Dates
Evaluation of proposals and selection of shortlisted companies	1st - 7th September 2022
Field visits/inspection of facilities of shortlisted companies	12th - 16th September 2022
Evaluation after site visits, selection of the two companies and preparing of report	19th - 22nd September 2022
Presentation of report and selected companies to working group	23rd September 2022
Announcement of selected companies	27th September 2022
Evaluation of proposals and selection of shortlisted companies	1st - 7th September 2022
Field visits/inspection of facilities of shortlisted companies	12th - 16th September 2022



## 10. Annexes

1. Operational Guidelines Document
2. Expression of Interest Document
3. Advertisements for the Call for Proposals and Expression of Interest.
4. Evaluation Matrix for the Pre-Selection of Companies (Excel)
5. Evaluation Matrix for Final Selection of Bids (Excel)

# Thank you!

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