



**ECREEE-GIZ Technical Assistance Facility for Grid-Connected RE
Projects: Support for Project Developers and Stakeholders Involved
in Planned Projects**



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Background

ECREEE and GIZ are jointly implementing the regional programme “Improving the governance of the RE and EE sector in West Africa (AGoSEREE-AO)” which is financed by the German Cooperation and the European Union. Among other things GIZ is assisting ECREEE to

- a) support the development of grid-connected RE projects with the potential of becoming important projects through technical assistance (TA) and,
- b) document and disseminate the experiences with grid-connected RE flagship projects in West Africa.

The latter includes existing or ongoing projects that have been or are being implemented without ECREEE/GIZ involvement.

The ECREEE/GIZ team working on technical assistance to RE projects, considered as flagship projects consists of Eder Semedo (ECREEE) and Mahmoud N’daw (GIZ). They draw on a **pool of international short-term experts** including technical experts for different technologies as well as legal and transaction advisers.

This document explains what type of technical assistance can be provided, who is eligible and what the procedures are.

1. Which RE projects are eligible for support from the Technical Assistance Facility?

In the framework of this collaboration, grid-connected utility-scale projects with capacities of 1 MW and higher, promoted in any ECOWAS member state, will be considered. In exceptional cases, smaller projects with a minimum size of 500 kW may also be included. The selection of projects should include at least one each using the following technologies: small-scale hydropower, wind energy, solar PV and biomass.

2. Who can apply?

The facility can provide flexible, demand-oriented TA covering a diverse range of aspects of project development to public and private project developers as well as other stakeholders involved in potential flagship projects. Potential beneficiaries include

- 1) Category I: Private promoters of IPP and PPP projects with a proven track record
- 2) Category II: Public promoters of PPP or government/utility projects
- 3) Category III: Public institutions and utilities who have to negotiate contracts (e.g. PPA) with a project developer or approve an RE power generation project
- 4) Category IV: Public institutions who want to conduct a competitive process for selecting private promoters of RE power generation projects.

Only projects promoted by credible companies and institutions with a minimum degree of maturity will be selected (see section 4 below). The bulk of the project development work has to be done and financed by the promoter; the facility can only play a supporting and facilitating role.

3. What type of technical assistance can be provided?

The nature of the support will depend on the nature and the status of the project but will rarely exceed 20 expert days with 1-3 country missions (if required). Once the eligibility of the project is confirmed (see section 5 below) and the need for support is clearly defined, the TA can be mobilized within a short time period. The following table illustrates what type of TA can be provided to different target groups.

Non-exhaustive list of TA activities for different target groups

<i>Beneficiary</i>	<i>Type of support</i>
Categories I and II: Private or public promoters of IPP, PPP or government/utility projects (private company, Ministry of Energy or utility developing or participating in an RE power generation projects)	<ul style="list-style-type: none"> • Quality assurance of pre-feasibility studies, feasibility studies, business plans, financial models and technical design documents • Advice on financial structuring • Transaction advice • Advice on selection of consultants and contractors • Advice during PPA negotiations (legal, technical and financial aspects)
Category III: Ministries of Energy, regulators and utility companies who are negotiating with a promoter or have to approve an RE power generation project	<ul style="list-style-type: none"> • Advice during PPA negotiations (legal, technical and financial aspects) • Advice on grid integration of variable RE generation • Advice on technical regulations for grid connection (e.g. network connection agreement, revision of grid-code)
Category IV: Ministries of Energy, regulators and PPP units who want to conduct a competitive process for selecting private promoters of RE power generation projects	<ul style="list-style-type: none"> • Advice on procedures for competitive selection of project developers • Support to the development of tender documents and contractual documents (e.g. PPP contract, PPA) • Support during tender evaluation and negotiations with successful bidders

4. How will the technical assistance work in practice?

ECREEE and GIZ just put in place a pool of international and regional short-term experts (STEs) that will complement direct support by ECREEE and GIZ staff by providing highly specialized assistance on technical, legal, financial and economic aspects of the selected projects as well as transaction advice.

Public and private project developers and other stakeholders involved in potential flagship projects who are interested in receiving technical assistance from ECREEE/GIZ will be required to send an official request to ECREEE. This request should specify the type of support that is required. In



the case of requests from private developers, it is strongly recommended that the request for assistance includes a statement of endorsement or no-objection from the relevant public institution(s) in the concerned country(ies). This will ensure that their request will be swiftly analysed in the next quarterly evaluation. Whenever the endorsement or no-objection is not provided by the private developer, ECREEE will seek it from the respective government through its national focal institution (NFI) upon receiving the request. The request will not be evaluated until such no-objection is obtained.

The ECREEE/GIZ team will assess the requests in light of the below-mentioned selection criteria and may seek additional information on the project and the exact type of support required from the applicants during this process. Once the eligibility of the request is confirmed and it is selected, ECREEE and GIZ will sign a Letter of Agreement with attached Terms of Reference (ToR).

5. Selection of projects to be supported

The selection process depends on the type of request. If the applicant is a public or private project developer (category I and II) the request will enter into a competitive quarterly selection process (5.1.), while in the case of category III and IV applicants the requests are screened on a rolling basis (5.2.)

5.1 Requests from public and private project developers (category I and II)

5.1.1. Selection criteria

Requests from these applicants will be selected using the following criteria:

- **Maturity** - projects which have reached a high degree of maturity will be prioritized, because their chances of being implemented and leading to experiences that can be documented and disseminated are higher. At the very minimum a detailed concept note or pre-feasibility study should be available. Other indicators of maturity could include that the developer has secured the land as well as the necessary permits and licenses or that he has reached a preliminary agreement with the government (if applicable).
- **Technology mix and innovation** - at least one project per technology: small-scale hydro, wind, solar PV, biomass. It will be considered whether the project uses an innovative approach or technology and whether it is one of the first of its kind in the specific country and/or region.
- **Experience and credibility of the developer:** experience and qualification of the project team, track record of the developer.
- **Origin of the developer** – preference will be given to companies registered in an ECOWAS member state or Mauritania, majority-owned and/or managed by ECOWAS citizens and/or Mauritians and employing a significant percentage of ECOWAS and/or Mauritanian personnel.
- **Geographic equity and diversity** - coverage of a maximum number of ECOWAS member states incl. countries that have less developed RE markets, as well as ECOWAS countries classified as LDCs.
- **Economic, social and environmental impact** – preference will be given to projects leading to job creation, empowerment of women and girls (incl. projects led by or employing a

significant number of women), supporting the development of rural and/or underprivileged areas, no displacement of local populations and/or appropriate mitigation measures in place, etc.

- **Added value of the support provided by TAF** – answers to the questions 1) would funds be made available from the developer otherwise? And how readily accessible are these? How critical is the activity in the project development? Is the project already benefitting from the support of another donor who could provide similar support?

5.1.2. Process for selection of public, IPP or PPP projects

In addition to the general criteria listed above, the assessment of site-specific projects will be subject to a quarterly evaluation process, to occur during the following windows:

Date of Submission of request for support by project developer ¹	Period of Analysis	Notification to selected developers
01 to 31 May 2019	03 to 14 June 2019	17 to 21 June 2019

A maximum of two (2) projects will be selected per window.

Projects will be assessed using the eight (8) criteria listed under 5.1. The maximum scores are as detailed below:

- Maturity – **40 points**
- Technology mix and innovation – **10 points**
- Experience and credibility of the developer – **10 points**
- Origin of the developer – **10 points**
- Geographic equity and diversity – **10 points**
- Economic, Social and Environmental impact – **10 points**
- Added value of support – **10 points**

5.2 Requests from stakeholders involved in planned projects (category III and IV)

Applications from category III and IV applicants as defined under in chapter 2 will be assessed on a first come, first served basis. The ECREEE/GIZ team will discuss with the applicants, review the relevant documentation and agree on the scope of support to be provided.

6. Dissemination of project experiences

Some of the experiences made during the process of providing TA will be captured in project case studies and other materials documenting and analyzing project experiences that will be disseminated by ECREEE and GIZ. Among others this will serve to continue the series of publications on grid-connected RE flagship projects that are available for download at <http://www.ecreee.org/page/grid-connected-renewable-energy-flagship-projects>

¹ A project submitted during a specific window that was not selected may be reassessed in the next round; it does not need to be resent unless the developer wants to update it/provide further information and/or documentation.



ECREEE and GIZ will ensure that sensitive information provided to the team and the consultants will be kept confidential and nothing will be published or shared with third parties without consent of the entities who provided the information.

The main target group for the dissemination of project experiences are experts and decision makers from the ECOWAS member states, which could be from the public and from the private sector. The idea is that individuals from the public and private sector who are involved in the selection, development and implementation of grid-connected RE projects can learn from the experience with existing grid-connected RE projects and replicate good practices. This is expected to lead to better projects and accelerated project implementation in the future. The target group includes government officials, private investors, electric utilities, consultants working for public and private project promoters, financing institutions and regulators among others.

7. Application

If you are interested in receiving support from the ECREEE-GIZ Technical Assistance Facility for Grid-Connected RE Projects, please send the following documents to the below mentioned address in electronic format:

- Letter of request specifying the exact need for support addressed to Mr. Mahama Kappiah, Executive Director of ECREEE
- Filled-in Project Information Sheet (download template from <http://www.ecreee.org/TA-flagship-projects>)
- Supporting documents (e.g. feasibility or pre-feasibility study, copies of licenses and permits etc.)

8. Contact details

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