



THE WORLD BANK

REQUEST FOR EXPRESSIONS OF INTEREST: ESTABLISHING A CLIMATE INNOVATION CENTER IN GHANA

Grant Award

Closing Date: Monday April 14, 2014

A public information session about this opportunity will be held in Accra on Wednesday, April 2nd. If you are interested in attending the information session please contact Fafa Amable at ghanacicworkshop@synconsult.com or 0269146771 and provide a brief description of your organization by Friday, March 28th.

Background

infoDev (www.infodev.org), a Global Partnership Program of The World Bank, with support from the Danish International Development Cooperation Agency (DANIDA), is launching a Climate Innovation Center (CIC) in Ghana. The Ghana CIC will support the growth of Ghana's local climate (clean) technology businesses with a comprehensive suite of financing and business incubation services.

As one in a global network of CICs supported by *infoDev*'s Climate Technology Program, the Ghana CIC will be a high-visibility organization that will attract attention from international organizations, regional bodies, governments, investors, multi-national corporations, and others. Additional background on the *infoDev* Climate Technology Program is available at: <http://www.infodev.org/climate>

Each CIC provides a range of services to enable domestic industry and SMEs to pro-actively and profitably develop innovative climate technology (clean tech) solutions that meet local needs. This supports countries' economic development, job creation and industrial competitiveness in clean technologies, the most promising sectors of the 21st century.

Description of the Opportunity

infoDev is now seeking expressions of interests (EOIs) from organizations or consortia interested in establishing and operating the Ghana CIC. The CIC will be designed and operated in accordance with the business plan already established for the Center through an extensive stakeholder engagement process. The business plan should be reviewed carefully before submitting an EOI and is available at: <http://www.infodev.org/ghana-CIC-business-plan>

Bidders nonetheless are not bound to the specifics of this plan and *infoDev* is not obligated to launch a CIC in strict adherence to this plan.

An initial grant award of up to USD 8.5 million will be made to support the establishment and implementation of the CIC in Ghana. This funding will cover operations, programs, and implementation. At a later stage, the selected candidate may be eligible for an additional grant for a related Seed Capital Facility that will provide seed financing on investment terms to select SMEs that obtain services from the CIC.

The proposed services to be provided by the CIC include:

Entrepreneurship and Venture Acceleration

- Facilitate access to business advisory, mentoring and professional services.
- Deliver training and seminars on business planning, financial management, professional development, and climate technology issues.
- Provide space, facilities and services for entrepreneurs and start-ups.
- Implement a women's entrepreneurship program.

Access to Finance

- Evaluate proposals and provide proof of concept grants (up to USD 50,000) to promising local climate (clean) technology businesses.
- Act as a liaison for small and medium enterprises (SMEs) to the related Seed Capital Facility that will make a mix of debt and equity investments in early-stage clean Ghanaian companies.
- Facilitate other sources of financing through syndicating commercial investors and bank financing.

Market Growth and Access

- Produce market studies and case reports on climate technology sector trends and market opportunities at a local and regional level.
- Implement an export promotion program.
- Maintain a climate technology product, quality and performance database to provide technology information for producers (components, sourcing, intellectual property) and consumers (certifications, costs, user guides).

Technology and Product Development

- Facilitate access to technical facilities and services to design, prototype, test and demonstrate products.
- Implement a commercialization program for universities and research institutes involved in climate tech R&D.

Policy & Regulatory Support

- Establish platforms for dialogue between policy-makers, private sector and civil society to improve policy frameworks around climate, innovation, energy, private sector development, and gender equality.
- Conduct research and benchmark relevant domestic policies to determine how global best practice can be applied in Ghana.

It is expected that the CIC will partner with organizations across Ghana that can serve as launching pads and sources of market information for its client companies.

In addition to the Ghana-focused activities described above, the CIC will also be eligible for support from infoDev's global Climate Technology Program (CTP), which manages eight Climate Innovation Centers (CICs) in South Africa, India, Vietnam, Ethiopia, Kenya, the Caribbean, Morocco and Ghana. This will include mechanisms to link the CIC with markets and partner institutions across the globe.

In the first five years, the CIC is expected to provide support to up to 194 new Ghanaian climate technology ventures and generate up to a projected 10,000 direct and indirect jobs.

Submitting Expressions of Interest

infoDev now invites eligible organizations (e.g. private firms, NGOs, universities, research institutes, civil society) or consortia to submit EOIs. The selected organization or consortium will be responsible for all aspects of the CIC establishment and operations including securing appropriate facilities, identifying a world-class management team, providing the services and programs described in the business plan, ensuring effective monitoring and evaluation (M&E) of programs,

reporting to *infoDev*, and ensuring in all ways the long-term sustainability of the CIC.

A lead partner must be identified in the EOI and may be required to become legally registered in Ghana, if not already registered there. Respondents are encouraged to consider partnerships/joint ventures with other organizations, inside and outside Ghana, in order to provide the best range of capabilities necessary to establish and operate the CIC.

Interested organizations or consortia must provide information indicating that they are qualified to perform the services (description of similar assignments, brochures, experience in similar conditions, availability of appropriate skills among staff, etc.).

Important evaluation criteria include:

- Capabilities to build and manage complex organizations, including strong internal governance frameworks and a track record of fiduciary responsibility and accountability.
- Proven ability to attract and build a strong team of individuals for project implementation.
- Understanding of the needs of climate technology SMEs in Ghana or similar contexts, including experience evaluating climate technologies and incubating early-stage businesses.
- Strong local and international links with potential partners including climate technology firms, investors, technical and business experts, policy experts, and leading research and development organizations.
- Ability to leverage existing and additional sources of funding, both cash and in-kind, such as space, equipment, and staff.
- Ability to implement and maintain procurement and financial management processes and a comprehensive M&E strategy.

Based on responses to this request for EOI, a shortlist of applicants will be established and invited to submit a full technical and financial proposal based on a detailed request for proposals.

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To respond to this request for EOI, please send the above information and a covering letter by email to Julia Brethenoux, jbrethenoux@worldbank.org, with a copy to Michael Ehst, mehst@worldbank.org, **no later than 11:59 pm EST on Monday April 14, 2014. Please include "EOI Ghana Climate Innovation Center" in the subject line. Only shortlisted candidates will be contacted.**