

REQUEST FOR EXPRESSIONS OF INTEREST: ESTABLISHING A REGIONAL CLIMATE INNOVATION CENTER IN THE CARIBBEAN

Grant Award

Closing Date: Wednesday September 19, 2012

Background

infoDev (www.infodev.org), with support from the World Bank and CIDA's Entrepreneurship Program for Innovation in the Caribbean (EPIC), is launching a Regional Climate Innovation Center (CIC) in the Caribbean. The Caribbean CIC will provide a country-driven approach to climate change and directly support the region's objective to achieve green growth and energy security.

As one of the first set of CICs in a global network supported by infoDev's Climate Technology Program, the Caribbean 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/en/Publication.1152.html>

Each CIC provides a range of services to enable domestic industry and SMEs to proactively and profitably develop innovative climate technology (cleantech) 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 Caribbean CIC. The business plans of other CICs should be reviewed before responding and are available at: <http://www.infodev.org/en/Project.127.html>. Bidders nonetheless should not be bound to the specifics of other CIC business plans as will need to develop a model and operational plan **specifically suited to the Caribbean context**. infoDev is also currently developing a business plan for the Caribbean CIC, and this process will be run in parallel to the selection of the CIC host.

A grant award of up to **USD 3.5 million** will be made to support the two phases of the CIC establishment, including Phase 1: Launch (years 1) and Phase 2: Scale-Up (years 2 to 5). This funding will cover operations, programs, and implementation.

The proposed services to be provided by the Caribbean CIC include:

Access to Finance

- Evaluate proposals and provide proof of concept grants to promising SMEs or researchers.
- Facilitate other sources of financing through syndicating investors, building partnerships with banks for access to debt finance.

Access to Mentoring

- Create local and diaspora networks of angel investors, business mentors, and technical experts.
- Deliver training and seminars on basic business planning, financial management, professional development, and climate technology issues.
- Delivering advisory services, capacity building and export facilitation programs to selected SMEs.

Access to Policy 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 the Caribbean.

Access to Market Information

- Produce market studies and case reports on climate technology sectors and opportunities at a local and regional level, with a focus on women entrepreneurs.

- Maintain a climate technology product database for producers (components, sourcing, intellectual property) and consumers (certifications, costs, user guides).

Access to Regional and International Partners

Create regional hubs by partnering with regionally-based organizations to:

- Ensure that the above services, support and financing are offered widely throughout CARICOM countries, especially: Antigua and Barbuda, Barbados, Belize, Dominica, Grenada, Jamaica, St Kitts and Nevis, St Lucia and Trinidad and Tobago.
- Establish an online platform that facilitates business-to-business (B2B) interactions between CARICOM SMEs and partners (investors, technology suppliers, customers) outside of the CARICOM region.

The above services are only indicative and will be further defined throughout the CIC selection and business plan development processes. Additionally, the CIC will be operationally linked (perhaps as a limited partner) to, but not responsible for, a related Seed Capital Facility that will invest in select SMEs that may obtain services from the CIC. The Seed Capital Facility will be managed separately by an independent fund manager.

Submitting Expressions of Interest

infoDev now invites eligible organizations (e.g. private firms, NGOs, universities, research institutes, civil society) or consortiums 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 a CARICOM country within two week after signing the contract, if not already registered there. Respondents are encouraged to consider partnerships/joint ventures with other organizations, inside and outside the Caribbean, in order to provide the best range of capabilities necessary to establish and operate the CIC.

Interested organizations or consortium 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 Caribbean or similar contexts, including experience evaluating climate technologies and incubating early-stage businesses.
- Strong regional 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.

To respond to this request for EOI, please respond to the above **in no more than 5-10 pages (excluding annexes)** and a covering letter by email to Anthony Lambkin, alambkin@worldbank.org, with a copy to eereira@worldbank.org, **no later than 11:59 pm EST on Wednesday September 19, 2012.**

Please include "Caribbean Climate Innovation Center EOI" in the subject line. Only shortlisted candidates will be contacted.