

REQUEST FOR EXPRESSIONS OF INTEREST: Establishing a Climate Innovation Center in Vietnam

Grant Award

REOI Closing Date: Monday August 26, 2013

Background

infoDev (www.infodev.org), a Global Partnership Program of The World Bank, with support from the Australian Government's Overseas Aid Program AusAID and the United Kingdom's UKAid is launching a Climate Innovation Center (CIC) in Vietnam. The Vietnam CIC will provide a country-driven approach to addressing climate change and support the government of Vietnam's National Strategy for Green Growth.

As one of the first in a global network of CICs supported by infoDev's Climate Technology Program, the Vietnam 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/highlights/climate-technology-program-informational-brochure>.

Each CIC provides a range of services to enable domestic entrepreneurs and new ventures to pro-actively and profitably develop innovative climate technology (clean tech) solutions that meet local needs. This supports countries' economic development, job creation and green growth objectives in some of the most promising technology 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 Vietnam CIC (VCIC). The VCIC will be designed and operated in accordance with the business plan already established for the Center through an extensive stakeholder

A public information session will be held on Tuesday August 6 in Ho Chi Minh City and Thursday August 8 in Ha Noi (location and time to be confirmed). Please contact Anthony Lambkin at alambkin@worldbank.org to register stating your organization's name, preferred city and names and titles of participants attending.



engagement process. The business plan should be reviewed carefully before submitting an EOI and is available at: <http://infodev.org/vcicbusinessplan>. Bidders nonetheless are not bound to the specifics of this plan and are encouraged to build upon the plan using the existing strengths, capacity and capabilities of the bidders.

An initial grant award of up to **USD 5.0 million** will be made to support the two phases of the CIC establishment, including Phase 1: Launch (years 1 to 2) and Phase 2: Scale-Up (years 3 to 5). This funding will cover operations, programs, and implementation.

The proposed services to be provided by the CIC include:

Access to Finance

- ✎ Syndicating and promoting investment between VCIC companies and private financiers, state development banks, and the Vietnamese diaspora to build local investment capacity.

Technology Commercialization

- ✎ Offering proof-of-concept grants (up to USD 50k) that enable local innovators to demonstrate and scale their clean tech solutions.
- ✎ Promoting collaborative industry partnerships, supported by a technology database.
- ✎ Linking local innovators to technical facility providers for prototyping, testing, production and other logistical needs.

Venture Acceleration

- ✎ Training individuals who are eligible for VCIC financing on business planning and financial management.

- ✦ Organizing seminars and university partnerships to promote professional development, business administration, entrepreneurship, and awareness of climate technology issues.
- ✦ Networking new ventures with angel investors, business mentors, and technical experts at the national, regional and global levels.

Market Development

- ✦ Producing market studies, cases, analytical reports and other content on climate technology sectors and opportunities.
- ✦ Encouraging dialogue between government and the private sector to strengthen Vietnam's policy framework around R&D, innovation, green growth, taxation, and exports.
- ✦ Supporting the growth and establishment of climate sector business associations in Vietnam.
- ✦ Networking Vietnam's climate innovators regionally by hosting an annual CIC Forum and facilitating trade or capacity-building relationships.

Additionally, the VCIC will be operationally linked (perhaps as a limited partner) to a related Seed Capital Facility that will invest in select VCIC ventures. The Seed Capital Facility will be managed separately by an independent fund manager.

In addition to the Vietnam-focused activities described above, the VCIC will also receive support from infoDev's global network of CICs which promotes coordination, knowledge sharing, training and capacity building across a growing number of CICs.

In the first five years, the CIC is expected to provide support to up to 65 Vietnamese climate technology entrepreneurs and new ventures and generate up to a projected 3,500 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 VCIC 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 VCIC.

A lead partner must be identified in the EOI and should be legally registered in Vietnam. Respondents are encouraged to consider partnerships or joint ventures with other organizations, inside and outside Vietnam, in order to provide the best range of capabilities necessary to establish and operate the VCIC.

Interested organizations or consortia should 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 start-ups in Vietnam or similar contexts, including experience evaluating climate technologies and incubating early-stage businesses.
- Strong local and regional links with potential partners including clean 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 proposal and work plan.

A public information session will be held on Tuesday August 6 in Ho Chi Minh City and Thursday August 8 in Ha Noi (location and time to be confirmed). Please contact Anthony Lambkin at alambkin@worldbank.org to register stating your organization's name, preferred city and names and titles of participants attending.

To respond to this request for EOI, please send the above information and a covering letter by email to Anthony Lambkin, alambkin@worldbank.org, with a copy to info@infodev.org, **no later than 11:59pm EST on Monday August 26, 2013.**

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