

REQUEST FOR EXPRESSION OF INTEREST (EOI): RURAL ELECTRIFICATION FUND GRANT – RURAL HEALTH CLINICS

1. INTRODUCTION

Prospero Zambia is a UKaid-funded private sector development entity designed to incentivise investment in innovation that will change the way that market systems work and create new growth opportunities for MSMEs. We focus on the following high-growth potential sectors:

- **Food and Agriculture:** Increasing competitiveness and value of Zambian food products in end consumer markets.
- **Mines and Mining Services:** Increasing the sustainable and inclusive economic impact of mining in Zambia.
- **Tourism and Hospitality:** Increasing the value and proportion of tourist revenues captured by local businesses.
- **Investment Services:** To increase MSME access to appropriate financial services by strengthening the Zambian finance and investment ecosystem
- **Business Services:** To increase MSME access to appropriate non-financial services to stimulate business innovation and growth.

We partner with leading private sector players, government agencies and business associations to design synergistic initiatives that support strong business model development, promote transformative financial services, attract quality investors and foster enabling business and investment environments. We work at the intersection of market system development and the impact investment ecosystem, recognizing that enterprise growth at scale requires access to substantial and sustainable sources of commercial finance.

2. CONTEXT OF THE REQUEST FOR EOI

The Business Services Sector under the rural enterprise initiative has received a quarter million (GBP) returnable grant funds to support the deployment of Hybrid Mini-grids towards accelerating access to electricity to rural health clinics and underserved surrounding communities. This will not only contribute to the improvement of basic health services but also supply households and surrounding businesses with much needed basic electricity.

This EOI is therefore calling potential partners that can make use of the funds to undertake projects that will increase provision of solar facilities to rural health clinics in Zambia. The partners must be innovative in their EOI to show how these funds will be invested for the benefit of the communities around the facilities, and at the same time create sufficient profits to return the grant to Prospero.

The kind of project(s) that Prospero is looking for under this initial call for expression of interest includes:

- Design, Construction, Commissioning, Operation and Maintenance of Isolated or Interconnected Mini grids;
- Supply, Installation, Operation and Maintenance of Standalone/Solar home systems; or
- Extension of already existing mini grids.

The aforementioned works are to be operated on a commercial Public-Private-Partnership arrangement incorporating supply to Rural Health Clinics, based on sustainable business models in remote rural and underserved communities in Zambia.

A call for full proposals to access the funds on concessional terms will be issued during the third quarter of 2021 to companies shortlisted based on the quality of the EOI submitted.

3. REQUIREMENTS

The Applicant shall prepare the EOI (maximum three pages) including all requirements mentioned below:

1. The registered name of the organization to be accompanied by a company profile as well as website links.
2. Relevant and proven track record of implementing similar projects (with or without public service off-takers, in Zambia or elsewhere).
3. A brief description of the proposed business model and explanation of how it will achieve Prospero’s objectives around sustainable expansion of electricity supply to Rural Health Clinics.
4. An indication of the value of returnable grant that the applicant is seeking and of how the funds would be applied (indicating any other sources of finance for the project).

Prospero Zambia may reject any EOI which is not responsive to the requirements stated in this request for EOI.

4. SUBMISSION GUIDELINES

1. Any request for clarifications shall be submitted in writing by e-mail to Prospero Zambia’s Procurement and Compliance department by 28th July 2021 at the following email addresses: procurement@prospero.co.zm
2. EOI submission should be made **ELECTRONICALLY ONLY** and marked “**Expression of Interest-Electrification of Rural Health Clinics Project**” in the subject of the email.
3. Potential suppliers should submit their business profiles electronically to:

Submission email address	procurement@prospero.co.zm
Deadline for submission	6th August, 2021

4. Any EOI received after the deadline of submission of EOI will not be considered eligible for this prequalification exercise.
5. All correspondence and documents relating to the EOI exchanged by the Applicant and Prospero Zambia shall be written in the English language only.

5. ASSESSMENT OF EOIS

1. Prospero Zambia will use a set of unified criteria to evaluate the qualifications of Applicants.
2. All Applicants that meet the eligibility and qualification criteria shall form the list of pre-qualified firms/individuals.
3. Prospero Zambia may arrange site visits and personal interviews to examine the experience and capabilities of applicants.
4. Prospero Zambia reserves the right to accept or reject any application, and to annul the prequalification process and reject all applications at any time, without thereby incurring any liability to Applicants.
5. Once Prospero Zambia has completed the evaluation of the applications it shall notify by email to all applicants about the outcome of evaluation.

Prospero reserves the right to amend, extend or cancel this request for expression of interest at any stage. The EOI does not entail any commitment on the part of Prospero Zambia, either financial or otherwise. Prospero Zambia reserves the right to accept or reject any or all EOIs without incurring any obligations to inform the affected applicants of the grounds.

The costs of preparing the EOI is entirely on the account of the organisation/individuals preparing the profiles. Prospero Zambia will not pay for any such costs.