



भारतीय लघु उद्योग विकास बैंक
Small Industries Development Bank of India

REQUEST FOR EXPRESSIONS OF INTEREST
(CONSULTANT SERVICES)

Country: India

Name of Project: Financing Energy Efficiency at MSMEs (MSME EE)

Sectors: District Heating & Energy

CONSULTING SERVICES

Project ID No.: P100530

The MSME EE Project is part of the GEF Programmatic Framework project for Energy Efficiency in India, financed by the the World Bank with the support from Global Environmental Facility (GEF) and to be co-implemented by Small Industries Development Bank of India (SIDBI) and Bureau of Energy Efficiency (BEE). The objective of this project is "to increase demand for energy efficiency investments in target micro, small and medium enterprise clusters and to build their capacity to access commercial finance."

The objective of present assignment is to increase demand for energy efficiency investments in 5 target Micro Small and Medium Enterprise (MSME) clusters (comprising around 3800 MSME units) in the sectors of forging, foundry, limekilns, chemical, and one mixed industry cluster centred around the Indian cities of Pune, Kolhapur, Tirunelveli, Ankaleshwar and Faridabad respectively. The focus would additionally be to build the capacity of the MSME clusters to access commercial finance.

This Request for Expressions of Interest (REOI) is to short list Consultants/Agencies that would be invited to submit proposals for this assignment associated with increasing the investments in energy efficiency projects in target MSME clusters by undertaking various activities aimed at preparation of the required number of bankable Investment Grade Detailed Project Reports (IGDPRs) for individual MSME units willing to invest in energy efficiency projects and facilitating sanction of loans on these IGDPRs from local banks, if so required and desired by the MSME units. This assignment would, inter-alia, include undertaking preliminary and detailed energy audits; demonstrating the most appropriate EE technology and the benefits of the same to the MSME units by way of a demo project or any other mechanism and to motivate them to take up EE projects; guiding them with regard to the vendors supplying various EE equipments; providing advisory services to MSME units taking up EE projects throughout the implementation of project till commissioning or end of contract period; setting up a suitable mechanism to collect & provide M&V data to SIDBI about the reduction in fuel consumption and electricity consumption and subsequent reduction in the GHGs emissions achieved by MSME units implementing the EE projects and its contribution to the sustainability aspect.

The above activities would be implemented in a phased manner during 2011-2014 (tentatively) and with the final approval of SIDBI.

Small Industries Development Bank of India now invites eligible Consulting Firms/Agencies to indicate their interest in providing the services. Interested consultants may provide information in brief (preferably limited to 10 pages excluding CVs) indicating how they are qualified to perform the services and duly supported by (a) submission of brochures (b) description of similar assignments undertaken including the number of years of such experience in the Energy / Environment /Power sectors across various industry segments in India (including the MSME / SME segment) (c) core business of the firm (d) qualifications, skills and experience of key personnel (e) technical and managerial organization of firm (including the number of establishments in India) (f) turnover of the firm for the last 3 years (g) experience of working with international agencies, etc.

Interested consultants should also indicate their choice of one or more cluster/(s) i.e. Pune, Kolhapur, Tirunelveli, Ankaleshwar and Faridabad, in which they are willing to work.

The experience & expertise in specific industry / sector / cluster, and performance contracting would be preferred. Consultants may associate with each other to enhance their qualifications, local tie-ups shall be encouraged.

The consultants will be selected in accordance with the procedures set out in the World Bank's Guidelines: Selection and Employment of Consultants by World Bank Borrowers (Edition of May 2004, revised in October 2006).

Interested consultants may obtain further information at the address below during office hours (10.00 AM to 5 PM, Monday to Friday, excluding public holidays).

The response to this REOI is to be submitted in original plus three copies (if possible). Expressions of Interest must be delivered to the address below in sealed covers superscribed with "Expression of Interest for Financing Energy Efficiency at MSMEs: Cluster work at Pune / Kolhapur / Ankaleshwar / Faridabad / Tirunelveli Cluster - due on Tuesday, August 23, 2011 by 1700 hrs":

The Deputy General Manager
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