Expression of Interest for the selection of small and medium-sized enterprises engaged in solar powered irrigation systems in West and East Africa

The Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH, through the project – Sun4Water - Promotion of climate-friendly, water- and energy-saving small-scale solar irrigation systems",opens applications for the selection of candidates for the program ofdevelopment of the technical, entrepreneurial and business capacities of small and medium-sized enterprises adapted to the promotion ofs solar-powered irrigation systems for smallholder farmers in West and East Africa.

Objective

The objective of this program ofcapacity development of small and medium-sized enterprises is to support the development ofadapted financial products, clear financing mechanisms, financing opportunities and qualification of SMEs with clear and profitable business models to facilitate the access of small producers to small-scale solar irrigation systems in East Africa East and West.

Geographic Focus

The six (06) countries of intervention of the Sun4water project (Mali, Togo, Niger, Malawi, Ethiopia and Kenya).

Target Groups

The call primarily targets: (1) Micro-enterprises offering materials/equipment and technical services in the field of irrigation and/or solar energy, (2) agricultural cooperatives, (3) Actors of the traditional and alternative financial system (Micro-Finance, bank, specialized financing agencies)



Deadline for Application : 6th October 2023

Selection criteria

Le/La candidat(e) ou participant (e) doit:

1.Qualification:

- Be a legally registered micro-enterprise, agricultural cooperative or financial/financing institution, based in at least one of the target countries for three (03) years(attach the legal registration document);
- To offermaterials/equipment and technical services or financial products in the field of irrigation and/or solar energy for small producers;
- Having at least ONE member of your team selected to participate in the train-the-trainer program on solar-powered irrigation systems organized by Sun4Water is an asset (attach the selection information email);
- Having at least one woman in its technical staff is an asset (attach the recruitment document).

2. Expérience

- Have at least two (02) years of experience in the supply of materials / equipment and technical services or financial product in the field of irrigation and / or solar (attach the list of previous references);
- Have at least one (01) previous investment credit management experience with a financial institution (valid for micro-enterprises and agricultural cooperatives)(attach the letter of credit agreement);
- Justify at least one (01) work experience with small producers(attach supporting documents: purchase orders, delivery slips, invoices, etc.).



3. Technical capacity

- Have a bank identity in the name of the micro-enterprise or cooperative (attach the bank identity statement);
- Have a stock of irrigation and/or solar equipment/equipment (attach the inventory slip);
- Have a store for storing materials/equipment (attach the location plan);
- Have an administrative office and a space for displaying products (material or equipment) (attach the certificate of headquarters);
- Have technical staff and administrative staff duly registered (attach the staff assignment memo);

4. Entrepreneurial capacity

- Have a client portfolio on the promotion of investments in the field of agriculture, irrigation or energies (renewable (in particular solar energy) (attach the list of clients);
- Have a product/mechanism to promote your products and services (eg brochure, leaflet);
- Justify a minimum turnover of one million francs (at least attach a copy of the tax declaration).

5. Own contribution to the realization of the program

- Be willing to facilitate the mobility of its staff (02 staff including at least 01 woman) for specific training, if necessary;
- Be willing to facilitate access to its products (material, equipment or financial productsand services to small producers through promotional approaches (reduced prices, after-sales service, free services, etc.);
- Be willing to improve the quality of its services for small producers;
- Be willing to include in its business model incentives to take into account the specific needs of young people and women;
- Be willing to mobilize at least 30% of the investment requested in equity for the development of its business portfolio on solar irrigation systems;
- Be willing to Train all of its staff or members (cooperative only) on small-scale solar irrigation systems.

6. Requirements

- Mobilize independently and proactively at least two technical and administrative staff including at least one woman for participation in program activities
- Be able to participate in virtual coaching sessions with adequate equipment and stable internet access.
- Be willing to integrate the gender aspect in the planning, conduct and evaluation of entrepreneurial activities
- Be willing to participate in the collection of project monitoring and evaluation data related to program activities
- Commit to follow the program throughout its duration and produce the required business documents on time (entrepreneurial performance report, business plan, funding request).

Submission of applications

Candidates who wish to express their interest in the qualification program must:

- Complete the application form and attach the required documents
- Send all the documents by e-mail

Selection process

- Evaluation of application files on the basis of criteria and pre-selection of individual Experts
- Verification of references, Assessment of entrepreneurial capacities and final selection.

Note: For further information, please see the Terms of Reference.

Are you interested in applying for this programme? If so, please send your application to stephane.lako@giz.de by 6th October 2023 at 23:59 CEST at the latest. If you have any concerns, please write to the above address before the submission date.

Thank you so much! The Sun4water team hopes to have the pleasure of meeting you soon!

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