**Annex II Technical Proposal**

**Company name: \_\_\_\_\_\_\_**

**Briefly describe your organization, highlighting the core business model and main services (max 1,000 characters):**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **SECTION 1: SPECIFIC EXPERIENCE FOR THE ASSIGNMENT.** **1.1 Please illustrate your organization and the one of the relevant partners for similar projects. You can include up to 5 most relevant projects in the past 3 years.**

|  |  |
| --- | --- |
| Name of the project |  |
| Grant/contract value (USD) |  | Website if applicable |
| Target Country(ies) |  | Implementation Period |  |
|  |
| Name of the Client/funder |  |
| References contact details  | name | position | phone number email |
|  |  |  |
|  |
| Description of the approach/methodology |  |
| Key outputs/deliverables produced |  |
| Key Performance Indicators/ Targets |  |
|  |
| Names of the staff that participated in the assignment |  |  |  |
| Knowledge product production and dissemination strategy of the assignment  |  |

**(copy/paste table above if you wish to add other relevant projects)** |
| **1.2 Demonstrate your organization’s understanding of Uganda’s challenges and opportunities to develop Solar Mini-grids. (Max 1 page)** |
| **1.3 Share your organization’s understanding of the potential risks you may face in delivering on this assignment and the risk mitigation measures you will employ. (max ½ page)**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| # | **Risk** | **Probability of Occurring** | **Impact** | **Management / Mitigation strategy** |
| *1.* |  | LowMediumHigh |  |  |
| *2.* |  |  |  |  |
| *3* |  |  |  |  |
| *4* |  |  |  |  |

**1.4 Briefly describe your current customer base (max 700 characters)***How many customers/users do you have?* *How would you describe your core customer base? Can you segment them by gender, age group, and income level? If B2B, what type of businesses are your main customers?**Would any of your customers be in the low-to-moderate income bracket? What percentage could that be?* **1.5 Briefly describe your value proposition (max 1,000 characters)***Describe the uniqueness of your value proposition.**What pain points do you solve for your customer?* *Why would your customer choose your product over another?* **1.6 Please provide the number of users/customers/businesses registered by your organization in the past 2 years. If you offer B2B solution, include the number of companies.**

|  |  |
| --- | --- |
| **Year** | **# registered users/customers/businesses** |
| 2021 |  |
| 2022 |  |

**1.7 1. Report some of your financial indicators and projections. You can choose to include total revenues of the company or revenues for the proposed mini-grid project.** *Specify if the indicators below are related to your company and to the mini grid project proposed under this RFA.*

|  |  |  |  |
| --- | --- | --- | --- |
|  | **2021** | **2022** | **2023 (projections)** |
| **Revenues (US$)** |  |  |  |
| **EBITDA (US$)** |  |  |  |
| **Net Profit (US$)** |  |  |  |
| **Profit margin (US$)** |  |  |  |
| **Assets (US$)** |  |  |  |
| **Liabilities (US$)** |  |  |  |
| **Equity (US$)** |  |  |  |

 |
| **SECTION 2: APPROACH AND IMPLEMENTATION PLAN (maximum 7 pages)** |
| Name of your project: **2.1. Approach to the Results Required: Provide a detailed description of the methodology for how the organization / consortium will achieve the project outputs. Include an analysis on how your organization/ consortium will liaise with UNCDF. The applicant should describe how they will take the lead role in ensuring that there is sufficient and ongoing communication, both virtually and in person. This section should highlight the support necessary from UNCDF. (max 3 page)** |
| **2.2 Technical Quality Assurance Review Mechanisms: The methodology shall also include details of the applicant’s internal technical and quality assurance review mechanisms (max 1 page)** |
| **2.3 Implementation Timelines: Submit a Gantt Chart or Project Schedule indicating the detailed sequence of activities that will be undertaken and their corresponding timing, specifying timelines, person responsible, and time devoted to each activity. (Please use the Budget and Workplan template)**  |
| **2.4. Sub-Grantees: Explain if any work would be delegated, to whom, how much percentage of the work, the rationale for such, and the roles of the proposed sub-grantees. Especially in the case of consortiums, give special attention should be given to providing a clear picture of the role of each entity and how everyone will function as a team. (max 1 page)** |
| **2.5. Reporting and Monitoring: Please provide a brief description of the mechanisms proposed for this project for reporting to (and ongoing communication with) UNCDF and partners, including a reporting schedule (also reflected in Gantt chart) and indicators list. (max 1 page)****Provide an overview of your targets by indicating numerical values against the following key performance indicators to be met by June 2024**

|  |  |
| --- | --- |
| Indicators | June 2024 |
| Capacity of the solar Minigrid |  |
| Co-investments raised ($USD) |  |
| Number of direct and indirect jobs created* Percentage of jobs created for women.
* Percentage of jobs created for Ugandans
 |  |
| Number of households, businesses and institutions with access and using electricity |  |
| Number of productive uses of energy opportunities created |  |

 |
| **2.6 Describe your Minigrid solution outlining the key elements from a user, technological and business perspective and elaborate further about the status of development (max 1,000 characters)** |
| **2.7 Please provide a brief overview of your go-to-market strategy (max 1,000 characters)** |
| **2.8 In accordance with the business model, describe how you plan to make your solar minigrid solution financially viable and sustainable, above all after the termination of UNCDF support (max 700 characters)** |
| **SECTION 3: PERSONNEL** |
| **3.1 Management Structure: Describe the overall management approach toward planning and implementing this activity. Include an organization chart for the management of the project describing the relationship of key positions and designations along with information on the roles and structure of any sub-grantees, contractors, or other critical relationships.** |
| **SECTION 4: INVESTMENT** |
| 4.1 UNCDF offers, in addition to grants and technical assistance, financing possibilities such as guarantees, concessional and commercial loans, as well as investments. Please explain in this section your company's financing needs, your financial and business plans for the next few years and your financial sustainability strategy (5 pages maximum). |