Request for Proposals

Unlocking Private Sector Investment in Energy Efficiency: Models, Barriers, and Enablers for SMEs in RECONOMY Countries

1. Introduction

HELVETAS Swiss Intercooperation, with support from the Swedish International Development Cooperation Agency (Sida), invites all interested and eligible applicants to submit their proposals in the field of accessing sustainable and green finance.

This opportunity is offered under the RECONOMY program—an inclusive economic development initiative operating across 11 countries in the Eastern Partnership and Western Balkans. In the Western Balkans, RECONOMY focuses on promoting inclusive and green economic opportunities for youth, women, and disadvantaged groups.

In partnership with the Swedish International Development Cooperation Agency (Sida), HELVETAS Swiss Intercooperation is leading a regional inclusive economic development program, RECONOMY, in 11 countries in Eastern Partnership (Armenia, Azerbaijan, Georgia, Ukraine, Moldova), and the Western Balkans (Kosovo, Albania, Montenegro, Serbia, Bosnia and Herzegovina and North Macedonia). The program was launched in 2020 with the inception phase that ended for the Eastern Partnership countries in December 2022 and in March 2023 for the Western Balkans. The main phase is foreseen for four years, which started in January 2023 and will last till the end of December 2026.

2. Requirements

2.1 Technical Requirements

Technical Requirements should consider **Terms of Reference for "Unlocking Private Sector Investment in Energy Efficiency: Models, Barriers, and Enablers for SMEs in RECONOMY Countries",** and other provisions of this Request.

2.2 General Terms and Conditions

By submitting the proposals, the applicants confirm acceptance of **HELVETAS General Terms and Conditions of Business**. Please refer to Annex 3.

2.3. Language/s: ENGLISH

3. Eligibility for participation

3.1 Eligible Applicants

Participation is open to all consultancy companies that are qualified and experienced **in researching and assessing the key barriers in the field of Energy Efficiency with a focus on SMEs.**

3.2 Exclusion Criteria from participation

Applicants shall be excluded from taking part in the procurement procedure if they meet at least one of the Exclusion Criteria described in Annex 1.

Applicants must certify on honour in their Proposals that they are not in any of the situations described in Annex 1 - Exclusion Criteria. Please use the template provided in Annex 2.

4. Selection Criteria

Eligible applicants meeting the following qualifications are invited to submit a proposal:

- Minimum of 7 years of proven experience in conducting energy efficiency-related assessments and studies focused on political-economy analysis and advice, business model development, and policy design.
- Demonstrated ability to design market-based solutions for uptake of energy-efficiency by private sector, specifically by SMEs.
- Strong understanding of Market Systems Development programs/projects/interventions within an international development context will be an advantage.
- Demonstrated experience working with financial institutions on designing green finance instruments will be an advantage
- Good institutional understanding of political, economic and environmental context of the Western Balkan and Eastern Partnership countries, evidenced by a track record of implemented projects, will be an advantage.
- Proven excellent analytical, report writing, and presentation skills.

5. Application Procedure

5.1 Documents to be submitted:

Proposals should include the following documents:

- Technical Proposal (as described in the ToR)
- Financial Proposal (as described in the ToR)
- Certification on Honour, (Annex 2)

Note: All the above-listed documents are mandatory for submission. If any of these documents are not presented, the proposal will not be qualified for the evaluation process.

5.2 Submission of Proposals

Proposals should be delivered to ***reconomyprocurement@helvetas.org***, with the subject line "Consultancy on Energy Efficiency Models - RECONOMY Program", by **24 August 2025.**

6. Evaluation

Proposals shall be evaluated on the basis of their completeness, compliance, and responsiveness to the Terms of Reference and other provisions of this Request for Proposals.

6.1 Awarding Criteria

Proposals shall be evaluated based on the ***Best price – Quality ratio*** criteria as follows:

A. Technical Proposal - 70%
B: Financial Proposal – 30%

6.2 Evaluation Grid

	A. Technical Proposal Evaluation Criteria	**Max Points (70)**
A1	Proven experience in conducting energy efficiency-related assessments and studies focused on political-economy analysis and advice, business model development, and policy design.	15
A2	Demonstrated ability to design market-based solutions for uptake of energy efficiency by private sector, specifically by SMEs	10
A3	Expertise and professional experience of Key Professional Staff assigned to the engagement.	15
A4	Demonstrated experience working with financial institutions on designing green finance instruments.	5
A5	Proposed Methodology, Approach, and Implementation Plan for the completion of the assignment.	10
A6	Strong understanding of Market Systems Development programs /projects /interventions within an international development context. Good institutional understanding of the political, economic, and environmental context of the Western Balkans and Eastern Partnership countries, evidenced by a track record of implemented projects Proven excellent analytical, report writing, and presentation skills.	15
	B. Financial Proposal Evaluation Criteria	**Max Points (30)**
B1	The financial proposal considers market rates applicable to the relevant sector.	10
B2	To what extent the quality of qualifications corresponds to the financial proposal	20

7. Confidentiality

RECONOMY acknowledges that the information received from Applicants under this Request for Proposals may be of a confidential nature. RECONOMY shall use the same degree of care with Applicant's confidential information as it uses to protect its own confidential information.

8. Further Information

Any clarifications with respect to this Request for Proposals shall be sent to the email address presented here in above no later than 5 working days before the closing date for submissions.
The applicants can expect to receive information about the decision on their proposals by the end of September 2025 at the latest.