

# Coastal Communities Off-Grid Energy Challenge Request for Proposals TOR

## Background

Access to energy remains a critical barrier to economic growth and improved livelihoods in coastal communities of the Niger Delta. These communities are largely unconnected to the national grid and rely on expensive, unreliable fuel-powered generators. As fuel prices continue to surge, households and businesses struggle to meet their energy demands, resulting in constrained productivity and limited access to essential services.

To address this, PIND has led efforts to deploy decentralized renewable energy solutions tailored to off-grid communities. Through the deployment of mini-grids, solar home systems, and productive-use technologies, PIND has demonstrated the transformative potential of localized energy solutions to drive inclusive economic development. These interventions have not only improved access to reliable, affordable electricity but also strengthened local businesses, enhanced livelihoods, and promoted community resilience.

Building on this success, PIND is launching a Challenge aimed at accelerating the adoption of innovative, scalable, and commercially viable off-grid energy solutions for rural and coastal communities in the Niger Delta.

## Call Objectives

PIND seeks proposals for energy projects that:

- Expand electricity access through sustainable business models, reducing dependency on fossil-fuel generators.
- Support productive use of energy in agriculture, small-scale industries, and income-generating activities.
- Strengthen essential community services—such as healthcare, education, and digital access—through reliable energy solutions.
- Enhance community resilience and economic stability.
- Promote partnerships among energy developers, investors, and local enterprises to scale market-driven solutions.

The Challenge is designed to support renewable energy businesses and allied organizations in delivering highly innovative, market-oriented energy access interventions for last-mile coastal communities. Projects must address the energy trilemma of Clean, Affordable, and Accessible Energy.

PIND will provide facilitation support – helping partners understand the development context, mobilize resources, and build strategic collaborations. PIND's extensive network and regional expertise will be leveraged to help solution providers establish community linkages, refine their business cases, and scale proven models.

The ultimate goal is to spur the development of innovative, sustainable energy models that address electricity access gaps in off-grid areas while enabling viable business opportunities for new entrants into the distributed renewable energy (DRE) sector.

## Specific Objectives

- Enable reliable and affordable energy access for households, businesses, and social enterprises.
- Establish commercially viable, decentralized renewable energy systems operated by private developers.
- Stimulate local economies through energy-enabled livelihoods and value chains.
- Demonstrate scalability and long-term sustainability of renewable energy solutions for underserved coastal communities.
- Ensure uninterrupted energy supply to community health facilities to improve the delivery of medical services.

### Head Office

NO 4, 2<sup>nd</sup> Avenue,  
FHA Estate, Guzape,  
Abuja, Nigeria

### Economic Development Center

Queens Court, Kings Avenue,  
Off Tombia Extension, GRA Phase 3,  
Port Harcourt,  
Rivers State, Nigeria

### Economic Development and ATED Center

Ejuri/Omoba Etchie Street,  
Egbokodo Itsekiri,  
Delta State, Nigeria

Proposals should incorporate Gender Equality and Social Inclusion (GESI) principles and ensure the benefits of clean energy reach marginalized populations, including women, persons with disabilities, and those in humanitarian or underserved contexts.

### Scope of Work

The proposed projects should promote affordable, reliable, and low-carbon energy access while enhancing the social and economic well-being of target communities.

Applications must clearly outline how the proposed interventions will result in measurable improvements in energy access, economic inclusion, and quality of life in poor or underserved communities. Projects must meet the following criteria:

- 1) *Local Relevance*: Solutions must target critical energy needs in coastal economic sectors—agriculture, MSMEs, health, and education—with demonstrable impact on households and local enterprises.
- 2) *Practicality and Scalability*: Solutions must be technically feasible, cost-effective, and ready for implementation. Proposals should identify implementation risks and outline pathways to scale across similar geographies.
- 3) *Clarity and Feasibility*: A clear roadmap and implementation plan must be presented, including milestones and timelines achievable within the 3-month project duration.
- 4) *Sustainability*: Projects should have strong long-term operational and financial sustainability plans, covering operations & maintenance (O&M), revenue generation, and capacity building.
- 5) *System Performance & Maintenance*: Proposals must detail:
  - O&M protocols and frequency of system checks.
  - Defined fault response and escalation mechanisms.
  - System uptime/performance guarantees.
  - Cost-calibrated O&M plans aligned with revenue cycles.
- 6) *Reporting & Compliance*: Applicants must propose a framework for:
  - Periodic performance reporting.
  - Environmental, health, safety, and labor standards compliance.

## Challenge Structure, Support & Timeline

### Application & Selection

Interested applicants must submit proposals using the format in **Annex II**, including a technical and financial plan. Projects must be implementable within 3 months.

Early-stage energy developers—including rooftop solar installers and new market entrants—are encouraged to apply.

Support will include:

- Technical co-development and design support.
- Facilitation of community entry and stakeholder engagement.
- Financial support of up to **₦10 million** for viable proof-of-concept or innovative scale-up initiatives.

### Key Timeline

- Call Opens: **May 21, 2025**
- Submission Deadline: **June 1<sup>st</sup>, 2025, 11:59 PM (WAT)**
- Selection Announcement: **June 9, 2025**
- Project Commencement: **June 25, 2025**

Only shortlisted applicants will be contacted.

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## Evaluation Criteria

Criteria	Weight
Technical Viability & Innovation	20%
Business Model & Commercial Feasibility	20%
Capability & Business Track Record	20%
Last-Mile Impact & Outreach	20%
Additional Funding & Partnerships Plan	10%
Sustainability Strategy	10%
Female-Led/Owned Enterprises	10% (bonus)

## Eligibility Criteria

Applicants must:

- Be registered entities with the Corporate Affairs Commission (CAC).
- Possess a valid Tax Clearance Certificate (TCC).
- Demonstrate relevant technical experience and capability.
- Propose inclusive business models, especially those that create economic opportunities for women and vulnerable groups.
- Demonstrate potential to attract follow-on investment or co-funding.

## Funding and Support

Proposals should outline:

- Total project cost (itemized by infrastructure, equipment, logistics, working capital, etc.).
- Specific technical or financial assistance required.
- Projected return on investment and route to market.

PIND will consider minimal financial assistance for near-completion energy access projects that demonstrate a strong case for re-engineering or acceleration.

Syndicated or multi-year projects that align with the goals of this Challenge may also be considered for partial support.

## Annex I: Budget Template

Budget Item	Total Costs (NGN)	Requested Support (NGN)	Comments
Project Direct Costs			
Indirect Costs			
Working Capital			
Other Costs			
<b>Total</b>			

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## Projected Financial Sustainability (150 words)

Include projected revenues, breakeven analysis, long-term viability indicators, and any expected financial support received in the last two fiscal years. Proposals must justify the value proposition and cost-effectiveness of the energy solution and how it enables market access or productivity gains.

## Annex II – Project Proposal Template

Applicants must complete the structured proposal form, including:

COASTAL COMMUNITIES OFF GRID ENERGY CHALLENGE	
Category	Description
<b>1. Applicant Information (150 words)</b> <ul style="list-style-type: none"> <li>Organization Name, Address, Website</li> <li>Contact Person &amp; Role</li> </ul>	
<b>2. Business History &amp; Track Record (150 words)</b> <ul style="list-style-type: none"> <li>Business overview and CAC registration</li> <li>Key milestones and relevant energy sector experience</li> </ul>	
<b>3. Community Challenge Statement (150 words)</b> <ul style="list-style-type: none"> <li>Community problem/energy barrier</li> <li>Key Differentiator of proposed solution</li> </ul>	
<b>4. Project Overview (300 words)</b> <ul style="list-style-type: none"> <li>Technical solution, business model, geography, coordinates</li> <li>Target beneficiaries, impact metrics</li> </ul>	
<b>5. Business Model (150 words)</b> <ul style="list-style-type: none"> <li>Revenue streams, pricing, tariff model</li> <li>Partnerships and collaborators</li> </ul>	
<b>6. Value for Money &amp; GESI (150 words)</b> <ul style="list-style-type: none"> <li>Investor appeal, cost-efficiency, inclusion benefits</li> </ul>	

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<b>7. Timeline &amp; Milestones (150 words)</b> <ul style="list-style-type: none"> <li>Key milestones with deliverables and deadlines</li> </ul>	
<b>8. Summary Resource &amp; Investment Needs (150 words)</b> <ul style="list-style-type: none"> <li>Financial ask, partner contributions, resource needs</li> </ul>	
<b>9. Financial Overview (150 words)</b> <ul style="list-style-type: none"> <li>Total project cost, breakdown.</li> </ul>	
<b>10. Sustainability Plan (150 words)</b> <ul style="list-style-type: none"> <li>O&amp;M strategy, customer base, replication strategy</li> </ul>	
<b>11. Risks &amp; Mitigation (150 words)</b> <ul style="list-style-type: none"> <li>Key risks, mitigation measures, safety protocols</li> </ul>	

**Attachments (up to 2 pages PDF, max 10MB)**

- Diagrams, charts, or supporting data

The application should be emailed to [etender@pindfoundation.org](mailto:etender@pindfoundation.org) along with the following mandatory items/supporting documents on or before May 31<sup>st</sup> 2025.

**Mandatory Required items from vendors/consultants who intend to bid on any work or service in PIND**

- Certificate of Business Registration/Mean of Personal Identification
- Profile of organization or resume in case of a consultant
- Completed PIND bio data form in case of consultants
- Valid Tax Clearance Certificate
- Bank Reference Letter
- Stamp Duty Notification Applicability:**  
All bidders are advised to note that Stamp Duty applies to the total value specified in all contracts/grant agreements, as stipulated by the Stamp Duties Act of 2004. The deduction will be made at source and remitted to the Federal Inland Revenue Service (FIRS). Also Withholding Tax is applicable.

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