



UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANIZATION

## “Strengthened adaptation capacity for a green and resilient economy in South Africa”

### CALL FOR EXPRESSION OF INTEREST

UNIDO and its partners are implementing a project entitled “Strengthened adaptation capacity for a green and resilient economy in South Africa”, funded by the Government of Flanders region of the Kingdom of Belgium.

This Call for Expression of Interest (EOI) is issued to identify potential investment projects, targeting the acceleration of the climate change adaptation capacity of industries through energy water nexus approaches in South Africa. Target sectors are medium to large scale industries along the agricultural value chain. In the case of a consortium, the members of the consortium must jointly submit the required information and must also clearly identify one of the consortium members as the lead company. Selected applicants will be eligible to receive a grant as co-financing to the implementation of the project.

To ensure consideration, your completed documents must be submitted via the UNIDO eProcurement portal. The call will be open from 8 March 2022 – 6 May 2022 with two rounds of evaluation, the first round starting on 18 March 2022 and the second round of evaluation will take place after closure on 6 May 2022. **Grant proposals (also referred to as proposal/concept notes)** received after the submission deadline will be invalidated.

It is your sole responsibility to ensure that the grant proposal is submitted via the UNIDO eProcurement portal in compliance with the terms and conditions of this EOI and by the submission deadline indicated above.

In order to enable you to submit your application, this EOI contains the following sections:

- Section I: General Information
- Section II: Preparation and Submission of Application Documents
- Section III: Procedure for Preliminary Examination, Evaluation, Ranking and Selection of Grant Proposals
- Section IV: Award and Related Procedures
- Section V: Admissibility, Exclusion and Eligibility Criteria (Qualification Requirements/Criteria)
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This EOI is governed by UNIDO rules and regulations, as well as the procedures reflected in the Grants Manual, which can be found here: <https://www.unido.org/resources-procurement/procurement-opportunities>. Subject to the requirements of funding partner(s), the selection process for an implementing partner may be carried out during the project design stage, since this will speed up the project inception, once the project is approved.

Kindly review this EOI document in its entirety to ensure understanding of the call and its requirements.

The terms and conditions set forth in this EOI will form a part of any agreement should your project be positively evaluated to receive TA and co-financing from this Call for EOI. Any such agreement will require compliance with all factual statements and representations made in the submitted documents, subject to any modifications agreed to by UNIDO in the context of negotiations, in the event that negotiations have been entered into.

Nothing in or relating to this EOI shall be deemed a waiver, express or implied, of any of the privileges and immunities of UNIDO.

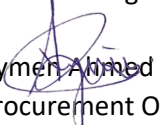
You are invited, immediately after downloading the EOI, to advise UNIDO whether you intend to submit an application under this EOI.

In case you have any queries or comments (“requests for clarification”) about this EOI, please upload your requests directly in the eProcurement portal for consideration by UNIDO. In case you have informed via UNIDO's eProcurement portal of your intention to submit a grant proposal, you will be kept informed throughout the submission period of any clarification or amendment notes issued in respect of this EOI.

This EOI is not to be construed in any way as an offer to enter into an agreement with your organization.

We look forward to receiving your EOI submission.

With kind regards

  
Aymen Ahmed  
Procurement Officer

UNIDO Procurement Services Division

# SECTION I: GENERAL INFORMATION

## Background

The United Nations Industrial Development Organization (UNIDO) is the specialized agency of the United Nations that promotes industrial development for poverty reduction, inclusive globalization and environmental sustainability. UNIDO's mission, as stated in the 2013 Lima Declaration and the 2019 Abu Dhabi Declaration, is to promote and accelerate inclusive and sustainable industrial development (ISID) in Member States. The relevance of ISID as an integrated approach to all three pillars of sustainable development is recognized by the 2030 Agenda for Sustainable Development and the related Sustainable Development Goals (SDGs), which will frame United Nations and country efforts towards sustainable development. UNIDO's mandate is fully recognized in SDG-9, which calls to "build resilient infrastructure, promote inclusive and sustainable industrialization and foster innovation". The relevance of ISID, however, applies in greater or lesser extent to all SDGs. UNIDO's ISID results at the impact level range across four dimensions of sustainable development that thematically define ISID: creating shared prosperity; advancing economic competitiveness; safeguarding the environment; and strengthening knowledge and institutions.

Interested applicants are encouraged to familiarize themselves with typical UNIDO operations through [www.unido.org](http://www.unido.org) and UNIDO's Open Data platform containing information on all ongoing technical cooperation projects (<https://open.unido.org>).

**The purpose of this Expression of Interest (EOI) is to identify investment projects, targeting the acceleration of the climate change adaptation capacity of industries through energy water nexus approaches in South Africa. Target sectors are Medium to Large industries along the agricultural value chain. Selected applicants will be eligible to receive a grant as co-financing to the implementation of the investment project.**

## The Project

UNIDO and its partners are implementing a project entitled "Strengthened adaptation capacity for a green and resilient economy in South Africa", funded by the Government of Flanders. The overarching development objective of the project is to accelerate the transition to a green economy, a decarbonized industry, and a vibrant and inclusive job market in South Africa. This will lead to a reduced environmental footprint of the industry, higher climate resilience and the creation of green jobs. The project will address the barriers that are currently hampering an accelerated adoption of measures and technologies on climate adaptation and enable the private sector to capitalize on the opportunities to shift towards a green economy. This will be achieved through technology upgrades in pilot enterprises to showcase the benefits of a climate-resilience approach in an industrial context, and through nurturing the green innovation potential in industry to trigger a continued innovation dynamic. Finally, strategic partnerships with academia, industry and umbrella organizations will sustain and scale-up climate-resilient approaches across the economy.

The project will thus directly contribute to SDG 6 (Clean Water and Sanitation), SDG 7 (Affordable and Clean Energy), SDG 9 (Industry, Innovation and Infrastructure) and SDG 13 (Climate Action), with indirect benefits to SDG 5 (Gender equality and women's empowerment), SDG 8 (Decent Work and Economic Growth), and SDG 17 (Partnerships for the goals).

## Institutional Arrangements for the Project

The project is being implemented by UNIDO in collaboration with two national agencies in South Africa, namely the National Cleaner Production Centre South Africa (NCPC-SA) and the Technology Innovation Agency (TIA). Key national counterparts in South Africa include the Department of Trade, Industry and Competition (the dtic) and the Department of Forestry, Fisheries and the Environment (DFFE).

The NCPC-SA is a national programme of the South African government that drives the transition of SA industry towards a green economy through appropriate resource efficiency, cleaner production, and circularity interventions. This entails the continuous application of environmentally friendly strategies to processes, products and services to increase competitiveness and efficiency, and reduce risks to communities and the environment. Towards this end, the NCPC-SA specifically assists industry to lower costs through reduced energy, water and materials usage, and waste management.

UNIDO is the specialized agency of the United Nations that promotes industrial development for poverty reduction, inclusive globalization and environmental sustainability. Apart from its focus on climate change mitigation, UNIDO has been expanding its work on climate change adaptation, and has recently been accredited to funds with focus on adaptation such as the Adaptation Fund and the Green Climate Fund. UNIDO's Regional Office for Southern Africa is located at and hosted by the dtic at its office campus in Sunnyside, Pretoria.

### Funding Partner

The Government of Flanders is the funding partner under the project, as part of the ongoing cooperation between Flanders and South Africa. This project aligns itself with the specific objectives of Flanders Country Strategy Paper for Development Cooperation, notably “to foster active participation of multiple actors of government, civil society, private sector, academia, multilateral organizations and local communities on climate change adaptation” and “to strengthen and enhance the knowledge base for climate change adaptation.

## Expected Scope of Work/Activities Eligible for Funding

### Specific Objectives

The project aims to facilitate technology upgrades in pilot enterprises and innovative solutions to display the benefits of a climate-resilience approach in an industrial context. The potential for green innovation in industry will be showcased and trigger a continued innovation dynamic. Academic and industrial partnerships will sustain and scale-up climate-resilient approaches across the economy. The project will be aligned with related national and international initiatives for leveraging and maximizing impact.

The specific objectives which together will lead to the achievement of the development objective are thus broken down as follows:

1. Increased uptake of environmentally friendly technologies and practices by the industry through improved management of energy and water services.
2. Nurturing enabling conditions for a continuous innovation dynamic for climate adaptation services for industry.

3. Academia, knowledge institutions and umbrella organizations support the evidence-based approach for climate resilient services.

The EOI aims to identify and prepare a pipeline of priority investments in climate resilient energy and water services (such as digitization and automation of energy and water management, decentralized renewable energy, smart mini-grids and batteries, water reuse and energy storage programs) to increase the resilience of manufacturing plants in the target sector(s).

The target sector is agro-processing sector at large, with a preference for medium to large enterprises. The primary targeted critical services are energy and water supply. Secondary areas are transport, waste beneficiation and mobility. Target subsectors include (but are not limited to) dairy, fruits processing (peels and pulp, apples, grapes, oranges, olives), breweries and wineries, sugarcane, pecan.

**This Expression of Interest provides two windows of opportunities and applicants are requested to indicate for which window they submit their application.**

**Window 1: Targets Project developers, Technology and/or service providers** looking for Co-financing and/or technical Assistance (TA) to implement a water-energy nexus adaptation project in South Africa, with a focus on Agro-Industries. Partnerships between Flemish and South African companies are encouraged.

**Window 2: Targets Industries who are interested to implement adaptation-oriented interventions** and are looking for TA and Co-financing support to carry out energy and water audits, followed by the methodological approach of climate-smart capital investment planning to prioritize, prepare and structure the technology investments. Focus sector are Agro-Industries in South Africa. Partnerships between Flemish and South African companies are encouraged.

### **Grant Support**

The grant shall particularly target the reduction of upfront costs of investments to be released against agreed milestones on verification by UNIDO and the counterparts. The total capital Co-financing support by UNIDO will not exceed a **maximum of 200,000 EUR per project and applicant**.

Grant support provided by UNIDO **shall cover a maximum of 75% of the total capital costs**.

Installation of the systems shall only be supported for proposals that fulfil the eligibility criteria. The grant shall not fund any other activities leading to financial closure. Applicants shall commit to provide investment and all other necessary support to realize the project (adequate proof of financing to be provided at the next stage).

All proposed projects should be aligned with the national priorities of South Africa, including the National Development Plan, the National Climate Change Response Strategy and the Nationally Determined Contributions (NDCs).

Any equipment used must comply with internationally recognized efficiency and quality standards.

## SECTION II: PREPARATION AND SUBMISSION OF GRANT PROPOSALS

### UNIDO's e-Procurement System Guidance

A step-by-step system guide (“UNIDO e-Procurement system guide”) for the preparation and submission of proposals can be downloaded from UNIDO’s procurement website at [www.unido.org/unido-procurement](http://www.unido.org/unido-procurement). Applicants are strongly encouraged to use UNIDO's eProcurement portal for the preparation and submission of grant proposals. In the event that an applicant nevertheless wishes to prepare and submit its grant proposal in hard-copy documents, the provisions of this Section II shall also apply *mutatis mutandis* in such cases. Please also refer to [www.unido.org/unido-procurement](http://www.unido.org/unido-procurement).

### Acknowledging Participation by the Applicant

Prospective applicants are kindly requested to inform UNIDO whether their organization intends to submit a grant proposal before the deadline specified in the cover letter of this EOI. For this purpose, please follow the steps described in the UNIDO eProcurement system guide.

### EOI Documents

Applicants are expected to examine all corresponding instructions, forms, terms and specifications contained in the EOI documents. Failure to comply with these documents will be at the applicants’ risk and may affect the evaluation of their grant proposals.

### Admissibility, Exclusion and Eligibility Criteria (Qualification Requirements/Criteria)

UNIDO requires that applicants comply with the admissibility, exclusion and eligibility criteria stated in Section III.

Applicants may be requested to provide such evidence of their continued compliance with the above-mentioned criteria to UNIDO, as and when UNIDO shall reasonably request.

## PREPARATION AND SUBMISSION OF GRANT PROPOSALS

### Cost

This EOI does not commit UNIDO to pay any costs incurred in the preparation or submission of application documents, or costs incurred in making necessary studies for the preparation thereof, or to procure or contract for services or supplies. The applicant shall bear all costs associated with the preparation and submission of the EOI documents and UNIDO shall not, under any circumstances, be responsible or liable for those costs, regardless of the conduct or outcome of this exercise.

### Language of the Grant Proposal

The EOI submission prepared by the applicant and all correspondence and relevant documents exchanged with UNIDO relating to the EOI shall be written in the English language.

## Documents Comprising the Grant Proposal

The submission documents shall comprise the following information and documents. This procurement is governed by the provisions of the UNIDO rules and regulations. The EOI shall be submitted by using the application forms provided for this call.

Applicants must submit the following:

- Concept note;
- Applicant form;
- Declaration form;
- Verification of the company registration;
- Confirmation of being registered for tax;
- Confirmation of having no tax debt;
- Company organization chart;
- Most recent audited report and accounts;
- CVs of the key management team.

In addition:

- Proposals/concept notes must be signed by the project promoters;
- The proposals/concept notes and all documentation appended may be drawn up in English, and contain the information and documents indicated in this EOI documentation;
- The formation of a consortium is permitted;
- The applicant shall upload in UNIDO's eProcurement portal both the electronic and PDF versions of all duly completed, stamped and signed application forms. All signatures shall be effected by a duly authorized representative of the applicant.

## Clarification of Expression of Interest

Potential applicants may request clarifications (i.e. pose questions) related to the EOI. For this purpose, the deadline for submission of requests for clarification is before the 14 March 2022.

Requests for clarification will be considered by UNIDO only if they are in writing and either uploaded in the SRM portal or emailed to [A.Ahmed@unido.org](mailto:A.Ahmed@unido.org) with a copy to [J.Kraus@unido.org](mailto:J.Kraus@unido.org).

UNIDO will publish all requests for clarification (on an anonymized basis) and responses thereto at least on the SRM portal at <https://www.unido.org/resources-procurement/procurement-opportunities>. Potential applicants are advised to regularly visit the site.

Applicants must read all answers to the questions, as well as any other information, which may be published on the above-mentioned website(s).

## Amendments to Expression of Interest

An amendment of the EOI may be required by UNIDO or based on a request for clarification received from a potential applicant.

In cases when it is required to amend the EOI, UNIDO will publish at least on the SRM portal an amendment note, which sets forth in a clear and complete manner the exact changes made. All applicants that have acknowledged their intention to participate in the EOI procedure shall, at a minimum, be notified simultaneously and in writing of any amendments.



Any and all amendments made pursuant to the provisions of the EOI procedure shall be binding on the applicants.

UNIDO will evaluate whether ample time remains for potential applicants to consider the amendment made to the EOI. If ample time is not available, UNIDO may extend the deadline to provide potential applicants with sufficient time to take the amendment into consideration.

### **Application Form(s)**

Subject to the detailed requirements contained in each EOI, the applicant shall structure the proposal/concept notes by following the specific guidance contained in the attached application form(s), which have been uploaded in UNIDO's eProcurement portal.

Information which the applicant considers proprietary, if any, should be clearly marked as "proprietary" next to the relevant part of the text and all efforts will be made to treat it accordingly. However, UNIDO cannot guarantee confidentiality and shall not be liable for any disclosure of confidential information therein contained.

Following the submission of the grant proposals and their final assessment, UNIDO will have the right to retain the unsuccessful ones.

Other information/documentation requested in this EOI or which the applicant deems relevant for submission may be uploaded as an attachment to its grant proposal onto UNIDO's eProcurement portal.

### **Validity**

Proposals/concept notes shall remain valid for hundred eighty (180) days after the deadline for submission of grant proposals. A grant proposal valid for a shorter period may be rejected by UNIDO on the grounds that it is non-responsive.

In exceptional circumstances, UNIDO may solicit the applicant's consent to an extension of the period of validity. The request and the responses thereto shall be made in writing. An applicant granting the request will not be required nor permitted to modify its grant proposal.

### **Withdrawal and Modification of Grant Proposals**

The applicant may withdraw its grant proposal after the proposal's submission, provided that written notice of the withdrawal is received by UNIDO prior to the deadline prescribed for submission of grant proposals. Please refer to the UNIDO eProcurement system guide for guidance.

No proposal/concept notes may be withdrawn in the interval between the deadline for submission of proposals/concept notes and the expiration of the period of proposal validity specified by the applicant in its grant proposal.

### **Format and Signing of Grant Proposals**

The grant proposal must be submitted directly via the UNIDO eProcurement portal.

By uploading the grant proposal onto UNIDO's eProcurement portal, the applicant (i) confirms that its grant proposal has been approved by a duly authorized representative of the applicant and (ii) agrees and acknowledges to be bound by the terms and conditions of the EOI.

### **Submission of Grant Proposals**

Grant proposals shall normally be submitted electronically through UNIDO's eProcurement portal.

In case an applicant cannot access the portal, a grant proposal may be received outside the portal, including in the relevant UNIDO Field Office, through sealed envelopes or through a dedicated e-mail account set up specifically for the call, or other secure means.

Any grant proposal received by UNIDO after the deadline will be rejected and returned unopened to the applicant.

Applicants must submit grant proposals strictly in compliance with the EOI.

### **Receipt and Opening of Grant Proposals**

For grant proposals received exceptionally outside UNIDO's eProcurement portal, strict opening procedures apply.

## **GENERAL REQUIREMENTS**

### **Confidentiality**

It is understood that the EOI is confidential and proprietary to UNIDO, that it contains privileged information, part of which may be copyrighted, and that it is received by potential applicants on the condition that no part thereof or any information concerning it may be copied, exhibited, or furnished to others without the prior written consent of UNIDO.

### **Consortia**

The formation of consortia is allowed. In such cases, the interested entities must submit either: a) a proposal signed by all partners of the consortium and a draft of a consortium agreement providing for joint and several liabilities with reference to the implementing partner agreement under consideration, including the nomination of the lead firm of the consortium (scanned signatures are accepted); or b) a proposal signed by the lead firm and a copy of a consortium agreement, signed by all participating parties, providing for joint and several liability with reference to the agreement including the nomination of the lead firm of the consortium (scanned signatures are accepted).

### **Rights**

This EOI does not commit UNIDO to the award of an agreement. UNIDO reserves the right to accept or reject any grant proposal, or annul this EOI and reject all grant proposals, at any time prior to the grant award, without thereby incurring any liability to the affected applicants or any obligation to inform the affected applicants on the grounds for action of UNIDO.

# **SECTION III: PROCEDURE FOR PRELIMINARY EXAMINATION, EVALUATION, RANKING AND SELECTION OF GRANT PROPOSALS**

## **OPENING AND EVALUATION OF GRANT PROPOSALS**

### **Grants Evaluation Committee**

The preliminary examination, evaluation, ranking and selection of grant proposals is performed by a Grants Evaluation Committee (GEC), in accordance with the principles of fair and transparent competition, equality and non-discrimination, good financial management, transparency, the absence of any conflict of interest, and following the rules described in the Terms of Reference of the Grants Evaluation Committee.

Subject to funding partner requirements, the evaluation methodology as well as the criteria/requirements may vary.

All grant proposals received on time shall be examined and evaluated strictly in accordance with the criteria and methodology described in the EOI, through the following steps:

1. Review of admissibility, exclusion and eligibility criteria (qualification requirements/criteria) (hereinafter referred to as “preliminary examination”);
2. Technical and financial evaluation;
3. Ranking of the grant proposals, found technically and financially acceptable, in descending order;
4. Identification of the grant proposal(s) for which funding shall be provided.

### **Preliminary Examination of Grant Proposals**

The preliminary examination includes a review of matters such as compliance with the qualification requirements/criteria specified in the EOI, completeness of the grant proposals, duly signed certified supporting documents.

UNIDO may contact the applicant to obtain clarifications/additional information required to assess the compliance. Clarifications shall be limited to the actual material issue, and not be utilized to modify the grant proposal. All correspondence with the applicants shall be duly documented.

Any information and/or documents received after the deadline shall not be taken into account, with the exception of such information and/or documents that were requested by UNIDO.

All grant proposals found to comply with the qualification requirements/criteria are passed on to the next stages, namely, the technical and financial evaluations.

## Technical and Financial Evaluations

The technical and financial evaluations are evaluations on the merits of the grant proposal. The evaluations should be carried out strictly in accordance with the technical and financial evaluation criteria set out in the EOI.

It is strictly prohibited to change the technical and financial evaluation criteria specified in the expression of interest proposals.

During the technical and financial evaluations, UNIDO may request additional clarifications from the applicants by e-mail. In case additional clarifications are requested at this stage, the responses should not lead to substantive alterations of the grant proposal.

### Technical evaluation

The final technical evaluation score is the arithmetic mean of the sum of technical evaluation scores from all voting members evaluating the same grant proposal. When an evaluation is performed by two members only, in case of a difference in the score of the evaluations amounting to more than 25 percent from each other, the Chairperson shall assign a third voting member to perform the technical evaluation. The final technical evaluation score is the arithmetic mean of the third member's score and the score from the first two members which is closest to the score of the third member.

### Financial evaluation

The financial evaluation is performed only for grant proposals that have successfully passed the technical evaluation.

Adjustments in the proposed budget of a grant proposal are allowed if the financial evaluation establishes that:

- a) there is an arithmetical error;
- b) a proposed activity or cost is found ineligible;
- c) a discrepancy between proposed planned activities and the corresponding proposed costs is found;
- d) a duplication of costs is identified;
- e) there is a non-compliance with the terms and requirements set forth in the expression of interest in relation to percentages set/cost thresholds.

Adjustments may be carried out upon UNIDO's request for additional clarifications from the applicant.

The check for the presence/absence of double funding is performed by one or more participants in the evaluation process, as determined by the Chairperson. In the event that double funding of an eligible expenditure is identified, the GEC may reduce the amount of the grant by the amount duplicated.

## Ranking of Grant Proposals

The ranking of the grant proposals shall be in line with the scoring system published in the EOI. Proposals scoring higher than the minimum admissible threshold, shall be ranked in descending order.

## SECTION IV: AWARD AND RELATED PROCEDURES

### Statement of Award

Applicants considered for funding may be invited to submit within 10 days documented evidence that they meet the requirements specified in the EOI, if these documents are not attached to the application form. UNIDO performs a documentary check. In case a check of the documents submitted by the successful applicant reveals a discrepancy between the data/information declared by the applicant and the data/information specified in the submitted official documents, no grant agreement shall be concluded with the applicant. In this case, the applicant should be rejected.

### Concluding Grant Agreement

The Grant Agreement sets out the rights and obligations of the parties, including, where applicable, financial, personnel, procurement and asset management components, as well as payment, monitoring and reporting requirements, recovery of funds, control and verification system. The agreement shall also take into account UNIDO's privileges and immunities, and contain necessary or appropriate fiduciary, record-keeping and audit-related standards. Any special requirements and terms and conditions, including but not limited to those which are based on the outcome of work of the GEC, funding partner requirements, and risk-mitigating measures, shall be taken into consideration in the preparation of the agreement and reflected therein. Risk-mitigating measures identified during the evaluations and institutional assessment review shall be reflected in the relevant implementing partner agreement.

### Notifications and Debriefing Procedures

Within 5 days from the approved statement of award, UNIDO may send a notification of award to the successful applicant(s), a notification to the applicants in the reserve lists, and a notification of rejection to the unsuccessful applicant(s). The notification of rejection to the unsuccessful applicant(s) should, where required by the relevant funding partner, state the grounds for the rejection based on the evaluation report, the date of the statement of award and the procedures and deadlines to protest the grant award.

UNIDO does not routinely debrief unsuccessful applicants or applicants in the reserve lists. However, a debriefing may be conducted upon written request. The scope of the debriefing is to identify the deficiencies or weaknesses of an applicant's grant proposal. Debriefings shall not discuss the following:

- Trade secrets or other proprietary information including the methodology or approach of other applicants;
- Financial or cost information about other applicants;
- Evaluation scoring or the ranking of the applicants; and
- Details about other applicants.

### Protest Procedures

An applicant who believes that they have been unjustly treated in connection with an expression of interest process may lodge a protest through the [chief.procurement@unido.org](mailto:chief.procurement@unido.org) email address.

## Information to Applicants

Unless otherwise specified, protests of a grant award shall be received by UNIDO within 10 days of receipt of the above mentioned notification. If no protests have been received within the deadline, UNIDO shall proceed with the conclusion of the implementing partner agreement with the successful applicant(s).

## Receivability of Protests

For a protest to be received and substantially assessed by UNIDO, it shall satisfy the following criteria:

- a) The protest is submitted within the deadline to the protest email inbox (chief.procurement@unido.org);
- b) The protest is for an expression of interest procedure, for which the applicant actually submitted a grant proposal, thus making the applicant an interested party;
- c) The protest is for an award exceeding € 200,000 in value;
- d) The protesting applicant must show prejudice and substantiate its allegations. The following types of prejudice will be considered to be receivable in principle: (i) the qualification requirements/criteria, evaluation, and award criteria established in the expression of interest were violated, and, but for the violation, the protester would have been awarded the grant; (ii) a significant or material deviation or breach of the procedures and principles governing grants, including irregularities such as misconduct, conflict of interests, fraud, etc., occurred;
- e) The protest must be submitted in an official working language of UNIDO;
- f) The protest must contain the following information:
  - The protestor's name, address, telephone number and email address;
  - The expression of interest reference number and the name of the responsible Procurement Officer;
  - A detailed statement of all factual and legal grounds for the protest and an explanation of how the protester was prejudiced or wronged;
  - Copies of relevant documents supporting the protester's statement, i.e., information establishing that the protester is an interested party for the purpose of filing a protest.

Receivability determinations shall be made by UNIDO. UNIDO shall have the discretion to request additional information from the applicant if deemed appropriate. Unsupported allegations and assertions are not sufficient for the process to continue. A decision rejecting the receivability of the protest by UNIDO is final and shall be communicated in writing to the protesting applicant.

## Review on the Merits and Conclusion of Protests

Upon review of a protest, UNIDO decides on the merits of the protest.

UNIDO shall notify the protester of the final decision on the merits of the protest.

The Grant agreement(s) will be concluded with the successful applicant(s), unless UNIDO determines either to suspend the process until the merits of the protest have been decided upon, or, if the totality of the circumstances militate, to cancel the grant award process and start an expression of interest.

Nothing in the above procedures or in any procedure or action by or relating to UNIDO with respect to or in connection with a debriefing or a protest procedure shall be deemed in any way to constitute a waiver of any of the privileges and immunities of UNIDO.

### **Publication of Award**

Within 14 days from the date of receipt of the countersigned agreement, UNIDO shall publish, subject to applicable thresholds and other conditions required by relevant funding partners, the award notice.

The award notice should, at a minimum, contain the following information:

- Implementing partner name and address;
- Grant description, including nature and purpose;
- Grant amount;
- Grant award date;
- Grant end date;
- Grant location/country;
- Funding partner.

The award notice shall, at a minimum, be published on the websites of UNIDO and UNGM, in addition to other relevant websites as agreed with the funding partner(s).

The award notice shall be published on the above-referenced websites no later than 30 June of the year following the financial year in which the awarded funds were legally committed or as otherwise agreed with the funding partner(s).

### **Cancellation of the Grant Award Procedure**

UNIDO may cancel the grant award procedure:

- when no grant proposals have been received by the set deadline for receipt of grant proposals or all submitted grant proposals have been withdrawn;
- in case the evaluation report is not approved due to significant violations of the procedure;
- in case of a cancellation of the funding under the respective TC programme or project;
- when it is in the best interest of UNIDO, the funding partner, or the Government.

The cancellation shall be documented and applicants informed accordingly.

## SECTION V: ADMISSIBILITY, EXCLUSION AND ELIGIBILITY CRITERIA (QUALIFICATION REQUIREMENTS/CRITERIA)

### Admissibility Criteria

Admissibility Criteria	Application Form/Supporting Document to be attached to Application
Acceptance of model Grants Agreement and model General Conditions	
Registration certificate issued by the authorized government agency.  The potential implementing partner must have been registered for a minimum of three (3) years.	Certificate of Incorporation

### Eligibility Criteria

In order to ensure sound financial management of the funds awarded and alignment with ISID, the implementing partner shall meet the following minimum eligibility requirements, where relevant:

Eligibility Criteria	Application Form/Supporting Document to be attached to Application
Be registered in a national jurisdiction or recognized as a separate legal entity with legal capacity to contract.	
Have a not-for-profit status, unless a funding partner permits otherwise.	
Demonstrate contribution to inclusive and sustainable industrial development.	
Have a proven track record in terms of contributing to beneficiary country ownership, and improving efficiency and accountability.	
Have certified and recognized quality standard(s) as appropriate considering the scope and nature of implementation.	
Demonstrate sufficient experience and operational capacity considering the scope and nature of implementation.	
Demonstrate that adequate systems are in place to ensure institutional efficiency as well as to mitigate risk.	
Possess sufficient technical, research and/or scientific capacities and abilities to provide services to augment the efficient and effective delivery of UNIDO projects.	



Its mandate and operations are not in conflict with UNIDO's TC programme and project objectives and the fiduciary standards of the funding partner(s).	
Where relevant, it possesses sufficient experience, qualifications and capabilities as evidenced by similar activities carried out for other organizations, substantially complying with the due diligence requirements of those organizations.	
The institutional setup and structure, governance, key personnel, qualifications and capacities, financial strength, etc. are adequate to perform the substantive tasks necessary to augment the efficient and effective delivery of TC programmes and projects in conformity with UNIDO's requirements and the fiduciary standards of funding partner(s).	
Its governance structure and administrative procedures are in line with fiduciary standards and requirements established by UNIDO and the funding partner(s) or with best practice.	
It has adequate risk management procedures and controls in place.	
When expressly required by a funding partner, it provides an audit report produced by an approved external auditor in conformity with funding partner requirements.	
It places priority on the prevention of harmful social and environmental impacts or compensates adverse project impacts and enhances positive impacts through environmental planning and management.	
It promotes gender equality.	
It submitted a viable concept, elaborating on the planned project and expected output as well as partnerships and budget requirements.	
The project is implemented in South Africa.	
Applicants and their projects comply with all national laws and regulations.	
<b>For the second window:</b> A concept note with supporting documents, demonstrating the motivation and rational for the anticipated adaptation efforts is submitted (such as minimizing high-water consumption, high energy demand, outdated cooling appliances which are no longer working efficiently due to temperature increases, etc.).	
<b>For the first window:</b> A viable plan for the business model is submitted, demonstrating	

the technical feasibility and financial viability of the proposed project.	
The concept note includes the rationale why it would serve as a demonstration project in South Africa and the potential for scalability and replication.	
Social and economic benefits are demonstrated.	
Gender disaggregated information on expected final beneficiaries are provided.	
Applicant demonstrates the co-financing amount it will contribute towards the total cost of the requested project, excluding in-kind contributions.	
The term of the project support activities does not exceed eighteen (18) months.	
A project promoter, either individually or as part of a consortium, will not receive funding for more than one project under the same Window.	
The following information is provided with the proposal: <ul style="list-style-type: none"> <li>- Completed Financial Statement Form including assets and Property, Plant and Equipment (PPE) count;</li> <li>- Reference letters as required by UNIDO (Financial, Technical, etc.);</li> <li>- Information on past/ongoing or planned investments related to the Window.</li> </ul>	
All proposals comply with Anti Money Laundering (AML) and CFT policies.	
Applicant does not violate United Nations sanctions, Security Council resolutions, and international conventions and treaties.	
Applicant does not sale or manufacture of anti-personnel landmines, cluster bombs, and other weapons and ammunitions.	
Applicant does not tolerate forced or compulsory labour or the use of child labour.	
Applicant is not complicity in human rights abuses.	
Applicant does not produce or sale tobacco.	

## Exclusion Criteria

Applicants shall be excluded from access to UNIDO funding, when found to be the subject of an Exclusion Determination pursuant to the UNIDO Policy on Exclusion from Funding, which is available here: <https://www.unido.org/resources-procurement/procurement-opportunities>.

Exclusion Criteria	Application Form
<p>Accept to abide by the terms of the UNIDO Policy on Exclusion from Funding, and represents and warrants that the applicant is not and has not been the subject of any of the exclusion criteria stated in said policy.</p> <p>The applicant must also covenant and agree to notify UNIDO promptly in the event that the applicant becomes subject to any of the exclusion criteria stated in said policy during the EOI and/or during the term of the agreement with UNIDO, should the applicant be awarded the grant.</p>	

## Qualification Requirements/Criteria

International applicants should confirm ability to engage with local representation in South Africa, provide details and include a commitment of ability to execute the services in South Africa. Interested applicants are requested to submit a written proposal in the English language with the following content:

- Demonstration of applicant’s capacity, expertise and experience to deliver the services/works described in each component. **Please note that a grant proposal should respond to a minimum of one component and only those complete components will be considered;**
- CVs of the project management team to be engaged in the project;
- CVs of the project administrative team to be engaged in the project;
- Estimated daily/monthly rates of the project team and support staff, as necessary;
- Overhead costs as a percentage of the total contract amount;
- CVs of experts to be engaged, if available;
- Completed grant proposal form in line with the provided templates, including cover letter, general information sheet, document confirming qualification requirements/criteria, list of reference projects, comments and suggestions on the project concept.

The applicant shall be selected by UNIDO and endorsed as an Implementing Partner by the government counterpart in line with funding partner requirements.

## SECTION VI: TECHNICAL EVALUATION CRITERIA

**The following selection criteria has an equal weight of 20% each, with a total of 100%.** The applicant must achieve a minimum of 60% to be considered technically acceptable.

**Description of Research:** The EOI should outline and briefly describe a few (maximum three) pilot projects in medium to large enterprises in the agro-processing sector, addressing issues or critical services that include the nexus of energy and water supply. The EOI team is encouraged to provide evidence of existing (or ongoing) projects related to the energy and water nexus, for possible focus during the pilot. In addition, the EOI team needs to outline the project design, its technical approach and methodology and the resources allocated including qualification of key staff.

**Relevance:** The EOI should indicate how the knowledge acquired and capabilities developed through the pilot project will enable the private sector to better understand the synergies and trade-offs among sectors and to identify holistic solutions for the sustainable management of water and energy to reduce vulnerability and enhance resilience to climate change.

**Support by the private sector:** The EOI proposing team must demonstrate support from the private sector (with a preference for medium to large enterprises), which can provide analytical support, tools, concrete demonstration pilots as well as capacity building to mainstream climate action and strengthen the ability to develop and finance resilient capital investment projects in the green economy.

**Support by University:** the EOI proposing team must demonstrate support from the relevant university/ies or research institution(s) in the country, for example by providing an appropriate letter of support from the authority. Ability to provide a letter of support from the relevant university or research institution(s) helps to demonstrate access to research capacity.

**Gender consideration:** In developing their EOI, there should be a strong focus on addressing gender issues, not just in terms of the sex of recipients, but also the gender “awareness” of case studies. Using a few examples (maximum three) it may be possible to indicate in the EOI how the project may be “transformed” from a gender lens.

## SECTION VII: FINANCIAL EVALUATION CRITERIA

### Financial requirements

- Indicate funding partner budget allocation structure and appropriation requirements.
- Indicate the co-financing requirement and expected financial contribution from the applicant.
- The level of the applicants’ own contribution.
- Conditions of implementing partner fees/overheads, cost distribution.
- Implementing Partner owned by the applicant and to be used for the implementation of the project.

## **SECTION VIII: GRANT AGREEMENT**

Please refer to the uploaded model documents in UNIDO's e-Procurement portal.

## SECTION IX: APPLICATION FORM(S)

Applicants are kindly requested to complete the following application form(s):

- Cover letter;
- Completed institutional assessment form;
- Completed qualification requirements/criteria form.

Remark:

The Applicant should submit a certificate showing that the organization/entity is registered for the payment of value added tax (VAT), withholding tax, employee contributions, or similar taxes or charges in accordance with the law of the country of the entity, and has no overdue debts regarding taxes and social security contributions. The organization/entity must provide the VAT registration number. If the entity is exempted from VAT, a certificate confirming this status must be submitted. If the authority in the organization/entity's home country does not release this information, and the reason for this is stated in the proposal, the certificate can instead be signed by the managing director, the chairperson of the board or the auditor of the company. The above-mentioned certificates may not be older than six (6) months.

## Cover Letter

Date [*Organization to insert date*]

To: UNIDO

Ladies/Gentlemen:

1. Having read the project purpose and concept, we, the undersigned, hereby express our interest, should we be so selected, to implement the project entitled [insert project title], in accordance with your expression of interest No. [insert] dated [insert] and our grant proposal.
2. We hereby confirm that we comply with your qualification requirements/criteria as specified in the above mentioned EOI. [Where relevant, organization to include “except for the following requirements: (please state)"].
3. By reference to your brief description of the project purpose and concept, please find attached our proposed implementation modality.
4. Please also find attached our input on your institutional assessment form.
5. Please find attached, as required in your EOI, all requested documents.
6. In the event we were to be awarded the grant and approved by UNIDO to become an Implementing Partner in respect of this project, we agree and acknowledge to abide by the terms and conditions of your model Implementing Partner Agreement referenced to in Section VIII of your EOI. [Where relevant, organization to include “except for the following requirements: (please state)"].
7. We understand you are not bound to accept any grant proposal that you receive, and that you reserve the right to accept or reject any grant proposal and to cancel the process and reject all grant proposals at any time, without thereby incurring any liability whatsoever.

We remain.

Yours sincerely

Authorized Signature  
Name and Title of Signatory  
Name of Organization  
Address

## Qualification Requirements/Criteria Form

The applicant hereby certifies the following:

<b>Admissibility Criteria</b>	<b>RESPONSE</b>	<b>COMMENT</b>
Acceptance of model Implementing Partner Agreement and model General Conditions	ACCEPT / DO NOT ACCEPT	[Please insert comments in case NOT accepted]
Registration certificate issued by the authorized government agency.  The potential implementing partner must have been registered for a minimum of three (3) years.	ATTACHED / NOT ATTACHED	[Please provide explanation in case NOT attached]
<b>Eligibility Criteria</b>		If NO, please provide further information.
Be registered in a national jurisdiction or recognized as a separate legal entity with legal capacity to contract.	YES / NO	
Have a not-for-profit status, unless a funding partner permits otherwise.	YES / NO	
Demonstrate contribution to inclusive and sustainable industrial development.	YES / NO	
Have a proven track record in terms of contributing to beneficiary country ownership, and improving efficiency and accountability.	YES / NO	
Have certified and recognized quality standard(s) as appropriate considering the scope and nature of implementation.	YES / NO	Please provide supporting documentation.
Demonstrate sufficient experience and operational capacity considering the scope and nature of implementation.	YES / NO	
Demonstrate that adequate systems are in place to ensure institutional efficiency as well as to mitigate risk.	YES / NO	
Possess sufficient technical, research and/or scientific capacities and abilities to provide services to augment the efficient and effective delivery of UNIDO projects.	YES / NO	
Its mandate and operations are not in conflict with UNIDO's TC programme and project objectives and the fiduciary standards of the funding partner(s).	YES/ NO	
Where relevant, it possesses sufficient experience, qualifications and capabilities as evidenced by similar activities carried out for other organizations, substantially complying with the due diligence requirements of those organizations.	YES / NO	



The institutional setup and structure, governance, key personnel, qualifications and capacities, financial strength, etc. are adequate to perform the substantive tasks necessary to augment the efficient and effective delivery of TC programmes and projects in conformity with UNIDO's requirements and the fiduciary standards of funding partner(s).	YES / NO	
Its governance structure and administrative procedures are in line with fiduciary standards and requirements established by UNIDO and the funding partner(s) or with best practice.	YES / NO	
It has adequate risk management procedures and controls in place.	YES / NO	
When expressly required by a funding partner, it provides an audit report produced by an approved external auditor in conformity with funding partner requirements.	YES / NO	
It places priority on the prevention of harmful social and environmental impacts or compensates adverse project impacts and enhances positive impacts through environmental planning and management.	YES / NO	
It promotes gender equality.	YES / NO	
It submitted a viable concept, elaborating on the planned project and expected output as well as partnerships and budget requirements.	YES / NO	
The project is implemented in South Africa.	YES / NO	
Applicants and their projects comply with all national laws and regulations.	YES / NO	
<b>For the second window:</b> A concept note with supporting documents, demonstrating the motivation and rationale for the anticipated adaptation efforts is submitted (such as minimizing high-water consumption, high energy demand, outdated cooling appliances which are no longer working efficiently due to temperature increases, etc.).	YES / NO	
<b>For the first window:</b> A viable plan for the business model is submitted, demonstrating the technical feasibility and financial viability of the proposed project.	YES / NO	
The concept note includes the rationale why it would serve as a demonstration	YES / NO	

project in South Africa and the potential for scalability and replication.		
Social and economic benefits are demonstrated.	YES / NO	
Gender disaggregated information on expected final beneficiaries are provided.	YES / NO	
Applicant demonstrates the co-financing amount it will contribute towards the total cost of the requested project, excluding in-kind contributions.	YES / NO	
The term of the project support activities does not exceed eighteen (18) months.	YES / NO	
A project promoter, either individually or as part of a consortium, will not receive funding for more than one project under the same Window.	YES / NO	
The following information is provided with the proposal: <ul style="list-style-type: none"> <li>- Completed Financial Statement Form including assets and Property, Plant and Equipment (PPE) count;</li> <li>- Reference letters as required by UNIDO (Financial, Technical, etc.);</li> <li>- Information on past/ongoing or planned investments related to the Window.</li> </ul>	YES / NO	
All proposals comply with Anti Money Laundering (AML) and CFT policies.	YES / NO	
Applicant does not violate United Nations sanctions, Security Council resolutions, and international conventions and treaties.	YES / NO	
Applicant does not sale or manufacture of anti-personnel landmines, cluster bombs, and other weapons and ammunitions.	YES / NO	
Applicant does not tolerate forced or compulsory labour or the use of child labour.	YES / NO	
Applicant is not complicity in human rights abuses.	YES / NO	
Applicant does not produce or sale tobacco.	YES / NO	
<b>Exclusion Criteria</b>		
Accept to abide by the terms of the UNIDO Policy on Exclusion from Funding, and represents and warrants that the applicant is not and has not been the subject of any of the exclusion criteria stated in said policy.	ACCEPT / DO NOT ACCEPT	

<p>The applicant must also covenant and agree to notify UNIDO promptly in the event that the applicant becomes subject to any of the exclusion criteria stated in said policy during the EOI and/or during the term of the agreement with UNIDO, should the applicant be awarded the grant.</p>		
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**General Information for the entity submitting the grant proposal. Separate tables will be required for each sub-contractor and/or member of consortium (if applicable).**

1. Name of organization:			
2. Street address:	Postal Code:	City:	Country:
3. P.O. Box and mailing address:			
4. Telephone number:			
5. Fax number:			
6. E-mail address:			
7. WWW address:			
8a. Contact name:			
8b. Contact title:			
11. Country of establishment:			
12. Type of organization:			
13. Year of establishment:			
14. Number of staff employed:			
15. Name of sub-contractor(s)			
16. Percentage of sub-contracting/consortium partners			
17. No. of key personnel the applicant will make available and dedicate to the proposed agreement (full time and part time stating % of time i.e. 50%)			
18 Engagement with national/international experts (percentage as well as type of services that will be carried out by national /international staff)			

**Reference Projects**

**Relevant projects implemented in the last *three (3)* years that best illustrate qualifications**

Name of Agency:		Country/Location:
Assignment Name:		
Narrative Description of Project:		
Start Date (Month/Year):	Completion Date (Month/Year):	Approx. Value of Assignment (EUR):
Name(s) of involved senior staff (Project Director/Coordinator, Team Leader) and description of performed functions:		
Profile(s) of professional staff provided by your organization:		
Description of actual project implementation services provided by your organization:		

We, stated below, hereby certify to the best of our knowledge that the foregoing statements are true and correct and all available information and data have been provided herein, and that we agree to show you documentary proof thereof upon your request.

\_\_\_\_\_  
(Date)

\_\_\_\_\_  
(Signature of Authorized Representative)

\_\_\_\_\_  
(Printed Name of Authorized Representative)

\_\_\_\_\_  
(Position of Authorized Representative)

## Comments and Suggestions on the Project Concept

**Note to prospective applicants:** You are kindly invited to present and justify on this form any modifications or improvements to the Project Concept described by UNIDO. Such suggested modifications or improvements should aim to augment the efficient and effective implementation of the project. Such suggestions should be concise and to the point. Please note that any comments and suggestions made by the prospective Implementing Partners may form an important part of the assessment of your grant proposal.