



**USAID** | **POWER TUNISIA**  
FROM THE AMERICAN PEOPLE

**REQUEST FOR GRANT APPLICATIONS (RFA):  
IMPROVING ACCESS TO FINANCE FOR SMALL-SCALE CLEAN  
ENERGY INVESTMENTS IN TUNISIA  
RFA #: 001**

**A USAID-funded Program**

**[November 20, 2023]**

## Acronyms

Acronym	Definition
AC	Air Conditioner
ANME	L'Agence Nationale pour la maitrise de l'énergie
CBAM	Carbon Border Adjustment Mechanism
CO2	Carbon Dioxide
EE	Energy Efficiency
EU	European Union
FAA	Fixed Amount Award
GJ	Gigajoule
GW	Gigawatt
IPP	Independent Power Producer
MFI	Microfinance Institution
MT	Metric Tons
NGO	Non-Governmental Organization
PV	Photovoltaic
RE	Renewable Energy
RFA	Request for Application
SAM	System for Award Management
SME	Small and Medium-Sized Enterprise
Solar PV	Solar Photovoltaic
TSP	Tunisia's Solar Plan
US \$	US Dollar
USAID	The United States Agency for International Development
UEI	Unique Entity Identifier
VAT	Value Added Taxation

# Table of Contents

I.	Summary.....	I
I.1	Power Tunisia Program.....	1
I.2	Power Tunisia RFA Summary.....	1
2.	Instructions for Applicants.....	4
2.1	General.....	4
2.2	RFA Contact Information.....	4
2.3	Questions and Clarifications.....	4
2.4	Applications Due Date and Time.....	4
2.6	Type and Amount of Award.....	5
2.7	Submission Requirements.....	5
2.8	Eligibility.....	6
2.9	Application Conditions Precedent.....	7
2.10	Late Applications.....	7
2.11	Modification/Withdrawal of Applications.....	7
2.12	Disposition of Applications.....	7
3.	Program Description.....	8
3.1	Background and Specific Challenges to be Addresses by this Grant.....	8
3.2	Objective.....	9
3.3	Specific Tasks Under This Scope of Work.....	9
3.4	Indicators.....	18
3.5	Activities and Deliverables.....	18
3.6	Grant Program Expected Results.....	20
4.	Technical application contents.....	22
<b>A.</b>	<b>COVER PAGE.....</b>	<b>22</b>
<b>B.</b>	<b>APPLICANT DATA.....</b>	<b>22</b>
<b>C.</b>	<b>TECHNICAL PROPOSAL (10 PAGES MAXIMUM).....</b>	<b>22</b>
5.	Budget Content.....	25
6.	Evaluation.....	28
A)	Technical.....	28
B)	Budget.....	28
7.	References, Terms and Conditions.....	30

## **Authors**

This request for applications was prepared by the Power Tunisia Program Team

USAID Power Tunisia Program

Location Address: Immeuble Bouhaira II, Lot HC 2/1/1 Les Berges du Lac 2, cité les pins, 1053, Tunis, Tunisia.

This document is protected under the copyright laws of the United States and other countries as an unpublished work. This document contains information that is proprietary and confidential to Deloitte Consulting Overseas Projects, or its technical alliance partners, which shall not be disclosed outside or duplicated, used, or disclosed in whole or in part for any purpose other than with the permission of Deloitte Consulting LLP or any Deloitte Touche Tohmatsu member firms. Any use or disclosure in whole or in part of this information without the express written permission of Deloitte is prohibited.

© Deloitte Touche Tohmatsu (Unpublished). All rights reserved.

# I. Summary

## I.1 Power Tunisia Program

The United States Agency for International Development (USAID) Power Tunisia Program (“Power Tunisia” or “the Program”) is designed to advance Tunisia’s energy security and resilience by facilitating investment funding and providing technical assistance for the deployment of clean energy technologies resulting in i) increased clean energy generation capacity, ii) reduced energy demand and consumption, and iii) decreased carbon dioxide (CO<sub>2</sub>) emissions. In close collaboration with *L’Agence Nationale pour la maîtrise de l’énergie* (ANME), Power Tunisia will support Tunisian firms to accelerate adoption of renewable energy and energy efficiency solutions while building the capacity of key sector stakeholders to better prepare for, implement, and manage Tunisia’s clean energy transition.

To support the Tunisian energy sector in achieving its clean energy goals, the Program will support private sector players (including industrial manufactures, building operators, Independent Power Producers (IPPs), solar photovoltaic (PV) system installers, commercial banks, and others) in the design, financing, and delivery of specific renewable energy (RE) and energy efficiency (EE) projects through providing targeted technical consulting assistance, in-kind support, and grant funding.

Through its work, Power Tunisia seeks to contribute to the following high-level objectives planned for Tunisia’s energy sector:

1. Increased renewable energy deployment
2. Reduced CO<sub>2</sub> emissions
3. Reduced electricity consumption
4. Mobilized capital in clean energy investments

To this end, Power Tunisia will implement a private sector-focused approach to mobilize investment in the adoption of clean energy technologies that unlock commercial financing, increase megawatts generated from renewable energy sources, improve energy efficiency so as to reduce power consumption, and reduce CO<sub>2</sub> emissions. Power Tunisia will work with developers, installers, consumers, banks, and other private stakeholders to better understand and drive firm-level projects forward.

Through this RFA, Power Tunisia will partner with commercial banks and local microfinance institutions (MFIs) and provide grants to promote increased lending for RE and/or EE small-scale solutions as well as engage previously underutilized partner stakeholders in Tunisia.

## I.2 Power Tunisia RFA Summary

**Scope of Work:** This solicitation requests applications from eligible Tunisian financial institutions to implement a lending program or multiple lending programs with national reach and economies of scale that provide small-scale credit (total value per loan not to exceed US \$50,000) to Tunisian small and medium-sized enterprises (SMEs) to finance procurement and installation of RE and/or EE technologies.

**Period of Performance:** The period of performance for the grants is approximately 18 months, from March 1, 2024 (which is the anticipated grant award date) to August 31, 2025. The application, work plan, and budget should reflect the period of performance. The specific dates will be determined during the selection process and will be finalized upon execution of the Grant Agreement. There may be an opportunity, subject to USAID approval, for continued funding for successful Applicants that meet or exceed their targets and submit their deliverables on time.

**Grant Targets:** This grant aims to facilitate increased access to financial services by SMEs for use in financing in renewable energy and/or energy efficiency projects and resulting in increased RE generation, decreased energy consumption at the firm level, decreased CO2 emissions, and improved business performance. Targets are defined in the Statement of Work.

Applicants who propose to reach higher targets and demonstrate in their proposals the ability to do so may receive a higher score in the selection process.

**Proposal Selection:** All applications will be reviewed to check for eligibility and completeness of the submission. All eligible and complete applications will be reviewed by a Technical Selection Committee against the review criteria described in [Section 6](#).

The minimum score to be considered for grant funding is 70 points out of the total 100 points. Applicants not selected for award will be notified by Power Tunisia in writing.

**Funding Range:** Subject to the availability of funds, Power Tunisia Program intends to award up to **five (5) Fixed Amount Award (FAA)** grants all totaling up to US \$1,000,000 in local currency inclusive of all applicable taxes. Applicants may request a maximum of US \$400,000 in funding per individual award. The total number of grants awarded and individual award amounts are dependent on the number of applications received and grant funding requested. Funding for these grants will be subject to USAID approval, availability of funds and the Applicant's potential according to the evaluation criteria. Final award determinations, including individual award amounts, will be made during the pre-award negotiation process.

**Submission Deadlines:** Applications are due no later than **17:00 Tunisia Local Time on December 19, 2023**. Questions should be received by **December 6, 2023 17:00 Tunisia Local Time**, and responses to questions will be provided by **December 8, 2023**. Proposal packages should be submitted electronically through the dedicated Grants Portal at <https://dgrants.fluxx.io>. For more information on how to apply, please refer to [Section 2](#).

The Grant Application Form and Guidelines with the following attachments are available on the dedicated grants portal at <https://dgrants.fluxx.io>:

Attachment 1: Technical Proposal

- Annex A. Grant Activity Implementation Plan
- Annex B. Information of Previous Assistance Awards/Contracts

Attachment 2: Budget and Budget Notes

- Annex C. Supporting Data for Cost Estimates (to be uploaded by candidates as part of their application submission)

Attachment 3: Information about Applicant

Attachment 4: Certifications and Assurances from Applicant

- Annex D. Documents Demonstrating Applicant's Eligibility and Capabilities
- Annex E. Environmental Self-Assessment Form
- Annex F. Survey on Ensuring Equal Opportunities to Applicants (optional, upon Applicant's Request)

## 2. Instructions for Applicants

### 2.1 General

- Entities invited to submit an application are under no obligation to do so.
- Applicants will not be reimbursed by Power Tunisia for any costs incurred in connection with the preparation and submission of their applications.
- Applicants may submit only one application under this RFA.
- For the purposes of interpretation of these Instructions to Applicants, the periods named herein shall be consecutive calendar days.
- Power Tunisia reserves the right to conduct discussions once a successful application is identified, or to make an award without conducting discussions based solely on the written applications if it decides it is in its best interest to do so.
- Power Tunisia reserves the right not to make any award.
- These Instructions to Applicants will not form part of the offer or Grant Award. They are intended solely to aid Applicants in the preparation of their applications.

### 2.2 RFA Contact Information

The USAID Power Tunisia Program Office

**Attention:** Power Tunisia Grants Team

**Address:** Immeuble Bouhaira II, Lot HC 2/1/1 Les Berges du Lac 2, cité les pins, 1053, Tunis, Tunisia

**Email:** [grants@powertunisia.com](mailto:grants@powertunisia.com)

### 2.3 Questions and Clarifications

- **Method:** Only written questions and requests for clarification will receive a response. Please send questions about this RFA by email to the RFA Contact noted above.
- An **informational webinar** will be held on **December 4, 2023**, at **15:00** Tunisia local time to clarify grant procedures and grant objectives. Registration can be requested via [this link](#) by **10:00** Tunisia local time, **December 4, 2023**.
- **Date for Receipt:** All questions and requests for clarification must be received by **17:00** Tunisia local time, **December 6, 2023**, to the email address noted above. Only questions received by this date will receive a response.
- **Responses:** By **December 8, 2023**, we anticipate providing responses to the requests for clarifications and questions. All responses will be emailed to all Applicants.

### 2.4 Applications Due Date and Time

- Closing Date: **December 19, 2023**
- Closing Time: **17:00** Tunisia local time



## 2.5 Application Delivery Address

Proposal packages should be submitted through the Grants Portal (<https://dgrants.fluxx.io>).

First time Applicants will be required to register for an account and, upon approval, will receive an email notification with the necessary log-in credentials to access the portal.

The Grants Portal is a source of detailed submission instructions for completing a web-based application form and contains all required documents and budget attachments to be included with the application.

If the Grants Portal is unavailable, and the error couldn't be resolved with Helpdesk support, the proposal package may be sent electronically to the email address listed below:

- [grants@powertunisia.com](mailto:grants@powertunisia.com)
- Subject Line: *RFA #/ Proposal Submission due to Fluxx Error*

All electronic file names should include the organization's name and the title of the document. Applicants should retain copies for their records, as all applications received will not be returned.

All applications received and the information they include will remain confidential, will be used for the sole purpose of evaluation, and will not be disclosed to third parties.

## 2.6 Type and Amount of Award

As noted in [Section 1.2](#) above, Power Tunisia Program intends to award up to **five (5) Fixed Amount Award (FAA)** grants, all totaling up to US \$1,000,000 in local currency inclusive of all applicable taxes. Applicants may request up to US \$400,000 in funding in local currency per individual award. Final determination of an individual award amount per specific Applicant will be made during the pre-award negotiation phase and will be dependent on the number of applications received and fixed milestone amounts requested. Grantees will further be subject to donor approval, availability of funds, and demonstrated successful past performance. Funding will be disbursed to the grantees in Tunisian dinars.

The FAA grants will be paid out on a per-milestone basis upon submission of an invoice for the approved milestone amount and verification of the milestone accomplishment. Once a grantee has reached a specific milestone (i.e., prepared an inception report or issued a certain volume of green loans), and verified completion by Power Tunisia, the grantee will receive a fixed payment amount against the milestone. The fixed amount per milestone must be based on a reasonable cost buildup for completing the milestone (i.e., what it costs to issue a loan) as per the Milestone Table in [Section 3.3](#). More information on the cost buildup for the FAA milestone-based budgets is available in [Section 5](#).

## 2.7 Submission Requirements

- **Language:** The application and all associated correspondence must be in English. Any award document resulting from this request will be in English.
- **Currency:** The cost must be presented in Tunisian dinars.

- **Method:** Proposal packages should be submitted electronically through the dedicated Grants Portal at <https://dgrants.fluxx.io>.
- **Marking:** Grant applicants should be clearly marked with “USAID Power Tunisia Program, RFA # 1: Improving Access to Finance for Small-Scale Clean Energy Investments in Tunisia”.
- **Authorized Signer:** Application must be signed by a person duly authorized to submit an application on behalf of the Applicant and to bind the Applicant to the Application.
- **Authorized Personnel:** Applicants must provide the name, title, email, and telephone number of the person or persons in the entity who are authorized to discuss and accept a grant, if awarded.

## 2.8 Eligibility

To be eligible to apply for and receive funding under Power Tunisia, potential Applicants must meet the following criteria:

- The Applicant is a local private sector (non-governmental) organization legally registered in Tunisia.
- The Applicant organization’s other relationships, associations, activities, and interests do not create a conflict of interest that could prevent full impartiality in implementation of the grant activities.
- All organizations doing business with the United States Federal Government are required to have a Unique Entity Identifier (UEI) number. Recipients of grant awards of more than US \$25,000 will be required to obtain a UEI number.

Specific eligibility criteria under this RFA:

- The Applicant organization must be a legally licensed lending institution in Tunisia.
- The Applicant organization must have at least five (5) years demonstrated experience in successful issuing loans in Tunisia.
- The Applicant organization must demonstrate that it has the necessary systems, structure, internal controls, and reporting capacity in place to issue and report on the loan portfolios effectively.
- The Applicant organization must have been in existence for more than five (5) years.
- The Applicant organization must have demonstrated experience in technical areas relevant to the Scope of Work or grant focus.
- The Applicant organization must have a minimum absorptive capacity and demonstrate the ability to manage a portfolio of loans in a sustainable manner.
- The Applicant organization must have a functional financial system to effectively manage the proposed volume of grant activity.

## 2.9 Application Conditions Precedent

All applications must be submitted using the specified format provided here (see [Section 4: Technical Application Contents](#)). Any application submitted in any other format will not be considered. The Applicant must also include any other supporting documentation (board resolution, articles of incorporation, etc.) as may be necessary to clearly demonstrate that it meets the following conditions precedent to Application selection:

- That the Applicant organization is an eligible organization legally constituted under Tunisian law or is in the process of obtaining such legal status through formal registration;
- That the Applicant organization has the managerial commitment, as evidenced by written board of directors' resolutions, strategic plans (overall long-range plan for Applicant's organization) or other documentation, indicating that it is, or will be, implementing the objectives referred above;
- That the Applicant organization has no advances from USAID or a USAID contractor which have been outstanding and unliquidated for longer than 90 days, and that the Applicant organization has no grant completion report required under a grant from USAID or a USAID contractor which is more than 30 days past due; and
- That at the time of application there exists no condition within the Applicant organization or with respect to the Applicant organization's management which renders the organization ineligible for a grant directly or indirectly funded by USAID.

## 2.10 Late Applications

Applicants are wholly responsible for ensuring that their applications are received in accordance with the instructions stated herein. A late application will not be eligible for consideration and will be rejected without going through the selection process, even if it was late due to circumstances beyond the Applicant's control. A late application will be considered only if the sole cause of it becoming late was attributable to Power Tunisia, Deloitte, its employees, or agents.

## 2.11 Modification/Withdrawal of Applications

Any Applicant has the right to withdraw, modify or correct its offer after such time as it has been delivered to the Power Tunisia Program provided that the request is made before the offer closing date.

## 2.12 Disposition of Applications

Applications submitted in response to this RFA will not be returned.

### 3. Program Description

#### 3.1 Background and Specific Challenges to be Addressed by this Grant

In 2022, 98,1% of Tunisia's electricity was derived from natural gas, two-thirds of which was imported from Algeria, making Tunisia especially vulnerable to the volatility of international oil and gas price shocks. Given an annual 4%-5% growth in power consumption, increases in natural gas prices, and increasing pressure on the dinar; the energy subsidy scheme has become progressively costly to maintain, creating budgeting challenges and hindering Tunisia's clean energy transition. Moreover, starting in 2026, the EU intends to apply the Carbon Border Adjustment Mechanism (CBAM) on Tunisian firms exporting to the EU unless they meet certain environmental requirements. As such, it is critical now more than ever for the private sector to invest in clean energy and demand reduction solutions. Doing so will enable private companies and citizens to reduce and save on energy bills, improve competitiveness and profitability, and comply with new international green regulations.

Power Tunisia is a five-year initiative implemented by Deloitte Consulting LLP under Contract No. 72066423C00001 that aims to advance Tunisia's self-reliance in the energy sector in close collaboration with ANME by strengthening its capacity to manage, operate, and maintain a modern, clean, financially sound power system; diversify and secure energy supply; and promote advanced technology pilots and partnerships. Power Tunisia will do this through providing targeted technical assistance, incentive financing, and capacity building to selected stakeholders in efforts that increase adoption of renewable energy and energy efficiency technologies. Partner organizations and program counterparts including ANME, energy consumers, developers, financial intermediaries (commercial banks, MFIs and investor institutions), local associations and Non-Governmental Organizations (NGOs), and the international donor community (multi/bilateral development banks, donors, etc.). Through the Program's efforts, Power Tunisia will support advancement towards power sector goals including:

- Increased electricity production from renewable sources
- Reduced energy demand
- Lowered the carbon intensity.
- Reduced electricity losses
- Increased private-sector-led investment and innovation.
- Reduced energy deficit

Tunisia has a population of just over 12 million people in a sparsely populated country (just over 76 people per km<sup>2</sup>) with high solar potential, growing energy demand, and growing energy costs. Opportunities for SMEs to decrease their energy costs are many in Tunisia, with options including installation of cost-effective solar PV systems for self-consumption and partial sale to the grid, solar thermal water heaters, energy efficiency appliances, insulation, and others, each with the capacity to reduce the owner's energy bill while at the same time reducing CO<sub>2</sub> emissions.

Despite the plethora of cost effective RE and EE technologies available, there is limited capital from commercial banks and MFIs available to SMEs for clean energy investments to reach their full potential. The absence of substantial lending for clean energy initiatives in Tunisia contributes

to the fact that Tunisia's renewable energy sources currently constitute only 3 % of the country's energy mix. By unlocking the potential of renewable energy and facilitating access to affordable financing, Tunisia can be better positioned to reach its target of 4 GW of an installed capacity based on the 2030 vision stated in the Tunisia's Solar Plan (TSP).

### 3.2 Objective

The "Improving Access to Finance for Small-Scale Clean Energy Investments in Tunisia" grant will support financial intermediaries (commercial banks and MFIs) as they work to develop new financial products and administer loans of less than US \$50,000 each in total to SMEs to implement small-scale RE and/or EE that improve energy access and reliability, particularly in remote or vulnerable regions of Tunisia.

Grantees are expected to work closely with the Power Tunisia team to develop appropriate financing structures/loan products specially designed to support clean energy projects. Applying banks are expected to use existing credit lines as Power Tunisia will not provide access to new credit lines. Borrowers receiving loans may use funds to qualifying activities including enhancing capacity for RE generation (such procurement and installation of solar PV, solar thermal, wind, biomass, and/or biogas systems) and/or improve EE so as to decrease CO<sub>2</sub> emissions and cost of energy purchased. The borrower's creditworthiness, repayment capacity, adherence to RE/EE standards and lending institution's policies should be evaluated prior to issuing the loan. Sub-awards will not be allowed under the Grants Program.

The Power Tunisia team will work with successful Applicants to define the criteria for qualifying loans; however, any definition of "qualifying loans" must include:

- Qualifying loans issued to finance RE and/or EE services and/or equipment may not exceed the equivalent of US \$50,000 in local currency.
- Qualifying loans are issued to registered small private SMEs for use in their businesses.
- For loans issued that include both clean energy and non-clean energy components, only the debt portion used for the clean energy component will be considered as the qualifying loan.
- Grantees will receive the approved costs of issuing such qualifying loans back in each quarter upon submission of the required milestone verification documents during each grant reporting period.

### 3.3 Specific Tasks Under This Scope of Work

To accelerate the issuance of bank lending in Tunisia for small-scale clean energy projects, thereby extending the financial and environmental benefits to many small businesses currently dependent upon energy derived fully from fossil fuels, Power Tunisia has developed the "Improving Access to Finance for Small-Scale Clean Energy Investments in Tunisia". This kick-starter program is designed to speed adoption of clean energy technologies in Tunisia over the next three years. Experiences from other countries show access to finance is a key barrier to small businesses as they work to adopt renewable energy and energy efficiency technologies.

Under this program, successful Applicants will receive two major types of support:

- **Fixed Amount Award (FAA) grant** based on achieved results/milestones related to issuing qualifying loans.
- **Operational support** based on individual requirements or requests that may include route-to-market, business efficiency and research and analysis support.

### Fixed Amount Award (FAA) Grant

This grant award is made available to eligible financial institutions to encourage them to issue green loans by helping recover some of the costs associated with issuing such qualifying loans in an effort to promote green lending in Tunisia. In this round of applications, there is a total of US \$1,000,000 funding that is available. Each Applicant may apply for a maximum amount of US \$400,000 in local currency. Payments will be made in Tunisian Dinars based on the completion of agreed upon milestones.

The total value of the grant will be based on the sum of the FAA amounts that correspond with each milestone. **Table I** outlines the milestones for planning and implementation of the Power Tunisia Program RFA “Improving Access to Finance for Small-Scale Clean Energy Investments in Tunisia.” The fixed amount per milestone and the corresponding budget line items, will be proposed by each Applicant and finalized jointly with Power Tunisia team during the application review and negotiation stage. Power Tunisia Program reserves the right to negotiate costs and approve final fixed amounts related to each milestone.

*Table I: General Milestones and associated timelines.*

Milestone #	Milestone Description	Verification Document	Fixed Amount	Completion Date
I	<p><b>Inception Report</b></p> <p>After the grant is executed, the grantee will create the <b>Inception Report</b> which will detail the grantee’s plan for issuing qualifying loans and reaching subsequent milestones. The report will detail Grantees plan for grant implementation, and will consist of</p>	<p>Approved <b>Inception Report</b> including:</p> <ul style="list-style-type: none"> <li>• Clean energy loan product design including anticipated volume and parameters of the loans to issue during each milestone (provide a range of loan products up to \$50,000; this range would influence the budget)</li> <li>• Any relevant back-office system updates</li> <li>• Outreach strategy to raise awareness about available financing for</li> </ul>	Proposed amount must be based on a reasonable cost buildup to complete this milestone (e.g., staff labor, marketing costs, etc.)	One month after start date

	<p>different reporting elements as detailed under “verification document.”</p> <p>The grantee is expected to use the templates provided by Power Tunisia.</p>	<ul style="list-style-type: none"> <li>• RE and/or EE solutions among potential borrowers across different governorates</li> <li>• Associated marketing materials for (advertisement campaigns etc.).</li> <li>• Gender equality and social inclusion (GESI) plan/strategy.</li> <li>• Loan officer training program and schedule.</li> <li>• Grant activities Implementation plan including the timeline.</li> <li>• List of pre-approved borrowers with borrowers disaggregated by loan amount, socioeconomic status of the SMEs’ owners (gender, ethnicity, age, etc), and geographic region.</li> <li>• Green loan documentation (such as loan contracts) prior to execution to be shared with power Tunisia team to be cleared for eligibility and get pre-approval for the next milestone.</li> </ul> <p><i>All data collected will be provided in a way that protects the name of the client and observes required data privacy rules including the Personal Data Protection Law.</i></p>		
--	---	--	--	--

		<i>The grantee is expected to use the templates provided by Power Tunisia.</i>		
2	<p><b>Amount of the first round of qualifying green loans issued in local currency.</b></p> <p><b>[originate and disburse multiple qualifying loans where a maximum loan amount is the equivalent US \$50,000 per loan]</b></p> <p>To ensure progression towards this milestone, Power Tunisia will conduct monthly check-in meetings which will allow the Power Tunisia team to closely track the level of progress the grantee is making in meeting its respective loan volume targets. Power Tunisia will also provide initial technical support to the grantee's staff that will be responsible for data reporting to be able to</p>	<p>By the end of the quarter the grantee is required to share documents demonstrating the execution of loans for which the fixed milestone amount is being claimed in order to receive payments. This must include but is not limited to copies of loan agreements and other related documents.</p> <p>Approved <b>Monthly Progress Reports</b> submitted during the reporting quarter.</p> <ul style="list-style-type: none"> <li>• Documenting and tracking the level of progress the grantee is making in meeting its loan issuance targets.</li> <li>• Successes realized and challenges identified.</li> <li>• Action items to meet targets.</li> <li>• Power Tunisia will provide initial technical support to the grantee's staff that will be responsible for data reporting to be able to guarantee the quality of data to be reported.</li> </ul> <p>Completed and approved <b>Quarterly Report:</b></p>	<p>Proposed amount must be based on the associated cost of issuing the volume of qualifying loans during the reporting quarter (with a maximum loan value equivalent to US \$50,000 per loan). Such costs may include but should not be limited to origination fees, underwriting costs, staff time, legal fees, etc.</p>	<p>Four (4) months after start date (Q1)</p>



	<p>guarantee the quality of data to be reported.</p> <p>The grantee will be continuously conducting eligible borrower identification and assessment and report on the indicators mentioned in the RFA under section <a href="#">3.4</a> <u>“Indicators”</u>.</p> <p>During the quarter the grantee is required to report on the number/volume of loans for pre-approval from Power Tunisia Program team, after validation, the grantee issues the loans and invoices the program for completed milestones. Milestones must correspond to the award’s payment structure specified in the fixed amount award.</p>	<ul style="list-style-type: none"> <li>• Documentation on the total volume of qualifying loans issued this quarter consistent with milestone targets for this round of green loans.</li> <li>• Estimated loans in the pipeline for the next round of loans for the next milestone.</li> <li>• List of qualifying loans’ borrowers disaggregated by loan amount, socioeconomic status of the SMEs’ owners (gender, ethnicity, age, etc.), and geographic region.</li> <li>• Successes realized and challenges identified.</li> <li>• Verification of disbursement of qualifying loans to approved borrowers.</li> <li>• Success stories, lessons learned, feedback from borrowers.</li> <li>• Documents showing tracking and monitoring of loan repayment rates from borrowers.</li> <li>• Analysis of the economic viability of the financed energy projects/initiatives financed through loans (e.g., lower utility bills ).</li> </ul>		
--	---	--	--	--

		<ul style="list-style-type: none"> <li>• Reporting on improved energy performance, reductions in CO2 emissions, adoption of RE and EE products (lighting, cooling, etc.) in underserved or remote communities.</li> <li>• Proof of procurement of equipment or installation of RE systems by the borrowers (such as receipts and disbursement of funds to suppliers, etc.).</li> <li>• Green loan documentation (such as loan contracts) prior to execution to be shared with power Tunisia team to be cleared for eligibility and get pre-approval for the next milestone.</li> </ul> <p><i>All data collected will be provided in a way that protects the name of the client and observes required data privacy rules including the Personal Data Protection Law.</i></p> <p><i>The grantee is expected to use the templates provided by Power Tunisia</i></p>		
3	<b>Second round of qualifying green loans issued</b>	Same as Milestone # 2	Same as Milestone # 2	Seven (7) months after start date (Q2)

	<b>[originate and disburse next volume in loans with a maximum loan amount equivalent to US \$50,000 per loan]</b>			
4	<b>Third round of qualifying green loans issued</b>  <b>[originate and disburse next volume in loans with a maximum loan amount equivalent to US \$50,000 per loan]</b>	Same as Milestone # 2	Same as Milestone # 2	10 months after start date (Q3)
5	<b>Fourth round of qualifying green loans issued</b>  <b>[originate and disburse next volume in loans with a maximum loan amount equivalent to US \$50,000 per loan]</b>	Same as Milestone # 2	Same as Milestone # 2	13 months after start date (Q4)
6	<b>Fifth round of qualifying green loans issued</b>	Same as Milestone # 2	Same as Milestone # 2	16 months after start date (Q5)

	<b>[originate and disburse next volume in loans with a maximum loan amount equivalent to US \$50,000 per loan]</b>			
7	<p><b>Final Report</b></p> <p>The grantee is required to produce the <b>Final Report</b> which describes the activities that have been carried out and the results achieved over the entire project period, including the total volume of qualifying green loans issued. The report should include challenges, successes, and lessons learned.</p>	<p>Approved <b>Final Report</b> including:</p> <ul style="list-style-type: none"> <li>• A summary of grant activities undertaken during the period of performance, including successes and lessons learned.</li> <li>• A discussion of how grant funding contributed to the objectives of the Program, including total grant funding received, and private sector investment leveraged.</li> <li>• The report must include final number and volume of clean energy loans issued per geographic area and a comparison against projected targets. Information on the volume of total loans issued must be segregated by, socio-economic status of the SMEs' owners and geographic diversity of recipients.</li> <li>• Description of project impact and results, based on the</li> </ul>	<p>Must be based on a reasonable cost buildup to complete this milestone (e.g., staff labor, data analysis costs, etc.)</p>	<p>1 month after end of the period of performance.</p>

		<p>indicators presented in the application as well as any other anecdotal information, stakeholder or observer commentary. This must also include an assessment of sustainability of future lending in the clean energy space and % of RE vs EE loans issued per geographic area.</p> <p><i>All data collected will be provided in a way that protects the name of the client and observes required data privacy rules including the Personal Data Protection Law.</i></p> <p><i>The grantee is expected to use the templates provided by Power Tunisia.</i></p>		
--	--	--	--	--

### **Advisory and Operational Support**

Each successful Applicant will receive access to technical assistance from the Power Tunisia team in the form of advisory and operational support. This support will be offered on a “pull” basis with successful Applicants specifying the part(s) of their value chain that require the most urgent assistance. Power Tunisia will provide technical assistance on a range of issues including but not limited to clean energy loan development, marketing material development, loan officer training, and loan portfolio management.

In providing operational support, Power Tunisia will ensure that this support is targeted and specific to the Grantee. Confidentiality will be maintained at all times. Power Tunisia will work with the grantees during the post-award phase to determine the appropriate scope and level of operational support. Applicants should be aware that this support is finite and will need to be distributed across all grantees.

### 3.4 Indicators

Upon consultations with Power Tunisia, and other stakeholders, the Grantee should design and deliver a portfolio of clean energy financial products to achieve several outcomes using the following indicators:

- Number of qualifying clean energy loans issued disaggregated by, socio-economic status of the SMEs' owners (gender, ethnicity, age, etc.), and geographic area;
- Number of new borrowers receiving clean energy loans disaggregated by, socio-economic status of the SMEs' owners (gender, ethnicity, age, etc.), and geographic area;
- Number of loans issued by location (e.g., coastal areas vs inland, rural vs urban);
- Number of EE upgrades or RE installations in different regions of Tunisia;
- Amount (overall volume) of clean energy loans issued to borrowers (in US \$ equivalent);
- Amount of borrower's equity contributed to clean projects receiving some clean energy loans (in US \$ equivalent);
- Number of beneficiaries from the borrower benefiting from the clean energy project financed disaggregated by, gender socio-economic status of the SMEs' owners (gender, ethnicity, age, etc.), and geographic area;
- Loan repayment rates;
- Verification of energy savings achieved by borrowers and/or end customers (beneficiaries)(*reported either as a number or percentage increase*);
- Number of GJs of energy saved for borrowers and/or end customers (beneficiaries);
- Number of MWs of new renewable energy generation on grid; and
- Number of MTs CO2 emissions reduced;

### 3.5 Activities and Deliverables

Under this Scope of Work (grant), the Grantee shall pursue efforts to increase small-scale lending (less than US \$50,000 per loan) to SMEs pursuing the design, installation and operation of renewable energy and/or energy efficiency projects. Activities pursued towards this end are at the discretion of the Grantee, however, are envisioned to include design of new clean energy loan products, development of marketing collateral and educational materials to inform prospective borrowers on the availability of new loan products and the benefits of investing in clean energy solutions. Additional activities may include but are not limited to training/capacity building to enhance the capacity of borrowers in clean energy financing, organizing workshops/forums, and facilitating collaboration among borrowers and other relevant stakeholders, etc.

To allow for effective grant management and reporting, the Grantee shall complete and submit the below listed deliverables based on deadlines outlined in the reporting schedule.

The deliverables should be submitted by the Grantee in English:

- **Inception Report:** Due no later than one month after inception of the grant, the Grantee shall submit:
  - o Clean energy loan product design including anticipated volume and parameters of the loans to issue during each milestone (provide a range of loan products up to \$50,000; this range would influence the budget)
  - o Any relevant back-office system updates
  - o Outreach strategy to raise awareness about available financing for RE and/or EE solutions among potential borrowers across different governorates
  - o Associated marketing materials for (advertisement campaigns etc.).
  - o Gender equality and social inclusion (GESI) plan/strategy.
  - o Loan officer training program and schedule.
  - o Grant activities Implementation plan including the timeline.
  - o List of pre-approved borrowers with borrowers disaggregated by loan amount, socioeconomic status of the SMEs' owners (gender, ethnicity, age, etc), and geographic region.
  - o Green loan documentation (such as loan contracts) prior to execution to be shared with power Tunisia team to be cleared for eligibility and get pre-approval for the next milestone.
  
- **Monthly Progress Reports:** Due no later than one (5) business days after the monthly calls conducted with the Power Tunisia team, the Grantee shall submit the monthly report which includes the following:
  - o Documenting and tracking the level of progress the grantee is making in meeting its loan issuance targets.
  - o Successes realized and challenges identified.
  - o Action items to meet targets.
  - o Power Tunisia will provide initial technical support to the grantee's staff that will be responsible for data reporting to be able to guarantee the quality of data to be reported.
  
- **Quarterly Reports:** Due 10 business days after the end of each quarter, the Grantee shall submit:
  - o Documentation on the total volume of qualifying loans issued this quarter consistent with milestone targets for this round of green loans.
  - o Estimated loans in the pipeline for the next round of loans for the next milestone.
  - o List of qualifying loans' borrowers disaggregated by loan amount, socioeconomic status of the SMEs' owners (gender, ethnicity, age, etc.), and geographic region.
  - o Successes realized and challenges identified.
  - o Verification of disbursement of qualifying loans to approved borrowers.
  - o Success stories, lessons learned, feedback from borrowers.

- o Documents showing tracking and monitoring of loan repayment rates from borrowers.
  - o Analysis of the economic viability of the financed energy projects/initiatives financed through loans (e.g., lower utility bills ).
  - o Reporting on improved energy performance, reductions in CO2 emissions, adoption of RE and EE products (lighting, cooling, etc.) in underserved or remote communities.
  - o Proof of procurement of equipment or installation of RE systems by the borrowers (such as receipts and disbursement of funds to suppliers, etc.).
  - o Green loan documentation (such as loan contracts) prior to execution to be shared with power Tunisia team to be cleared for eligibility and get pre-approval for the next milestone.
- **Final Report:** Prior to completion of the grant, the Power Tunisia Program will send each grantee a letter that describes the grant close-out process and required reporting, including a Final Report. The Final Report must include:
    - o A summary of grant activities undertaken during the period of performance, including successes and lessons learned.
    - o A discussion of how grant funding contributed to the objectives of the Program, including total grant funding received, and private sector investment leveraged.
    - o The report must include final number and volume of clean energy loans issued per geographic area and a comparison against projected targets. Information on the volume of total loans issued must be segregated by, socio-economic status of the SMEs' owners , and geographic .
    - o Description of project impact and results, based on the indicators presented in the application as well as any other anecdotal information, stakeholder or observer commentary. This must also include an assessment of sustainability of future lending in the clean energy space and % of RE vs EE loans issued per geographic area.

***In case the grantee fails to meet the reporting requirements and provide relevant supporting documentation, the Grant Administrator has the right to terminate this award, in whole or in part, or take any other appropriate measures including, without limitation, refund or recall of any award amount.***

### 3.6 Grant Program Expected Results

Grantees will be responsible for demonstrating that the issued qualifying loans were used to finance renewable energy and/or energy efficiency projects, therefore contributing to the following results:

- Increased access to renewable energy.



- Improved energy efficiency.
- Energy cost savings (firm level).
- Reduced CO2 emissions.
- Increased socio-economic benefits.
- Knowledge sharing among borrowers and wider adoption of RE/EE solutions among local community members.

## 4. Technical application content

All complete applications received by the deadline will be reviewed for responsiveness to the specifications outlined in the guidelines. Power Tunisia may reject applications that are:

- Incomplete.
- Do not respond to the Scope of Work in the solicitation.
- Do not comply with the format requirements; or
- Are submitted after the deadline.

Applicants responding to this request should adhere to the following guidelines (if submitting outside of the Grants Portal):

- Written in English
- Formatting requirements:
  - A4 paper
  - 1-inch (2.54 cm) margins on all sides
  - Single-spaced
  - Times New Roman Font – 12 points
- Include all components listed in the section below, in the order specified.
- Maximum of 10 pages for the technical proposal (cover page and annexes do not count towards the 10-page limit)

The Application in response to this solicitation should be organized as follows:

### A. COVER PAGE

Include all the following information:

- Name, address, phone/fax number, and email of the organization
- Title of proposed project
- Name of contact person
- Duration of project
- Date submitted

### B. APPLICANT DATA

See the Grant Application Form and Guidelines available via <https://dgrants.fluxx.io>.

### C. TECHNICAL PROPOSAL (10 PAGES MAXIMUM)

Sections of the Technical Proposal of the Grant Application Form and Guidelines should use the headings italicized below, in the following order:

## **1. Background/Statement of Need**

- Provide information about the role of Tunisian financial institutions in accelerating the adoption of renewable energy and energy efficiency solutions, their vision of the transformation of the energy sector as a result of improved access to finance.
- Describe the approach Tunisian financial institutions use for providing potential borrowers with the information about green loan products, how they influence loan-seekers' / borrowers' behavior.
- Describe other challenges / opportunities Tunisian financial institutions are facing to promote green energy loan products.

## **2. Project Goal, Objectives, and Geographic Focus**

- Describe how Tunisian financial institutions could be involved proactively in promotion of the energy sector reform as well as in communication with stakeholders and potential borrowers about available green lending options and the benefits of the adoption of RE/EE products.
- Describe your institution's vision concerning the development of green loan products to contribute to the adoption of EE/RE solutions in Tunisia.
- What are the geographic areas that you anticipate covering through the implementation of this program.

## **3. Implementation Plan / Activities**

- Describe technical and strategic approaches that will be used to issue the projected volume of qualifying loans and implement the proposed activities, and reasons for the proposed methodology. Identify best practices and evidence base/rationale that have informed the project interventions.
- If the grant activity is the prolongation of a previous action, explain how it is intended to build on results from the previous action.
- Give specific practical steps that will influence your banking institution's practices in communication with potential borrowers to inform them of green loan products and how they contribute to the adoption of EE/RE.
- Provide a detailed plan for conducting an outreach campaign to reach borrowers in diverse communities and geographic areas outside major metropolitan hubs. Explain how this campaign will also enable your institution to reach the projected volume of loans.

## **4. Coordination and Collaboration**

- Describe the roles and participation of other stakeholders in grant activities, including other private sector institutions, private citizens and how you will collaborate and coordinate with them on grant activities to maximize the outreach, the volume of loans issued, and grant program results. Describe which approaches you will use.

## **5. Management Plan**

- Describe how the project will be managed, the composition and organizational structure of the proposed project team, roles and responsibilities, and how this structure will enable your team to meet the target volume of qualifying loans your institutions expected to issue during the period of performance. Include information on technical and managerial experience of the proposed lead personnel.

## **6. Organizational Capacity**

- Provide a summary of the financial institution's key qualifications and capabilities. It should indicate institution's capabilities to issue the proposed volume of green loans, and adequate infrastructure to support origination, disbursement, and management of loans at the proposed volumes.
- Provide a brief description of your present and ongoing actions/projects that have a direct relationship to the proposed grant activity.
- Provide illustrative loan terms for the qualifying loans including (but not limited to) interest rate, collateral requirements, grace period, repayment duration, any other fees, etc.).

## **7. Budget, Budget Notes and Cost Reasonableness**

- For budget part please follow instructions given in Attachment 2: Budget and Budget Notes of the Grant Application Form and Guidelines available via <https://dgrants.fluxx.io>.
- More information on how to structure budgets is available in [Section 5](#).

## 5. Budget Content

### 5.1 Budget and Payment Terms

#### *1. Budget Instructions*

When developing the FAA budget, the applicants should consider the following:

- The budget should be milestone-based, which means that funds are allocated based on achieving specific milestones related to issuing green loans as outlined in "Table I. General Milestones and Associated timelines."
- Budget amounts should be tied specifically to each milestone and all costs related to each milestone should correspond to the institution's / bank's real costs of achieving such milestone.
  - For example, for each cost type related to issuing a loan, Applicants should establish a fixed budget amount that they are willing to allocate per loan (each loan value up to US \$50,000 in local currency) and ensure that these budgets are realistic and take into account market conditions, loan types, and their institution's/ bank's financial or lending environment.
  - Applicants should also consider the volume of loans they propose as some loans may require more resources in certain budget categories such as staff time and underwriting costs.
    - For example, for the milestone of originating the first \$100,000 worth of loans, the applicant should detail the budget based on costs required to achieve this goal.
- All costs presented by the Applicants in their budgets must be reasonable and well documented in the budget notes. All estimated unit costs must be supported by relevant evidence to substantiate such costs.
- Qualifying loans issued to finance RE and/or EE services and/or equipment may not exceed US \$50,000 for each loan.
- Budgeting approach, alignment with milestones, cost-effectiveness, and organizational capacity will be evaluated as part of the grant application review process.
- Power Tunisia Program reserves the right to negotiate and approve final costs related to each milestone.
- The budget items and associated payment terms and dates according to the proposed milestones list will be finally defined based on the applicant's proposal and fixed in the grant award document.

In addition, Applicants may consider the following cost components when structuring their milestone-based budgets:

- Cost to Borrow Capital
- Origination Fees
- Underwriting Costs
- Processing Fees
- Credit Report Fees (if applicable)
- Appraisal Fees

- Title Search Fees (if applicable)
- Legal Fees
- Administrative Costs
- Marketing and Outreach Expenses
- Reporting and Monitoring Expenses
- Risk and Loan Losses

## 2. Budget Content

The Applicant must:

- Include a detailed and realistic budget using the Excel template provided (refer to *Attachment 2: Budget and Budget Notes* in the application form available via <https://dgrants.fluxx.io>). The budgets must be prepared in Tunisian dinars, and should be based on milestones in accordance with the activities described in *Attachment 1: Technical Proposal*, which is available via <https://dgrants.fluxx.io>. Budget should not include costs that cannot be directly attributed to the activities proposed.
- Include detailed budget notes/clarification of calculation for each budget line item by milestones following the format of the template provided (refer to *Attachment 2: Budget and Budget Notes* in the application form available via <https://dgrants.fluxx.io>). Supporting documentation to support cost data will be required prior to award of grants.
- All Applicants must have the financial and administrative systems to adequately account for the grant funds as detailed in the extensive attachments and referenced US Government websites.

## 3. Taxes

Recipients must comply with project requirements regarding VAT (Value Added Tax)/service tax reporting for applicable VAT/service tax to be reimbursed.

## 4. Payment Terms

Following selection of the grant finalists and during the negotiation phase, Power Tunisia Program will work with selected Applicants to finalize a milestone schedule based on their individual application. **Applicants are required to submit a payment milestone schedule with their application.** The total value of all milestones will equal the total FAA amount for the grant. Final amount will depend on the number and volume of eligible loans disbursed per quarter and over the life of the grant, where a maximum loan amount does not exceed the equivalent of US \$50,000 in local currency. Payments will be disbursed upon completion of each milestone in local currency.

**Milestone 1:** The first milestone will require the submission of an Inception Report after the grant is executed and completion of start-up activities. The Inception Report will detail the start-up and/or scale-up activities and plan for reaching subsequent milestones. The value of the first milestone will be based on real costs necessary for achieving this milestone.

Payment will be disbursed for the first milestone following submission of the Inception Report and verification of completion of the start-up activities by Power Tunisia Program. See [Section 3.3](#) for details on reporting requirements.

**Milestones 2-6:** The value of each subsequent milestones will depend on the amount of eligible loans issued and real costs to support this milestone completion. In order to receive payment for subsequent milestones, grantees will need to:

- Provide verifiable proof of loan disbursements.
- Submit and get approval on the quarterly reports. See [Section 3.5](#) for more details on reporting requirements.

**Milestone 7 (Final Milestone):** The final milestone will require the submission of the final report. In order to receive payment for the final milestone, grantees will need to:

- Submit and get approval on the Final Report. See [Section 3.5](#) for more details on reporting requirements.

Payment for these milestones will be issued following submission of required reports, including verification of disbursement of qualifying loans by Power Tunisia Program. If grantee does not meet the milestone target related to the number and volume of loans issued, Power Tunisia reserves the right to determine the proportionate payment based on the cost buildup for the loan value or choose not to issue payment.

## 6. Evaluation

Power Tunisia intends to award grants resulting from this solicitation to the responsible Grantees whose application conforms to the solicitation and represents best value solutions after selection in accordance with the criteria/factors listed here.

The review criteria below are presented by major category so that Applicants will know which areas require emphasis in the preparation of Applications. The definition for each of the application selection criteria can be found in [Section 4.C](#).

Application Selection Criteria	Points
Background/Statement of Need	5
Project Goal, Objectives, and Geographic Focus	10
Implementation Plan/Activities	15
Coordination and Collaboration	10
Management Plan	10
Organizational Capacity	30
Budget, Budget Notes and Cost Reasonableness	20
<b>Total Points</b>	<b>100</b>

Each Applicant must meet eligibility criteria to have their applications evaluated. During the application review process, each Applicant will be given a score according to the evaluation criteria (see Section 6), and will be ranked from highest score to lowest score. Applicants that do not meet the threshold of 70 points will not be considered for this award.

### A) Technical

Power Tunisia will evaluate each technical approach quantitatively based upon the review criteria set forth above. A technical proposal can be categorized as unacceptable when it is incomplete, does not respond to the scope, does not comply with the format requirements or is submitted after the deadline.

### B) Budget

The proposed budget will be analyzed as part of the Application selection process. Applicants should note that Budgets must be sufficiently detailed to demonstrate reasonableness and completeness, and that Applications including budget information determined to be unreasonable, incomplete, or based on a methodology that is not adequately supported may be judged unacceptable.

- 1) **Reasonableness.** Power Tunisia will make a determination of reasonableness based on Power Tunisia's experience for similar items or services, what is available in the marketplace, and/or other competitive offers.
- 2) **Completeness.** A detailed line-item budget, budget notes, assumptions, and schedules that clearly explain how the estimated amounts were derived must adequately support the



Applicant's budget. Power Tunisia may request additional supporting information to the extent necessary to determine whether the costs are fair and reasonable.

## 7. References, Terms and Conditions

### 7.1 References (chose from the list below as applicable)

- The U.S. Government regulations that govern this grant as found at the following websites:  
<http://www.usaid.gov/sites/default/files/documents/1868/303.pdf>  
<https://www.acquisition.gov/far/html/FARTOCP31.html>  
[https://www.ecfr.gov/cgi-bin/text-idx?tpl=/ecfrbrowse/Title02/2cfr200\\_main\\_02.tpl](https://www.ecfr.gov/cgi-bin/text-idx?tpl=/ecfrbrowse/Title02/2cfr200_main_02.tpl)
- Required Provisions for a Fixed Amount Awards to NGOs:
  - (1) Mandatory Provisions from: <https://www.usaid.gov/ads/policy/300/303mat>.
  - (2) Include ONLY the applicable “Required, As Applicable” provisions from: <https://www.usaid.gov/ads/policy/300/303mat>.

### 7.2 Terms and Conditions

- Issuing this RFA is not a guarantee that a grant will be awarded.
- Deloitte reserves the right, at its sole discretion, to issue a grant based on the initial review of offers without discussion.
- Deloitte may choose, at its sole discretion, to award a grant for part of the activities in the RFA.
- Deloitte may choose, at its sole discretion, to award a grant to more than one Recipient for specific parts of the activities in the RFA.
- Deloitte may request from short-listed applicants a second or third round of application either in the form of an oral presentation or a written response to a more specific and detailed Scope of Work that is based on a general Scope of Work in the original RFA.
- Deloitte has the right, at its sole discretion, to rescind an RFA, or rescind an award prior to the signing of a contract due to any changes in the direction of Deloitte's client (the U.S. Government), be it funding or programmatic, or for the sole convenience of Deloitte.
- Deloitte reserves the right to waive any deviations by organizations from the requirements of this solicitation that in Deloitte's sole discretion are considered not to be material defects requiring rejection or disqualification; or where such a waiver will promote increased competition.
- In the event that an offeror wishes to dispute any decision of Deloitte during the RFA process, including award, the offeror must submit a written appeal to Deloitte including all relevant and material evidence to support its position. Deloitte shall then review the written appeal and issue a final decision within fifteen (15) days or provide notice of the need for additional time.

### ***Grant Agreement***

A grant agreement will include the approved project description, approved budget, payment terms, reporting requirements and relevant provisions. Once executed it is a legally binding agreement between Deloitte (on behalf of Power Tunisia) and the Recipient organization. Once the grant agreement is signed, it cannot be modified without prior written approval from Deloitte (on behalf of Power Tunisia).

### ***Grant Disbursement and Financial Management***

The grants will be disbursed in Local Currency and transferred only through bank transactions.

### ***Reporting***

The grant agreement will detail the reporting requirements. Recipients must be willing to adhere to the reporting schedule and requirements for both programming activities and financial monitoring.

### ***Monitoring***

Power Tunisia staff will monitor programmatic performance. Deloitte and USAID reserve the right to review finances, expenditures and any relevant documents at any time during the project period and for three years after the completion of the project and closeout. All original receipts must be kept for three years after the formal closeout has been completed.

### ***Late Submissions, Modifications and Withdrawals of Applications***

At the discretion of Deloitte, any application received after the exact date and time specified for the receipt may not be considered unless it is received before award is made and it was determined by Deloitte that the late receipt was due solely to mishandling by Deloitte after receipt at its offices.

Applications may be withdrawn by written notice via email received at any time before award. Applications may be withdrawn in person by a vendor or his authorized representative, if the representative's identity is made known and the representative signs a receipt for the application before award.

### ***False Statements in Offer***

Vendors must provide full, accurate and complete information as required by this solicitation and its attachments.

### ***Certification of Independent Price Determination***

(a) The offeror certifies that--

(1) The prices in this offer have been arrived at independently, without, for the purpose of restricting competition, any consultation, communication, or agreement with any other offeror, including but not limited to subsidiaries or other entities in which offeror has any ownership or other interests, or any competitor relating to (i) those prices, (ii) the intention to submit an offer, or (iii) the methods or factors used to calculate the prices offered;

(2) The prices in this offer have not been and will not be knowingly disclosed by the offeror, directly or indirectly, to any other offeror, including but not limited to subsidiaries

or other entities in which offeror has any ownership or other interests, or any competitor before bid opening (in the case of a sealed bid solicitation) or contract award (in the case of a negotiated or competitive solicitation) unless otherwise required by law; and

(3) No attempt has been made or will be made by the offeror to induce any other concern or individual to submit or not to submit an offer for the purpose of restricting competition or influencing the competitive environment.

(b) Each signature on the offer is considered to be a certification by the signatory that the signatory--

(1) Is the person in the offeror's organization responsible for determining the prices being offered in this bid or application, and that the signatory has not participated and will not participate in any action contrary to subparagraphs (a)(1) through (a)(3) above; or

(2) (i) Has been authorized, in writing, to act as agent for the principals of the offeror in certifying that those principals have not participated, and will not participate in any action contrary to subparagraphs (a)(1) through (a)(3) above; (ii) As an authorized agent, does certify that the principals of the offeror have not participated, and will not participate, in any action contrary to subparagraphs (a)(1) through (a)(3) above; and (iii) As an agent, has not personally participated, and will not participate, in any action contrary to subparagraphs (a)(1) through (a)(3) above.

(c) Offeror understands and agrees that --

(1) Violation of this certification will result in immediate disqualification from this solicitation without recourse and may result in disqualification from future solicitations; and

(2) Discovery of any violation after award to the offeror will result in the termination of the award for default.

### **Standard Provisions**

Deloitte is required to respect the provisions of the United States Foreign Assistance Act and other United States laws and regulations. The Power Tunisia Grant Program will be administered according to Deloitte's policies and procedures as well as USAID's regulations for Non-U.S. Governmental Recipients or USAID's regulations for U.S. NGO Recipients. These include:

#### **1. Implementing Partner Notices (IPN) Registration**

Applicant acknowledges the requirement to register with the IPN portal if awarded a grant resulting from this solicitation and receive universal bilateral amendments to this award and general notices via the IPN portal. The IPN Portal is located at <https://sites.google.com/site/usaidipnforassistance/>. Detailed steps are given under the article M9 of the Mandatory Standard Provisions for Fixed Amount Awards to NGOs from ADS 303mat, which is annexed to this RFA.

#### **2. Indirect Rates**

Indirect rates such as fringe, overhead, and general and administrative (G&A) that have not been approved by a U.S. Government agency in a NICRA (Negotiated Indirect Cost Rate

Agreement) may not be charged to this award. All costs charged to the project shall be directly related to the project's implementation.

### **3. Activities That Will Not be Considered for Funding**

In keeping with the conditions above, programs that fall within the following categories or indicate they might participate in any one of the following shall be automatically disqualified:

- Activities related to the promotion of specific political parties.
- Reconstruction or building rehabilitation projects that are not accompanied by plans for wide community use and maintenance.
- Distribution of emergency/humanitarian assistance or funds.
- Religious events or activities that promote a particular faith.
- For-profit business activities that benefit a small select group, rather than providing increased opportunities to the larger community.
- Unrelated operational expenses.

### **4. Prohibited Goods and Services**

Under no circumstances shall the Recipient procure any of the following under this award, as these items are excluded by the Foreign Assistance Act and other legislation which govern USAID funding. Programs which are found to transact in any of these shall be disqualified:

- Military equipment
- Surveillance equipment
- Commodities and services for support of police or other law enforcement activities
- Abortion equipment and services
- Luxury goods and gambling equipment
- Weather modification equipment

### **5. Restricted Goods**

The following costs are restricted by USAID and require prior approval from Deloitte and USAID:

- Agricultural commodities
- Motor vehicles
- Pharmaceuticals
- Pesticides
- Fertilizer
- Used equipment
- U.S. Government-owned excess property

## **6. Certifications for Non-US Non-Governmental Recipients**

The following Standard Grant & Subcontractor Certifications are required by Deloitte and USAID:

- Assurance of Compliance with Laws and Regulations Governing nondiscrimination in Federally Assisted Programs (This assurance applies to Non-U.S. Governmental Organizations, if any part of the program will be undertaken in the U.S.).
- Certification Regarding Lobbying (22 CFR 227).
- Prohibition on Assistance to Drug Traffickers for Covered Countries and Individuals (ADS 206, Prohibition of Assistance to Drug Traffickers).
- Certification Regarding Terrorist Financing.
- Certification of Recipient.
- Compliance with Anticorruption Laws.
- A completed copy of Representation by Organization Regarding a Delinquent Tax Liability or a Felony Criminal Conviction; and
- Certification Regarding Trafficking in Persons.