



CBN CALL FOR PROPOSALS

**COVID-19:
ECONOMIC
RECOVERY THROUGH
INFRASTRUCTURE
SERVICE DELIVERY**

BACKGROUND:

The unfolding of the COVID-19 pandemic brings additional short- and long-term pressures on socio-economic systems. One way to mitigate these pressures is to stimulate the economy through infrastructure service delivery which effects investment, employment and ultimately drives household income generation. That is why the African Union Development Agency-NEPAD (AUDA-NEPAD) positioned infrastructure development as a key driver for socio-economic recovery. In this line, AUDA-NEPAD through Technical Advisory (TA) supports African Union Member States and its Communities in advancing the development of infrastructure projects through a variety of TA instruments. One of these advisory instruments is the *Continental Business Network* (CBN) which is a forum of private sector players (e.g. DFIs, commercial banks, institutional investors, contractors etc.) established and hosted by AUDA-NEPAD. AUDA-NEPAD will link to the infrastructure window of the CBN by using its TA instruments to present market packaged infrastructure projects to the CBN and other interested investors. This AUDA-NEPAD support via its various *TA services* and specifically the *Market Packaging* through the development of a *Project Information Memorandum (PIM)* of an infrastructure project is offered as a free of charge service by AUDA-NEPAD to drive socio-economic recovery through infrastructure development.

Small scale infrastructure projects and community driven approaches to enhance infrastructure service delivery are highly encouraged to apply.

N.B. please note that this Call for Proposals is not linked to the PIDA PAP 2 process and treated as a completely different and independent process. This Call for Proposals does not provide funding however seeks to assist SMEs and NGOs with the mobilization of funds to implement the project via Technical Assistance services.

Objective of this Call for Proposals:

AUDA-NEPAD calls upon Small-Medium Sized Enterprises (SMEs) and Non-Governmental Organizations (NGOs) from AU members States to submit infrastructure project proposals for further Technical Advisory and Market Packaging by AUDA-NEPAD to facilitate access to finance to implement the project.

All received Applications are assessed using a two-stage process:

Stage One - Eligibility Criteria:

Stage one determines an applicant’s overall eligibility to the process. Applications that answer all below criteria with YES (Y) will be considered eligible for the 1st stage screening phase. Some form of evidence needs to be attached when submitting the application sheet. The eligibility criteria are as follows:

- ✓ Project must have a clear socio-economic value proposition and project technical description including business case (Y/N)
- ✓ project must be in the small-scale renewable energy, health infrastructure, water/sanitation or ICT sector¹
- ✓ project must have one project owner, one implementation agency and contact details thereof identified (Y/N)
- ✓ applicant must be an NGO or a Small and Medium Sized Enterprise seeking to bring projects to financial close (Y/N)

Applications that cannot provide evidence of above are rated with a NO (N) and do not proceed to the 2nd stage.

Stage Two - Evaluation Criteria:

After establishing the applicant's eligibility, the screening of eligible applications is done according to below outlined evaluation criteria and weighting

CATEGORY	CRITERIA	Weighting	Scoring
Category I Socio-Economic Benefits	✓ project outlines value proposition to socio-economic system	10% (1 point out of 10)	30%
	✓ project motivates how the infrastructure service encourages economic recovery considering the COVID 19 pandemic	20% (2 points out of 10)	
Category II Technical Features	✓ small scale infrastructure project with a defined commercial or non-commercial purpose (for noncommercial projects, a sustainability plan must be designed)	30% (3 point out of 10)	70%
	✓ Other partners are interested and/or involved in the project	20% (2 points out of 10)	
		20% (2 points out of 10)	

¹ To allow for a realistic implementation of TA and timeline, projects proposed for TA must not exceed a CAPEX value of 20 Million USD in the energy sector, water project must not exceed a total project value of 5 Million USD and ICT projects must not exceed a value of 3 Million USD.

	✓ Resources (financial, non-financial) have partly been provided to the project		
Total Scoring		10 out of 10 points	100%
Category III Bonus Points	✓ Project has detailed business case and is at advanced stage	2 bonus points	
	✓ Project applicant leader is a woman led MSMEs	2 bonus points	

Scope of Support Services:

After a screening of project applications in accordance with outlined eligibility criteria, AUDA-NEPAD technical advisory may comprise:

Component 1: Business Development Support	technical and process advisory to develop strategies (e.g. business plans, grant funding application) to access project finance
	technical review of business case and project concept to drive local currency financing and enhance credit enhancement
Component 2: Financing Support	technical review of technical studies/financial model
	technical advisory on sector specific revenue stream and demand estimates
	development of a Project Information Memorandum (PIM) for market packaging
	early stage market sounding with suitable investors/CBN market packaging of project and fund mobilization through developed PIM
Component 3: Capacity Building Support	technical advisory on market knowledge and intelligence to link product and market through CBN
	quantitative estimation of employment potential and advisory on how to realize domestic labor market potential and skills through local content creation

Timeline

1st Stage Application & Screening December 2020 – January 2021	31.01.2021 application deadline by 23:59 GMT +2
	01.02.2021 – 14.02.2021 screening of applications received
2nd Stage	15.02.2021 – 19.02.2021 announcement and contacting of finalists

Pitches & Appraisal February 2021	22.02.2021 – 26.02.2021 Invite finalists for project pitches and appraisal process
3rd Stage Announcement of Winners March 2021	01.03.2021 – 05.03.2021 announcement of competition winners
4th Stage Workplan & Technical Advisory March – July 2021	08.03.2021 – 31.07.2021 Commencement of AUDA-NEPAD technical advisory through joint workplan

Application Deadline: January 31st, 2021, 23:59 GMT +2

Questions?

- Please direct all questions to: covid19@nepad.org

*** Through an ongoing and strategic partnership between AUDA-NEPAD and the Federal Republic of Germany, AUDA-NEPAD and GIZ acting on behalf of the German Federal Ministry for Economic Cooperation and Development (BMZ) are offering technical advisory support services to drive socio-economic recovery through infrastructure development ***



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