

9 September 2023

Request for Proposal (RFP)

Project Title: Support in Industry Mobilisation and Stakeholder Consultation - Green Fertilizer Production in Egypt

1. Introduction

As part of the project “Unlocking carbon markets for fertilizers produced with green- instead of grey ammonia”, co-funded by the German H2UPPP programme, Perspectives Climate Research is seeking proposals from qualified consultants to provide support in industry mobilization and stakeholder consultation for green fertilizer production in Egypt. The consultant will be responsible for identifying green fertilizer producers, facilitating stakeholder engagement, organizing local consultations, and supporting capacity-building initiatives. This project is part of our ongoing efforts to promote sustainable agricultural practices and green technology adoption in Egypt.

2. Objectives

The primary objectives of this project are to:

- Identify and engage with green fertilizer producers in Egypt.
- Facilitate meetings and workshops to promote industry collaboration and knowledge sharing.
- Support stakeholder engagement and local consultations to gather insights and foster partnerships.
- Provide capacity-building support to local stakeholders to enhance their capabilities in green fertilizer production.

3. Scope of Work

The project is divided into two work packages:

Work Package 1: Identification and Facilitation Engagement

- Identify existing and potential green fertilizer producers in Egypt.
These are fertilizer producers that are planning / preparing a shift of their production to green-ammonia-based fertilizers; or companies that aim to produce ‘green ammonia’ (i.e. ammonia produced with renewable hydrogen instead of natural gas or other fossil fuels).
- Facilitate meetings and/or potentially joint workshops with identified producers to discuss opportunities of participating in the project “Unlocking carbon markets for fertilizers produced with green- instead of grey ammonia”, co-funded by the German H2UPPP programme. The participation means bringing their planned green fertilizer project – for which a carbon methodology will be developed. In addition, willingness to contribute financially to this important work will be key.

Work Package 2: Stakeholder Engagement and Capacity Building (optional)

Work Package 2 will be implemented only if work package 1 is completed successfully; in particular if at least one Egyptian green fertilizer producer has committed to participating in the project. The exact scope of work depends on the needs of the participating companies. Working steps can include:

- Organize stakeholder workshop(s) to promote knowledge exchange, awareness, and collaboration among industry players, government agencies, and other relevant stakeholders.
- Conduct local consultations to understand the needs and concerns of various stakeholders.
- Provide support in capacity building through training sessions, workshops, and knowledge-sharing events to enhance the skills and knowledge of local stakeholders in green fertilizer production.

4. Deliverables

The consultant will be expected to deliver the following:

WP 1:

- A list of green fertilizer producers in Egypt who are candidates for participating in the project.
- Engagement with these candidates to explore their real interest
- Facilitation and conduction of meetings and/or potentially joint workshops
- Reports on the outcomes of meetings and stakeholder workshops.

WP 2:

- A stakeholder engagement plan, including details of consultations conducted.
- Capacity-building materials and documentation of training sessions.
- Final project report summarizing activities, findings, and recommendations.

5. Proposal Requirements

Interested consultants are invited to submit their proposals, which should include the following:

Technical Proposal

- Understanding of the project's objectives.
- Suggested approach for each work package.
- Suggested timeline and work plan for work package 1.
- Description of deliverables for work package 1.
- Suggested approach to work package 2.

The technical proposal can be kept to 1-2 pages.

Financial Proposal

- Day rates for consultants and total expected budget.
- Breakdown of costs for each work package.
- Any other expenses expected during the project.

Consultant's qualifications

- Consultant's Profile
- CVs of the bidding consultant and key team members.
- A list of relevant previous projects and references.
- Any other relevant qualifications or certifications.

6. Evaluation Criteria

Proposals will be evaluated based on the following criteria:

- Understanding of the project and the proposed approach.
- Relevant experience and qualifications of the consultant/team.
- Quality and feasibility of the proposed methodology and work plan.
- Cost-effectiveness of the financial proposal.
- Ability to meet the project timelines and deliverables.

7. Submission Guidelines

Proposals should be submitted electronically by 24 September 2024 to butzengeiger@perspectives.cc and eitel@perspectives.cc. Please include "RFP - Green Fertilizer Production in Egypt" in the subject line. Any questions regarding this RFP should be directed to Sonja Butzengeiger, butzengeiger@perspectives.cc.

8. Timeline

RFP Release Date: 9 September 2024
Proposal Submission Deadline: 24 September 2024
Evaluation and Selection of Consultant: 29 September 2024
Project Commencement: 1 October 2024
Completion work package 1: 28 February 2025
Completion work package 2: 30 August 2026

9. Confidentiality

All information provided in this RFP and subsequent discussions with the selected consultant shall be treated as confidential and shall not be disclosed to any third parties without prior written consent.

10. Disclaimer

This RFP does not commit Perspectives Climate Research to award a contract or to pay any costs incurred in the preparation of a proposal. We reserve the right to accept or reject any or all proposals received as a result of this RFP, to negotiate with all qualified sources, or to cancel this RFP in part or in its entirety.

11. Contracting entity

Perspectives Climate Research gGmbH
Hugstetter Str. 7
79106 Freiburg
Germany

We look forward to receiving your proposal and appreciate your interest in supporting green fertilizer production in Egypt.