



## **REQUEST FOR PROPOSALS (RFP)**

### Prequalification of Service Providers for the Establishment and Operationalization of Country Delivery and Monitoring Units (CDMUs) under Mission 300

**18 September 2025**

#### **A. Background**

The Global Energy Alliance for People and Planet (GEAPP), in support of the World Bank Group (WBG) and African Development Bank (AfDB)-led effort to bring electricity to 300 million Africans by 2030, is working in partnership with the WBG, AfDB, The Rockefeller Foundation (RF), RF Catalytic Capital (RFCC), and Sustainable Energy for All (SEforALL), to advance Mission 300 (M300) – a transformative effort to help electrify 300 million people in Africa by 2030. A critical delivery mechanism for this mission is the establishment of Country Delivery and Monitoring Units (CDMUs) embedded within national governments to coordinate and accelerate public-sector electrification programs.

To support this CDMU effort, GEAPP plans to prequalify a pool of expert service providers and firms capable of supporting the setup and operationalization of CDMUs across a designated group of countries. The service providers will provide practical technical support and delivery expertise to ensure a streamlined, flexible, and context-sensitive CDMU model. They will enter into Master Services Agreements (MSAs) and will be invited to submit bids for country-specific assignments when requests for CDMU support are initiated.

GEAPP previously conducted an RFP to prequalify service providers for this assignment and is currently empaneling a set of qualified firms. Through this second RFP, GEAPP is seeking to expand the panel by onboarding additional service providers. Firms that were already empaneled under the earlier process do not need to reapply. However, entities that submitted proposals in the first round but were not selected are welcome to submit a new proposal in response to this RFP.

#### **B. Geographic Scope**

This RFP covers the following countries: Chad, Côte d'Ivoire, the Democratic Republic of the Congo (DRC), Liberia, Madagascar, Malawi, Mauritania, Niger, Nigeria, Senegal, Tanzania, Zambia, Angola, Benin, Botswana, Burundi, Cameroon, Central African Republic, Comoros, Republic of Congo, Ethiopia, Gambia, Ghana, Guinea, Kenya, Lesotho, Mozambique, Namibia, São Tomé and Príncipe, Sierra Leone, Togo, and Zimbabwe, as well as any additional African countries that require support to advance Mission 300 goals.

### **C. Objectives of CDMUs**

CDMUs will be embedded at the Presidential or Prime Ministerial level and serve as the primary public-sector coordination and delivery mechanism for electrification compacts. Their roles include:

1. **Coordinate Compact Implementation**  
CDMUs will serve as national coordination platforms, ideally embedded within the Presidency or the prime minister's office, to assist governments in managing the delivery of their energy compacts. CDMUs will bring together key ministries, agencies, and development partners to align priorities, track progress, and ensure follow-through on commitments.
2. **Support Monitoring and Problem-Solving**  
CDMUs will be responsible for monitoring reform milestones, financing flows, and electrification targets using the Mission 300 Tracking Tool. They would also help identify delivery challenges early, such as delays in procurement or regulatory approvals, and work with relevant government actors to address them promptly.
3. **Strengthen Government Delivery Capacity**  
CDMUs will enhance the ability of national institutions to plan and deliver effectively. By embedding technical staff and structured delivery approaches, the unit will help build systems that support day-to-day implementation, improve accountability, and sustain progress beyond individual projects or funding cycles.
4. **Promote Cross-Country Learning and Collaboration**  
CDMUs will also serve as a bridge between countries participating in Mission 300. By sharing tools, lessons, and practical insights, they will foster a network of peer support, allowing governments to adopt successful approaches and avoid common pitfalls in compact implementation.
5. **Focus Resources and Drive Results**  
With a clear view of reform priorities and delivery timelines, CDMUs will help governments focus resources where they are most needed. This targeted approach will enhance the deployment of technical assistance, accelerate the pace of implementation, and ensure that compact objectives are achieved efficiently.

#### **D. Scope of Service Provider Support**

Service providers may be asked to provide technical support in the following areas:

- Supporting CDMU design, establishment, and staffing models.
- Providing interim coordination support while CDMUs are under formation.
- Designing national monitoring and reporting frameworks aligned with Mission 300 KPIs.
- Facilitating compact implementation, stakeholder engagement, and delivery tracking.
- Supporting cross-ministerial coordination and inter-agency alignment.
- Designing and implementing digital tools and dashboards for real-time progress tracking.
- Translating compact priorities into sequenced reform and delivery plans.
- Supporting CDMU leadership and M300 partners with data-driven insights and reform tracking.
- Accelerating implementation of projects and policy reforms.
- Coordinating technical assistance across thematic areas and partners.
- Supporting national dialogue and communication amongst key stakeholders to raise national awareness.

In addition to supporting institutional setup and coordination functions, firms could also be expected to assess and, where needed, provide targeted technical assistance in areas critical to compact implementation. These include (but are not limited to):

- Integrated energy planning (including demand forecasting, geospatial mapping, supply mix analysis, etc.).
- Battery energy storage systems (BESS) (design, procurement, grid integration).
- Productive use of energy and economic development (particularly in agriculture, MSMEs, and industrial zones).
- Clean cooking solutions (strategy development, technology standards, market enablement).
- Transmission and regional trade (interconnection readiness, power trade frameworks, transaction advisory).
- Public procurement (PPP structuring, energy-sector procurement design, competitive tenders).
- Public finance management (budgeting, subsidy management, fiscal integration of off-budget projects).
- Energy policy and regulatory reform (tariff design, licensing, grid codes, mini-grid regulation).



Firms are not expected to have deep expertise in every area, or in every country listed in part B, but must demonstrate either in-house capabilities or a credible approach to partnering with thematic experts, academic institutions, or regional platforms. Our goal is to ensure that CDMU support is technically informed, context-responsive, and capable of translating compact ambitions into implementable reforms and bankable projects.

#### **E. Prequalification Process and Master Services Agreement**

This RFP is an **invitation for prequalification**, not a request for country-specific project proposals. The proposals submitted will undergo technical and financial evaluation, and service providers selected through this process will be notified. They will then:

- Enter into a Master Services Agreement (MSA) with GEAPP for an initial period of 2 years, renewable.
- Be eligible to bid for CDMU setup and operationalization contracts as governments formally request support.

#### **F. Proposal Requirements**

This RFP is open to both firms and individuals. Interested service providers should submit a proposal (max 16 pages, *excluding annexes*) that includes the following:

##### **1. Basic information**

###### **a. Incorporated Entities**

- A brief description of your company, including its size, history, resources, location(s), and portfolio size.
- Provide your certificate of incorporation, business registration certificate, and audited financial statements for the last two years.
- A tax compliance certificate, and:
  - For US entities, a completed Internal Revenue Service (IRS) Tax Form W-9
  - For non-US entities, a completed IRS Tax Form W-8BEN-E
- An organization chart, the names of proposed team members that will work with us, bios of management, and key staff.
- Names of directors and beneficial owners of the responding entity.
- Experience and track record, including relevant engagements with governments, DFIs, or development partners in Sub-Saharan Africa. Demonstrated capability to influence policy at high levels of government, to



operate high-performing delivery units, to deliver complex reforms and large-scale development programs.

- Reference Projects – At least three relevant assignments, including descriptions, duration, country, and client contact details.

b. Individuals

- Current CV that details education, certifications, professional experience, and references.
  - A tax compliance certificate, and:
    - For US citizens or residents, a completed IRS Tax Form W-9
    - For others, a completed IRS Tax Form W-8BEN
  - Valid identification and any professional registrations or licenses.
  - Summary of reference projects, including duration, role, country, and client references.
  - Any publications, presentations, or reports authored that demonstrate expertise.
2. Geographic Coverage – In reference to Section B, list of countries in Africa where the service provider is authorized to operate and can deploy staff.
  3. Service Offerings – Description of CDMU-relevant services offered (e.g., delivery unit design, MEL, public-sector transformation, and compact coordination).
  4. Statement of Suitability – Rationale for your suitability to support CDMU setup in the countries listed in Section B (list the countries where you consider yourself suitable to support CDMUs); This should include demonstrated ability to deploy embedded advisors and technical experts at pace, evidence of existing relationships with relevant ministries and development partners.
  5. Any other information that supports your credentials and qualifications.
  6. Please send an email to [contractsgeappafrica@energyalliance.org](mailto:contractsgeappafrica@energyalliance.org) with your organization's name and contact person. Please use the subject line: "Expression of Interest – CDMU RFP Notification List". This will allow us to contact you directly with any updates or clarifications to the RFP.



## **G. Proposal Evaluation**

GEAPP's evaluation of the proposal will be as follows:

- Relevant experience and track record (25%)
- Geographic reach and deployment readiness (20%)
- Technical fit and suitability (25%)
- Team, references, and client feedback (15%)
- Financial evaluation (15%)

## **H. Key Dates and Submission Details**

- RFP issue date: 18 September 2025
- Submission Format: PDF, max 16 pages (excluding annexes)
- Submission Email: [contractsgeappafrica@energyalliance.org](mailto:contractsgeappafrica@energyalliance.org)
- Deadline for Submitting Questions: 24 September 2025 (7 PM EAT/12 PM (noon) ET)
- GEAPP's Response to Questions: 26 September 2025
- Deadline for Submission of Proposals: 10 October 2025 (7 PM EAT/12 PM (noon) ET)
- Evaluation of Proposals and Selection of Service Providers: 31 October 2025

## **I. Terms and Conditions**

### Reservation of Rights

The Global Energy Alliance for People and Planet reserves the right to reject any or all proposals submitted if it is deemed to be in the best interest of GEAPP.

All proposals and supporting documentation shall become the property of GEAPP, subject to any claims of confidentiality regarding the proposal and supporting documentation.

GEAPP reserves the right to check the accuracy of all information and to request official supporting documents. Applicants who provide inaccurate information can always be excluded from the RFP process.

### Confidentiality

The Alliance reserves the right to require any respondent to enter into a non-disclosure agreement.

### Intellectual Property

Respondents should not use any intellectual property of GEAPP or its funders, including, but not limited to, all logos, registered trademarks, or trade names, at any time without the prior written approval of GEAPP, as appropriate.



Governing Law

This RFP and your response to it shall be governed by the laws of the State of New York, USA.

No Liability

GEAPP shall not be liable to any respondent, person, or entity for any losses, expenses, costs, claims, or damages of any kind:

- Arising out of, by reason of, or attributable to, prospective vendors responding to this RFP; or
- As a result of the use of any information, error, or omission contained in this RFP document or provided during the RFP process.

GEAPP assumes no obligation, no responsibility, and no liability for costs incurred by Service Providers responding to this RFP prior to the issuance of a contract.

Entire RFP

This RFP, any addenda to it, and any attached schedules constitute the entire RFP. If it becomes necessary to revise any part of this RFP, GEAPP will notify all participants.



## SCHEDULE 1

### **GEAPP'S RESPONSES TO QUESTIONS RAISED DURING THE FIRST ROUND**

**July 28, 2025**

*This document is provided as a guide. In the event of any discrepancies between this Schedule and the RFP document, the RFP document shall prevail.*

#### **A) Proposal Format and Evaluation**

1. What can be added to the annexes (is all the content in **Section F** included in the 16 pages), or can certificates of incorporation (various entities), extended/detailed track record, etc., be listed in the annexes? Can we assume that the cover page and table of contents are excluded from the 16-page limit?

*Supporting documents referenced in **Section F**, such as certificates of incorporation, audited financial statements, tax compliance documents, detailed project track records, and references, should be provided as annexes and will not count toward the 16-page proposal limit.*

*The Statement of Suitability (Section F) may also be submitted as an annex.*

*The cover page and table of contents are likewise excluded from the 16-page limit.*

2. Please clarify what sort of information should be contained in the proposal annexes. Please specify which sections/information should comprise the 16-page limit.

*The 16-page limit applies to the main body of the proposal, which should cover the areas listed in Section F of the RFP. However, annexes may be used to provide supporting documentation, such as:*

- *Certificates of incorporation or registration documents*
- *Detailed bios of key personnel*
- *Financial accounts*
- *Extended project descriptions or case studies*
- *Letters of reference or client testimonials*
- *The Statement of Suitability*
- *Any additional compliance documentation (e.g., policies, certifications)*

*Please ensure that the core narrative and evaluable content remain within the 16-page limit, while annexes serve to validate and support that content.*





3. Are there mandatory qualifications or minimum experience levels for service provider eligibility?

*There are no mandatory qualifications. However, service providers are required to submit their experience and track record, including a demonstrated capability to operate high-performing delivery units.*

4. Please provide more clarification on what is meant by “regional platforms” in the last paragraph of section D of the RFP?
  - a. Specifically, are these digital/technical platforms, coordination bodies, governance structures, or service delivery networks operating across multiple countries?
  - b. Additionally, could you specify any existing regional platforms the project currently engages with or expects bidders to work through?

*The term “regional platforms” in Section D refers broadly to entities or mechanisms that operate across multiple countries and support technical collaboration, knowledge exchange, and coordination in areas relevant to CDMU implementation. They include technical partnerships (e.g., cross-country peer exchanges and academic networks) and shared tools used across multiple countries (e.g., planning models and Impact frameworks).*

5. For the audited accounts for the last two years, would we need to list that for all countries we have registered entities in, and is this a hard-set requirement or a qualification requirement?

*Submission of (group) audited accounts will be sufficient for this prequalification. If the most recent audited accounts are not yet available, please submit audited financial statements for the most recently completed year, accompanied by management accounts for the current year. There is no requirement to submit audited accounts for each country where the service provider is registered.*

## **B) Geographical Coverage**

6. Will GEAPP roll out CDMU support in all listed countries simultaneously, or adopt a phased approach? If phased, what criteria will inform country sequencing (e.g., compact maturity, partner demand, political readiness)?

*GEAPP will prioritize the roll-out of CDMU support based on a combination of factors, including the maturity of compact development, the level of government demand, and the presence of near-term delivery opportunities. The World Bank and the African Development Bank (AfDB) have jointly identified an initial group of priority countries – referred to as Cohort 1 – which are Chad, Côte d'Ivoire, the Democratic Republic of*



*Congo (DRC), Liberia, Madagascar, Malawi, Mauritania, Niger, Nigeria, Senegal, Tanzania, and Zambia.*

*While these countries represent the current focus, GEAPP anticipates that several additional countries, as listed in section B of the RFP, may soon meet the necessary conditions for implementation. Accordingly, this prequalification process also seeks to identify service providers capable of supporting future engagements in the additional countries listed, as they become ready.*

7. Which countries do you anticipate needing the most resources/engagement from the service providers?

*Each country's context is unique, and the specific needs, priorities, and scope of support for CDMU implementation will vary.*

8. Is there a minimum number of countries a firm must cover to be considered?

*There is no minimum number of countries a firm must cover to be considered for prequalification.*

### **C) Team Deployment**

9. What are the anticipated start dates and duration of the ongoing project needs per country?

*The timing and duration of project needs will vary by country and are dependent on government readiness and formal requests for support. While it is not possible to provide specific start dates at this stage, several countries have already initiated discussions regarding CDMU setup. GEAPP anticipates providing support for an initial period of up to three years, with deployment timelines determined on a case-by-case basis as country engagements progress.*

10. What is the renewal process for contracts? Are contracts awarded on an annual or multi-year basis?

*Master Service Agreements will be valid for an initial period of 2 years, with the possibility of renewal based on performance and evolving needs, and subject to applicable terms and conditions.*

11. What is the expected duration and scope of deployment for embedded staff?



*Each country's specific request will determine the duration and scope of embedded staff. GEAPP anticipates providing CDMU setup support for an initial period of up to three years; however, actual deployment needs, such as full-time or part-time presence, may vary by context. Flexibility in staffing models is encouraged.*

12. Is there a preference for local hires or regional/international experts?

*There is no preference between local, regional, or international experts. The priority is to ensure that the CDMU is staffed with qualified personnel who are contextually aware, technically capable, and able to engage effectively with government counterparts. However, the ability to mobilize local or regional experts can enhance responsiveness, cost-efficiency, and long-term sustainability, especially for embedded roles.*

13. What do you consider the best possible ways to demonstrate “a credible approach to partnering with thematic experts, academic institutions, or regional platforms” as contained in the RFP?

*GEAPP will provide support in two main ways:*

- In-country support, where GEAPP staff, partners, and service providers will work with governments to help design and implement their CDMUs, and*
- Providing thematic experts in the productive use of energy, integrated energy planning, efficient procurement, geospatial mapping, clean cooking, M&E, and more.*

*The most effective way to demonstrate a credible approach to partnering with thematic experts, academic institutions, or regional platforms is through relevant prior experience.*

14. What are the typical technical skills anticipated, keeping in mind the priorities around the 8 bullet points for compact implementation?

*Country needs will differ. For in-country support, we have received requests for project leads, M&E experts, research officers, policy specialists, financial analysts, energy managers, DRE specialists, legal experts, IT specialists, communication experts, CDMU coordinators, data analysts, and others.*

*The second set of bullet points in part D of the RFP lists a non-exhaustive of eight thematic areas where countries may require technical assistance to enable them to implement their compacts. Thematic experts may be required to cover more than one country simultaneously, as their expertise is more specialized and can be efficiently leveraged across multiple geographies.*

15. How much variation in design and staffing is expected across countries, especially where the institutional anchor differs (e.g., Presidency vs. Ministry)?



*We expect wide variations in structure and staffing depending on the institutional host (Presidency, PMO, or Energy Ministry) and the level of external support required (high, medium, or low).*

16. Will prequalified providers be expected to deploy immediately after selection, or only upon receiving a formal country-specific scope from GEAPP or governments?

*Prequalified firms will only deploy once a country-specific scope of work and terms of reference have been issued, and the applicable terms and conditions of service have been agreed upon.*

17. Does GEAPP plan to conduct country-specific diagnostics before deployment, or are providers expected to propose their own readiness assessment frameworks?

*Countries will determine when they would like assistance in setting up CDMUs. These decisions are typically informed by country-specific diagnostics that are already being carried out with support from development partners, such as the World Bank and the AfDB. GEAPP relies on these country-led processes rather than conducting its own diagnostics, ensuring that any CDMU support is aligned with existing national priorities and assessments.*

18. Is GEAPP open to a tiered support model, or should proposals assume a single standardized design?

*GEAPP is open to tiered models. Proposals should allow for contextual flexibility rather than assume a one-size-fits-all design.*

19. If multiple firms support different CDMUs, would GEAPP be open to one partner playing a synthesis or coordination role across countries?

*GEAPP is open to one firm playing a cross-cutting support role if multiple implementers are engaged across countries.*

20. What are the payment schedules (milestones, retainers, upon delivery, etc.)? For example, tied to any funding cycles, etc.?

*Payments will typically be milestone-based, tied to deliverables and verified outputs, with flexibility for some time-based structures (e.g., embedded advisors). Payments will not be tied to funding cycles.*

21. What is the nature of employment for the experts - part-time/full-time contracts, etc.? Will staff need to record their hourly rates and be billed accordingly? Any light you can shed on the employment relationship will be helpful.

*The contracting approach and billing modalities will depend on the specific scope of work and delivery model agreed upon for each country and each assignment. At the time of bidding for a work order, the country will provide terms of reference that Service*



*Providers can use to propose contracting arrangements that are fit-for-purpose, cost-effective, and responsive to the anticipated needs.*

*For instance, where advisors are embedded within government institutions, time-based reporting (e.g., daily or monthly timesheets) may be required to support invoicing and accountability. In other cases, outputs may be tied to deliverables or milestones, without the need for hourly tracking.*

**D) Monitoring, Evaluation, and Learning**

22. There is mention of potential support for designing and implementing digital tools and dashboards (assuming this is over and above the Mission 300 Tracking tool) - are there any specific digital tools you anticipate needing (e.g., aligned to ESG reporting, carbon credits, etc.)?

*In addition to the Mission 300 Tracking Tool, countries may request tools related to ESG reporting, energy access monitoring, carbon credit tracking, and dashboard-based reform monitoring, among others.*

23. Would GEAPP welcome proposals that include a central coordination hub or cross-country learning platform (e.g., shared tools, peer learning, technical quality assurance, central teams)?

*GEAPP welcomes proposals that include a central coordination or peer learning hub, including quality assurance, dashboard integration, and shared MEL systems.*

24. Has GEAPP defined an institutional performance framework for CDMUs (e.g., % of staff absorbed, routines sustained, budget integration)? Or can providers propose their own system-level KPIs aligned with the Mission 300 delivery and institutionalization goals?

*CDMU institutional performance metrics are still under development; providers are encouraged to suggest KPI frameworks aligned with delivery and institutional sustainability (e.g., staff absorption, budget alignment).*

25. Will GEAPP provide the M300 Tracking Tool, or should firms propose their own?

*This tool is already in place.*

26. Are there preferred platforms or standards for digital dashboards for real-time tracking?

*No. If a country requests a dashboard, the service provider will collaborate with them and partners to choose and implement the selected option.*



**E) Legal and Contractual**

27. Are there any local labor law requirements per jurisdiction?

*Service providers will be expected to ensure full compliance with all applicable labor laws, employment regulations, and tax obligations in any jurisdiction where they operate or deploy personnel, as well as laws related to social protection and contractor registration, when providing services within country-specific scopes of work.*

28. Is legal registration in each country a prerequisite for prequalification, or is it sufficient to demonstrate readiness to deploy?

*Local legal registration is not a requirement for prequalification; however, the service provider may need to demonstrate their legal eligibility to operate in the jurisdiction if not working through partners.*

29. Could you please share a copy of the Master Services Agreement for our preview?

*The Master Services Agreement will be shared in due course once the prequalification process is complete and the successful service providers are empaneled.*

30. How will New York law apply to firms operating in Africa?

*GEAPP is a public charity organized and operated exclusively for exempt purposes set forth in section 501(c)(3) of the US Internal Revenue Code. The US Internal Revenue Code restricts the nature of activities GEAPP can support and the flow of funds relating to said activities. These restrictions are applicable to the activities envisaged in relation to the establishment and operationalization of the CDMUs. For this reason, the agreements with the empaneled service providers shall be governed by the laws of the State of New York.*

31. Please clarify, in reference to the service provider, what “authorised to operate and deploy staff” means in the context of the country of coverage, as highlighted.

*Section B of the RFP lists the countries where GEAPP may support CDMU establishment. As countries express readiness and formally request assistance, GEAPP will draw on pre-qualified service providers to respond.*

*In this context, "authorized to operate and deploy staff" means that the service provider must be legally able to deliver services in that country at the time of deployment, either through local registration, a valid operating license, local partners, or other means.*

32. Regarding the requirement in Section F to provide a list of countries in Africa where the service provider is “authorized to operate and can deploy staff,” could you please clarify whether bidders are required to have existing business licenses or legal registrations in



those countries at the time of proposal submission? If a bidder currently does not hold such registrations but intends to establish them promptly after contract award, will this affect eligibility or evaluation?

*At this prequalification stage, bidders are not required to hold existing business licenses or legal registrations in all countries listed. However, they should clearly indicate where they are currently registered or are legally authorized to operate.*

*A stated intent to register post-award does not disqualify a bidder. We encourage bidders to be transparent in their proposals about their current status and anticipated timelines for meeting local compliance requirements.*

#### **F) CDMU Operationalization**

33. Would the setup of the CDMUs include full IT support - e.g., executing on and managing system accounts, etc.?

*CDMU setup may include basic digital infrastructure support (e.g., shared drives, dashboards), but complete IT systems integration is not expected unless specified by a country.*

34. Should CDMUs be expected to translate compact commitments into delivery roadmaps, or will this responsibility fall to sectoral actors, ministries, or donor coordination teams?

*CDMUs are expected to help translate compact goals into delivery plans, working closely with line ministries and donor coordination leads.*

35. Will CDMU partners be expected to provide technical inputs (e.g., BESS, clean cooking, energy planning) or focus on coordinating thematic experts from other partners?

*Service providers may be asked to supply embedded advisers and targeted technical assistance to support data analysis and research, energy management, legal, IT, communication, and related areas. Additionally, they might also be asked to support thematic fields such as PUE, BESS, or energy planning, based on local needs. Please see the responses to questions #13 and #14 for more details.*

36. We would like to request a two-week extension on the submission date to allow us to prepare a comprehensive proposal.

*The current timeline has been carefully structured to align with internal planning and upcoming country-level engagements. Unfortunately, we are unable to accommodate extensions.*