

**CTF ENERGY EFFICIENCY FINANCING PROGRAM FOR THE SERVICES
SECTOR (CO-L1124) AND
MITIGATION OF GHG EMISSIONS THROUGH EE IN THE HOTELS
AND CLINIC\HOSPITAL SUBSECTOR (CO-T1332)**

CERTIFICATION

I hereby certify that these operations are eligible for financing under the Clean Technology Fund (CTF), through a communication dated June 14, 2013 signed by Guadalupe Calderon (ORP/GCM). I certify that resources from the Clean Technology Fund (CTF) are available for up to (i) US\$10,000,000 for loan CO-L1124, and (ii) US\$750,000 for TC CO-T1332, both per commitment of resources by the CTF Trustee dated June 6, 2013 in order to finance the activities described and budgeted in this document. The TC portion reserves resources for the referenced project for a period of six (6) calendar months counted from the date of eligibility from the funding source. If the TC project is not approved by the IDB within that period, the reserve of resources will be cancelled, except in the case a new certification is granted.

The commitment and disbursement of these resources shall be made only by the Bank in US dollars. The same currency shall be used to stipulate the remuneration and payments to consultants, except in the case of local consultants working in their own borrowing member country who shall have their remuneration defined and paid in the currency of such country. No resources of the Fund shall be made available to cover amounts greater than the amount certified herein above for the implementation of this operation. Amounts greater than the certified amount may arise from commitments on contracts denominated in a currency other than the Fund currency, resulting in currency exchange rate differences, for which the Fund is not at risk.



Sofia M. Rivera
Chief
Grants and Co-Financing Management Unit
ORP/GCM

gm

06/17/2013
Date

CO-T1332 - Mitigation of GHG Emissions through EE in the Hotels and Clinics\Hospitals Sub-Sectors

I. BASIC INFORMATION FOR TC

Country/Region:	Colombia
TC Name:	Mitigation of GHG emissions through EE in the hotels and clinic/hospital sub-sectors
TC Number:	CO-T1332
Associated Loan/Guarantee Name:	CTF Energy Efficiency Financing Program for the Services Sector
Associated Loan/Guarantee Number:	CO-L1124
Team Leader/Members:	Jose Juan Gomes Lorenzo (IFD/CMF), Team Leader; Maria Netto (IFD/CMF), Alternate Team Leader; Alvaro Concha (CMF/CCO); Jose Ramon Gomez (INE/CCO); Claudio Alatorre (INE/ECC); Maria Isabel Haro (IFD/CMF); Erin Compton (IFD/CMF); Stephanie Suber (IFD/CMF); and Javier Ignacio Bedoya Denegri (LEG/SGO).
Date of TC Abstract authorization:	
Beneficiary (countries or entities which are the recipient of the technical assistance):	Bancóldex
Executing Agency and contact name	Bancóldex
Donors providing funding:	Clean Technology Fund
IDB Funding Requested:	USD 750,000 from the Clean Technology Fund
Local counterpart funding, if any:	USD 120,000 (in kind from Bancóldex)
Disbursement period (which includes Execution period):	36 months
Required start date:	1 July 2013
Types of consultants:	Firms and individuals
Prepared by Unit:	IFD/CMF
Unit of Disbursement Responsibility:	IFD/CMF
TC Included in Country Strategy (y/n):	Yes
TC included in CPD (y/n):	Yes
GCI-9 Sector Priority:	The proposed TC is closely related to two institutional priorities of the IDB under the GCI-9. They are: (i) Institutions for Growth / Social Welfare; and (ii) Protecting the Environment and Responding to Climate Change.

II. DESCRIPTION OF THE ASSOCIATED LOAN/GUARANTTEE

- 2.1 CTF Energy Efficiency Financing Program for the Services Sector (CO-L1124).

III. OBJECTIVES AND JUSTIFICATION OF THE TC

- 3.1 This Technical Cooperation (TC) will support the loan operation: CO-L1124 CTF Energy Efficiency (EE) Financing Program for the Services Sector. The objective of CO-L1124,

is to support Colombia's efforts to enhance the competitiveness of the hotel and clinic/hospital sub-sectors, while reducing GHG emissions, through the piloting of an innovative financing model for EE projects. Its specific objective would be to increase EE investments in hotels and clinics/hospitals. CO-L1124 will be funded with a US\$10 million loan from IDB's Clean Technology Fund (CTF) Trust Fund resources. These resources will be complemented with US\$10 million in counterpart contributions from an IDB loan under execution with Bancóldex .

- 3.2 As a result of market studies on the potential to finance EE projects in Colombia, it was identified that many of the barriers to access investment credit were either related to lack of knowledge by potential clients and/or by perceived risks by Local Financial Institutions (LFIs) and clients. In order to address these barriers, a dedicated financing line needs to be accompanied with a series of activities to ensure that actors are aware of the benefits of EE investments, perceived risks are addressed, and that the projects financed actually result in energy savings and GHG emission reductions (see [Figures 1 and 2](#)). To that end, this TC has as its main objective to support the execution of operation CO-L1124 through: (i) the structuring of demand, by training and promoting the financing line among LFIs and potential beneficiaries; (ii) promoting pilot cases through energy audits and detailed project design in order to generate bankable proposals that would gain access to investment credit from Bancóldex 's credit line so as to demonstrate EE benefits; and (iii) designing and implementing a system for the continuous monitoring of projects and the assessment of their results in terms of energy savings and GHG emission reductions.
- 3.3 The TC is aligned with the "IDB Country Strategy with Colombia 2010-14". In particular, it seeks to support the promotion of lines of credit and developing financial products (insurance, savings, microcredit, microfranchises) and nonfinancial products (technical assistance for small- and medium-sized enterprises) through second-tier banks (Bancóldex) (¶3.11 of the strategy.) The TC will also result in further dialogue and knowledge support on EE (¶3.42 of the strategy).
- 3.4 This TC is also consistent with the GCI-9's lending target for Climate Change, Renewable Energy and Environmental Sustainability and with the IDB's priorities set in its Integrated Strategy for Climate Change Adaptation and Mitigation, and Sustainable and Renewable energy, approved in March 2011 (¶1.3, ¶2.9 and ¶3.14 of document GN-2609-1).
- 3.5 The TC will integrate results from other studies and technical cooperations undertaken with Bancóldex , including four TC projects to support Bancóldex in developing and implementing green lines, namely CO-T1198, CO-T1153, CO-T1328, and RG-T1866.

IV. DESCRIPTION OF ACTIVITIES/COMPONENTS AND BUDGET

- 4.1 The credit line to be created with resources from CO-L1124 is expected to be complemented by 3 main elements as incentives (more description in [Figures 1 and 2](#) and [Characteristics of the Program](#)):
- i. Technical backstopping by energy services providers to beneficiary firms (which should be amortized through the credit line itself) in order to: (i) estimate potential energy savings; (ii) design eligible projects; (iii) develop monitoring plans; and (iv) measure and report energy savings and GHG emissions reductions achieved.
 - ii. Identification of the terms and conditions of the financing line so that it takes into account the costs and returns of EE investment projects (which will be partly defined based on studies now under way);
 - iii. Risk management tools through: (i) a third party verifier that will assess both: (a) the technical quality and expected results of project proposals made by technical services providers; and (b) the technical expertise of those providers; and (ii) the design of the contractual arrangements required by a performance insurance policy to be developed by a local insurance company in order to insure firms investing in EE against shortfalls in agreed energy savings during the loan repayment period of their EE investment.
- 4.2 The TC is intended to support the execution of operation CO-L1124 through 3 main components:
- 4.3 **Component 1:** Supporting the structuring of the demand side of the market by promoting the financing line and by training LFIs and potential beneficiaries on: (i) the benefits that can be obtained through EE investments in terms of energy savings and GHG emission reductions; and (ii) on the real or perceived risks associated with this type of projects. This component will include the development of a promotion strategy, including promotional materials and events. It will also include the development of the basic requirements and guidelines related to the technical services to be provided to project developers by energy services providers (e.g. basic technical and financial information of a project proposal, standard contracts with risk mitigation measures, specification of technical requirements for eligible projects, etc.) as well as the definition of the risks that the performance insurance policy would cover.
- 4.4 Two consultancies (individual and/or firm) will be hired to support the activities stipulated in Component 1. One individual consultant will be required to support Bancóldex with specific technical capacity. A consultancy firm or individual consultants will also be hired to support the development of workflows for the financing line operation as well as standards and examples of contracts and templates. The execution of this component will also entail the cost of consultants and events needed for outreach, training and consultation with relevant actors (such as Local Financial Institutions, technical service providers and potential clients).

- 4.5 **Component 2:** Promoting pilot examples of auditing of energy savings potential of specific clients and design of project proposal to gain access to credit and demonstrate its benefits. While technical backstopping for accessing the credit line would be implicitly integrated in the financing line structure itself and supported through component 1, it is considered that it is also important to quickly demonstrate to the market successful project cases where clients can obtain positive returns and address some of the risk perceptions associated with energy efficiency projects. This component will support 6-8 potential eligible clients of the Bancóldex credit line with different sizes and typology to assess potential energy savings and prepare documentation to submit the project proposal according to the financing line specifications in order to gain access to credit.
- 4.6 One consultancy firm or individual consultants will be hired to support identification of pilot projects, undertaking energy auditing and supporting project preparation. The execution of this component will also entail fees and travel expenses for consultants.
- 4.7 **Component 3:** Designing and implementing a monitoring and evaluation system for the continuous supervision of projects and the assessment of their results in terms of energy savings and GHG emission reductions. One important element to mitigate perceived risks from the market is to ensure that a third party reviews project proposals from a technical point of view and ensures that energy services providers have the technical qualifications to design EE projects. Ensuring that results are tracked and monitored is also key to account for the energy savings and GHG reductions of the projects and the program as a whole. This component will include the design and implementation of an independent system that will control the quality of projects and ensure the proper reporting, monitoring and verification of the expected results of the projects and the program as a whole. As such, it will support the development of the necessary templates and a methodology to review projects and a registry or information system where Bancóldex can record all the activities undertaken under each sub-project proposal as well as the monitoring of sub-projects and program results. Finally, this component will support an impact evaluation of the program towards the end of the execution period.
- 4.8 One consultancy firm will be hired to develop the activities identified above. The execution of this component will also entail the organization of events for consultations on the requirements and conditions of the financing line with relevant actors (such as technical service providers and potential clients) as well as fees and travel expenses for consultants.
- 4.9 To ensure a proper execution of the proposed program, the project team will organize launching, mid-term and final review meetings/audio-conferences with Bancóldex and consultants for each of the phases contemplated in the design and implementation of the planned activities.

Indicative Results Matrix

Expected results	Unit	Baseline		Year 1		Years 2 and 3		Expected Completion Date	Data Source
		Value	Year	Planned	Actual	Planned	Actual		
Component 1: # of service providers following the standards developed for the financing line	#	0	2013	2		4		12/31/2014	IDB Systems Bancóldex dedicated registry
Component 1: # of LFIs and clients reached through meetings, e-mail, calls, mailing and social media	#	0	2013	200		100		12/31/2014	IDB Systems Bancóldex dedicated registry
Component 1: # of visits to dedicated web page with information about the project	#	0	2013	10		150		12/31/2014	Bancolex dedicated web site (google maps)
Component 1: # of outreach and training events organized	#	0	2013	1		5		12/31/2015	IDB Systems Bancóldex dedicated web site
Component 2: # of pilot project proposals designed for submission to the credit line for approval	#	0	2013	2		6		12/31/2014	IDB Systems Bancóldex dedicated registry
Component 3: # of projects certified and validated under the program	#	0	2013	10		70		05/01/2016	IDB Systems
Component 3: # of revisions of methodologies and templates	#	0	2013	5		5		12/31/2014	IDB Systems Bancóldex dedicated web site
Component 3: Information system serving as a repository of program results developed, running and updated	#	0	2013	1		1		12/31/2013	Bancóldex dedicated registry

- 4.10 The total amount of this operation is US\$750,000 which would be used to hire the services of experts to implement Components 1, 2, and 3 above as well as to pay for logistics of consultative events and related consultants' travel needs. Any contracting will be undertaken following Bank's policies and procedures. The contracting of individual consultants will be done following the Policies for the Selection and Contracting of Consultants financed by the Bank (document GN-2350-9).
- 4.11 The counterpart resources for this project would be in kind resources from Bancóldex amounting to US\$120,000. These resources would cover Bancóldex's own staff time and travel dedicated to the detailed design and execution of the program, office space and facilities for consultants supporting its detailed design and execution, support of Bancóldex's IT staff for the design and implementation of the program's registry or information system and, finally, logistic arrangements for planned events and workshops.

The administrative and technical supervision of the proposed technical assistance program will be under the responsibility of IFD/CMF.

Indicative Budget (in US\$)

Activity/Component	Description	IDB/Fund Funding	Counterpart Funding	Total Funding
Component 1	Development of requirement standards and examples of contracts and templates	30,000	10,000*	40,000
	Promotion materials	20,000	20,000*	40,000
	Outreach events and training	80,000	40,000*	120,000
	Institutional capacity of Bancóldex	105,000	40,000*	145,000
Component 2	Pilot project proposals design (8)	160,000	n.a.	160,000
Component 3	Third Party verifier services	220,000	n.a.	220,000
	Monitoring methodologies and templates	20,000	n.a.	20,000
	Registry of monitoring reports	75,000	10,000*	85,000
	Overall program impact evaluation	40,000	n.a.	40,000
Total:		750,000	120,000*	870,000

* In-kind contribution from Bancóldex.

V. EXECUTING AGENCY AND EXECUTION STRUCTURE

- 5.1 The Executing Agency (EA) will be Bancóldex. Bancóldex has the necessary fiduciary and operational capacity for the successful execution of the program, as it is governed by the Financial System Act and is subject to oversight and monitoring by the Superintendency of Finance. In addition, Bancóldex has a long track record implementing operations funded by the IDB, and the government has chosen it as one of the entities that will support its GHG emissions reduction efforts.
- 5.2 For the purposes of this program, Bancóldex will be responsible for: (i) executing and supervising the appropriate use of the resources obtained through the proposed TC; (ii) providing in due time and form the necessary human, technological, and budgetary resources; and (iii) delivering to the Bank the required documentation to comply with disbursements and other requirements for execution. As a condition prior to the first disbursement of the TC, the executing agency will provide evidence, to the Bank's satisfaction, of: (i) the formal designation of a Program Coordinator; and (ii) the entry into effect of the OR agreed with the Bank.

VI. MAJOR ISSUES

- 6.1 Given that the work proposed in this TC is highly technical, there is a risk of not obtaining good quality results if the work carried out by consultants is not properly monitored. For this reason, the proposal envisages ongoing monitoring activities and an overall evaluation of the program. Peer reviewers will also be asked to review the products developed.

VII. EXCEPTIONS TO BANK POLICY

- 7.1 No exceptions to Bank policy are envisioned.

VIII. ENVIRONMENTAL AND SOCIAL STRATEGY

- 8.1 Based on the Environmental and Social Safeguard Filter, the proposed technical assistance has been classified as category C. No potential negative environmental and/or social impacts of the TC were identified and therefore no mitigation strategy is required to address any impact. See [Safeguard Policy Filter Report \(SPF\)](#) and [Safeguard Screening Form \(SSF\)](#).

IX. REQUIRED ELECTRONIC LINKS

Link I: [Letter of Request](#)

Link II : [Terms of Reference: Components 1, 2, and 3](#)

Link III: [Procurement Plan](#)

B-VFI 34422

Bogotá, octubre 10 de 2012

Doctora
Sandra Bessudo
Directora General
Agencia Presidencial para la Cooperación Internacional (APC)
Calle 11 No. 93 – 53 Piso 7
Bogotá

Asunto: Cooperación no reembolsable del Clean Technology Fund (CTF) para la promoción de proyectos de eficiencia energética en los sectores de hoteles y hospitales.

Estimada doctora Bessudo:

Bancóldex y el Banco Interamericano de Desarrollo, vienen adelantando acciones para estructurar un programa de eficiencia energética que le permita a los sectores de hoteles y clínicas y hospitales incrementar sus estándares de productividad y competitividad a través de la adopción de medidas para el uso racional de la energía dentro de los programas que tanto el BID como el Gobierno de Colombia quieren promover en relación con la importancia del uso racional de los recursos naturales en el marco de un desarrollo económico sostenible.

Con el fin de implementar de forma efectiva esta iniciativa, el programa requiere recursos no reembolsables por un monto de un millón de dólares, los cuales fueron aprobados en el plan de inversiones de Colombia y provienen del Clean Technology Fund. De acuerdo con las conversaciones efectuadas con el BID estos recursos estarían divididos de la siguiente manera: 250 mil dólares para la preparación del proyecto y 750 mil dólares para la etapa de ejecución.

En este sentido, Bancóldex solicita muy amablemente que se realicen los trámites necesarios por la agencia a su cargo con el fin de obtener la no objeción para obtener en primer lugar, el desembolso del monto correspondiente a la etapa de preparación del proyecto.

Una vez recibidos y ejecutados los recursos destinados a la etapa de preparación del proyecto, amablemente solicitamos surtir el proceso requerido para obtener de APC la no objeción al posterior desembolso de los fondos correspondientes a la etapa de ejecución del proyecto.

Agradecemos su colaboración y quedamos atentos a cualquier inquietud.

Cordialmente,

Beatriz Arbelaez Martínez
Vicepresidente Financiero

THOMAS *express*

NIT 800.215.592-4

BANCO DE COMERCIO EXTERIOR

Nombre: 242
Código: BANCOLDEX
Oficina: 3821515 2024
Teléfono: CL 28 No 13 A - 15 PISO 40
Dirección: BOGOTÁ D.C.
Ciudad: BOGOTÁ D.C. Dpto. (BOGOTÁ D.C.)

NIT / C.C.: 01

Código Postal: 111111

Código Postal: 111111

Código Postal: 111111

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Reservaciones / No. 4472

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\$				\$
Nombre y código del remitente		Nombre / Sello Recibe TGE		

Fecha de Recepción		Fecha de Entrega		Hora	
Día	Mes	Año	Día	Mes	Año
17	10	2012	22	10	2012

Nombre: SANDRA BESSUDO
Empresa: AGENCIA PRESIDENCIAL PARA LA COOPERAC
Teléfono: 0
Dirección: CL 11 # 93 - 53 PS 7
Cód. Postal: 111111

Or 11 # 93-53 PISO 7
Bogotá

TIPO ENVÍO		SOBRE		CALA		PAQUETE		TULA	
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CN17489017



Agencia
Presidencial
de Cooperación
Internacional
de Colombia

Bogotá, D.C., 18 de diciembre de 2012.

Señor
RAFAEL DE LA CRUZ
Representante en Colombia
Banco Interamericano de Desarrollo
Carrera 7 No 71 - 21 Torre B, piso 19
Ciudad

Asunto: Concepto de Aval favorable del proyecto "Promoción de Proyectos de eficiencia energética en los Sectores de Hoteles y Hospitales".

Estimado señor De la Cruz:

Hemos recibido la iniciativa de la referencia que será financiada con recursos de cooperación no reembolsable y apoyará acciones que contribuyan a estructurar un programa de eficiencia energética que permita a los hoteles y clínicas incrementar sus estándares de productividad y competitividad en el marco de un desarrollo económico sostenible.

Resaltamos la importancia de esta cooperación y su contribución al Plan Nacional de Desarrollo "Prosperidad para Todos", así como su alineación con la Estrategia Nacional de Cooperación Internacional 2012 – 2014, en relación con los temas de Energías Renovables, en el bloque estratégico de "Gestión Ambiental".

Teniendo en cuenta lo anterior nos permitimos informar que la Agencia Presidencial de Cooperación Internacional de Colombia APC-Colombia emite su aval para el desarrollo de la fase de preparación del proyecto. Acompañamos la comunicación con el aval técnico emitido por la Subdirección de Crédito Público del Departamento Nacional de Planeación –DNP– donde nos informa que la cooperación cumple con los requisitos de elegibilidad establecidos por el Trust Fund.

Agradecemos mantenernos informados de los avances de esta iniciativa.

Cordial saludo,

SANDRA BESSUDO LION

Directora General

Agencia Presidencial de Cooperación Internacional de Colombia APC – COLOMBIA

C.C Beatriz Arbeláez Martínez, Vicepresidente Financiera Bancoldex

Vo.Bo. Carolina Tenorio, Directora Dirección de Gestión de Demanda

LilaC



Conmutador (57 1) 601 24 24 Ext. 100 - Fax Ext. 333
Cra. 11 No. 93-53. Piso 7 - Bogotá - Colombia
www.apccolombia.gov.co

Prosperidad
para todos



Departamento Nacional de Planeación
República de Colombia

**Prosperidad
para todos**

Bogotá D.C., viernes, 07 de diciembre de 2012



Al responder cite este Nro.
SC - 20122300836191

Doctora
SANDRA BESSUDO
Directora
Agencia Presidencial de Cooperación Internacional de Colombia
Carrera 11 No. 93-53, piso 7
Bogotá

Asunto: Concepto Técnico del Proyecto "Promoción de Proyectos de Eficiencia Energética en los Sectores de Hoteles y Hospitales"

Respetada Sandra:

En respuesta a la solicitud de concepto técnico favorable para realizar el proyecto "Promoción de Proyectos de Eficiencia Energética en los Sectores de Hoteles y Hospitales", que será financiado con recursos de cooperación técnica no reembolsable del BID, nos permitimos manifestar lo siguiente:

En marzo de 2010 el Trust Fund Committee del Clean Technology Fund – CTF aprobó el plan Indicativo de inversiones para Colombia. Se aprobaron US\$150 millones para dos líneas de inversión; transporte sostenible y eficiencia energética. Dentro de la línea de eficiencia energética se encuentra el proyecto de "Promoción de Proyectos de Eficiencia Energética en los Sectores de Hoteles y Hospitales", que se planea desarrollar con el apoyo financiero del Banco Interamericano de Desarrollo – BID y ejecutado por Bancóldex.

El proyecto para el cual Bancóldex solicita recursos de cooperación no reembolsable se encuentra estructurado para cumplir efectivamente con los requisitos de elegibilidad establecidos por el Trust Fund Committee del Clean Technology Fund, dentro de los cuales se incluyen:

- Potencial para reducir en el largo plazo la producción de Gases de Efecto Invernadero.
- Potencial demostrativo para lograr el efectivo uso y divulgación de tecnologías de baja carbono-intensidad. Lo anterior implica potencial de replicabilidad a nivel regional.
- Generar impacto positivo sobre el desarrollo.
- Alta potencialidad de implementación en el corto plazo.
- Se encuentra incorporado dentro del Plan Nacional de Desarrollo 2012 – 2014, en las estrategias "Cambio Climático, reducción de vulnerabilidad y adaptación y estrategia de desarrollo bajo en carbono" y "Provisión del servicio de energía eléctrica".



Departamento Nacional de Planeación
República de Colombia

Libertad y Orden

**Prosperidad
para todos**

Teniendo en cuenta lo anterior, este Departamento emite concepto técnico favorable para acceder a recursos de cooperación técnica no reembolsable del BID, para la realización del proyecto "Promoción de Proyectos de Eficiencia Energética en los Sectores de Hoteles y Hospitales"

Cordialmente,

NATALIA BARGANS BALLESTEROS
Subdirectora de Crédito

Copia: Doctor Rafael de la Cruz, Representante del BID para Colombia

Preparó: Yurany Rodríguez
Revisó: Natalia Bargans Ballesteros

TERMS OF REFERENCE

TECHNICAL CONSULTANCY FOR AN EXPERT ON CLIMATE CHANGE MITIGATION FOR THE INTER-AMERICAN DEVELOPMENT BANK (IDB)

I. BACKGROUND

IDB is supporting Colombia's efforts to enhance the competitiveness of its productive sector, while reducing GHG emissions through the development of a financing line with Bancoldex, a national development bank, for energy efficiency (EE) projects in hotels and hospitals. In particular the effort aims at: (i) increasing investments in EE in hotels and clinics and hospitals; and (ii) building up the capacities of Bancoldex and other market actors on the structuring, financing, monitoring and evaluation of competitiveness-enhancing, environmentally-friendly projects.

As a result of market studies on the potential to finance EE projects in Colombia, it was identified that many of the barriers to access investment credit were either related to lack of knowledge by potential clients and/or by perceived risks by local financial institutions (LFIs) and clients. In order to address these barriers, a dedicated financing line needs to be accompanied with a series of activities to ensure that actors are aware of the benefits of EE investments, perceived risks are addressed, and that the projects financed actually result in energy savings and GHG emission reductions. To that end the following activities are planned: (i) the structuring of demand, by training and promoting the financing line among LFIs and potential beneficiaries; (ii) promoting pilot cases through energy audits and detailed project design in order to generate bankable proposals that would gain access to investment credit from Bancoldex's credit line so as to demonstrate EE benefits; and (iii) designing and implementing a system for the continuous monitoring of projects and the assessment of their results in terms of energy savings and GHG emission reductions.

II. OBJECTIVE

A consultant firm or individuals with particular expertise in energy efficiency, contractual agreements and system management is required to support Bancoldex in developing the necessary workflow, templates and draft contracts needed to promote and implement the EE financing line, including to set up a registry of projects supported by the financing line and accounting of their resulting energy savings and GHG emissions reductions.

III. FUNCTIONS, ACTIVITIES AND PRODUCTS

In keeping with the principles and the objectives set for the Program, the consultancy firm or individuals will support Bancoldex in the following actions, but will not be limited to:

1. Development of necessary templates and protocols for the operationalization of the EE financing line, including setting a registry of projects presented to the financing line and their monitoring reports.
2. Development of standard contractual requirements for the operationalization of the EE financing line

3. Development of options for specific workflow system to check various steps of application and implementation of the EE financing line, including ensuring links with Bancoldex and other banking system criteria.

IV. CONSULTANCY CHARACTERISTICS AND QUALIFICATIONS:

1. **Starting date and duration:** The contract will be for 12 months from the date on which the Bancoldex indicates through a written notification when the work on the consultancy firm's part shall begin. During this period the selected company / individual will have to execute the tasks identified above, the ones agreed under the contract and those that would be agreed in the process of the project implementation. The work of the consultant will be evaluated after four (4) months and continuation of the work and terms may be reviewed as result of the evaluation.
2. **Place of work:** Offices of the selected consultancy firm / individuals.
3. **Travel costs:** At the request of the IDB, when needed to Travel for attending events organized under the project, IDB will cover only Travel and daily subsistence allowances in accordance with IDB rates.
4. **Monitoring and Evaluation:** The consultancy firm / individuals will be requested to prepare quarterly reports of its/their activities.
5. **Conflict of interest:** The selected consultancy firm/individuals that will undertake this contract will refrain from using the contract for promotion of its/their own services or products.
6. **Qualifications:** The consultancy firm/individuals must have:
 - University and Post graduate degrees in finance, energy efficiency, climate change and environment, economics, engineering or a related discipline.
 - At least five years relevant working experience with baking systems, contractual arrangements and activity tracking information systems and work flow development.
 - Excellent knowledge of EE projects and practices on energy in Colombia.
 - Excellent drafting ability and communication skills, both written and oral; proven ability to communicate complex concepts and prepare reports that are clear, concise and meaningful.
 - Ability to apply theory to the specific policy context to identify creative, practical approaches to overcome challenging situations.
 - Good written communication skills, with analytic capacity and ability to synthesize project outputs and relevant findings for the preparation of quality project reports. .
 - Good team player, self-starter, has ability to work under minimum supervision and maintain good relationships.
 - Fluency in English and Spanish. Working knowledge of other IADB languages highly desirable.

IV. PAYMENT SCHEDULE

The lump sum payment for this work will adhere to the following installments:

- 25% upon contract signing
- 35% upon delivery and approval by the IDB Team of an interim report.
- 40% upon delivery and approval by the IDB Team of the final report.

V. COORDINATION

Overall responsibility for the supervision of the consultant's work and the approval of payments would be taken by Bancoldex.

TERMS OF REFERENCE

TECHNICAL CONSULTANCY FOR AN EXPERT ON CLIMATE CHANGE MITIGATION FOR THE INTER-AMERICAN DEVELOPMENT BANK (IDB)

I. BACKGROUND

IDB is supporting Colombia's efforts to enhance the competitiveness of its productive sector, while reducing GHG emissions through the development of a financing line with Bancoldex, a national development bank, for energy efficiency (EE) projects in hotels and hospitals. In particular the effort aims at: (i) increasing investments in EE in hotels and clinics and hospitals; and (ii) building up the capacities of Bancoldex and other market actors on the structuring, financing, monitoring and evaluation of competitiveness-enhancing, environmentally-friendly projects.

As a result of market studies on the potential to finance EE projects in Colombia, it was identified that many of the barriers to access investment credit were either related to lack of knowledge by potential clients and/or by perceived risks by local financial institutions (LFIs) and clients. In order to address these barriers, a dedicated financing line needs to be accompanied with a series of activities to ensure that actors are aware of the benefits of EE investments, perceived risks are addressed, and that the projects financed actually result in energy savings and GHG emission reductions. To that end the following activities are planned: (i) the structuring of demand, by training and promoting the financing line among LFIs and potential beneficiaries; (ii) promoting pilot cases through energy audits and detailed project design in order to generate bankable proposals that would gain access to investment credit from Bancoldex's credit line so as to demonstrate EE benefits; and (iii) designing and implementing a system for the continuous monitoring of projects and the assessment of their results in terms of energy savings and GHG emission reductions.

II. OBJECTIVE

An individual consultant with particular expertise on energy efficiency financing in Colombia is required to support Bancoldex to ensure participation of key partners (e.g. hotel and hospital associations, energy companies, insurance companies, etc.) in the implementation of a financing line to energy efficiency projects in hotels and hospitals and further promotion of the EE financing line to potential clients and LFIs. In addition to technical skills, it will be critical that the officer has good understanding of the local financial institutions in Colombia and needs of characteristics of local energy service providers and potential clients (hotels and hospitals) in Colombia.

III. FUNCTIONS, ACTIVITIES AND PRODUCTS

In keeping with the principles and the objectives set for the Program, the consultant will support Bancoldex in the following actions, but will not be limited to:

1. Supporting the development of partnerships and agreements with different actors relevant for the successful operationalization of a financing line, including with associations of

potential clients, local financial institutions, energy service providers, technology providers and technical quality control reviewers.

2. Providing technical backstopping and quality control to work being undertaken by other consultants in the development and initial implementation of the financing line.
3. Developing implementation plans for the financing line operation, including support in development of Bancoldex internal circular and web interface for the EE line, details on eligibility requirements and relevant operational documents to key stakeholders and clients, follow up on operational modalities with local financial institutions, and support development and maintenance of a registry / data base for tracking projects requests, credits and reports of activities.
4. Supporting the promotion of the financing lines, including through organization of training and consultation meetings with key stakeholders, identification of potential pilot projects; development of promotion materials and maintenance of a dedicated web page.

IV. CONSULTANCY CHARACTERISTICS AND QUALIFICATIONS:

1. **Starting date and duration:** The contract will be for 24 months from the date on which the Bancoldex indicates through a written notification when the work of the consultant shall begin. During this period the selected consultant will have to execute the tasks identified above, the ones agreed under the contract and those that would be agreed in the process of the project implementation.
2. **Place of work:** Bancoldex offices - Colombia.
3. **Travel costs:** At the request of the Bancoldex, when needed to Travel for attending events organized under the project, Bancoldex will cover only Travel and daily subsistence allowances in accordance with IDB rates.
4. **Monitoring and Evaluation:** The consultant will be requested to prepare quarterly reports of its activities. The work of the consultant will be evaluated after four (4) months and continuation of the work and terms may be reviewed as result of the evaluation.
5. **Conflict of interest:** The selected consultant that will undertake this contract will refrain from using the contract for promotion of its own services or products.
6. **Qualifications:** The person must have:
 - University and Post graduate degrees in economics, energy, finance, engineering, environmental sciences or a related discipline.
 - At least five years relevant working experience with energy efficiency in Colombia.
 - Excellent knowledge and relevant work experience in project development and management.
 - Excellent knowledge of financial institutions and policies and practices on energy in Colombia.
 - Excellent drafting ability and communication skills, both written and oral; proven ability to communicate complex concepts and prepare reports that are clear, concise and meaningful.

- Ability to apply theory to the specific policy context to identify creative, practical approaches to overcome challenging situations.
- Good written communication skills, with analytic capacity and ability to synthesize project outputs and relevant findings for the preparation of quality project reports. .
- Good team player, self-starter, has ability to work under minimum supervision and maintain good relationships.
- Fluency in English and Spanish. Working knowledge of other IADB languages highly desirable.

IV. PAYMENT SCHEDULE

The consultant will be paid on a bi-weekly basis. Payment will be based on amount of months worked.

V. COORDINATION

Overall responsibility for the supervision of the consultant's work and the approval of payments would be taken by Bancoldex.

TERMS OF REFERENCE

TECHNICAL CONSULTANCY FOR AN EXPERT ON CLIMATE CHANGE MITIGATION FOR THE INTER-AMERICAN DEVELOPMENT BANK (IDB)

I. BACKGROUND

IDB is supporting Colombia's efforts to enhance the competitiveness of its productive sector, while reducing GHG emissions through the development of a financing line with Bancoldex, a national development bank, for energy efficiency (EE) projects in hotels and hospitals. In particular the effort aims at: (i) increasing investments in EE in hotels and clinics and hospitals; and (ii) building up the capacities of Bancoldex and other market actors on the structuring, financing, monitoring and evaluation of competitiveness-enhancing, environmentally-friendly projects.

As a result of market studies on the potential to finance EE projects in Colombia, it was identified that many of the barriers to access investment credit were either related to lack of knowledge by potential clients and/or by perceived risks by local financial institutions (LFIs) and clients. In order to address these barriers, a dedicated financing line needs to be accompanied with a series of activities to ensure that actors are aware of the benefits of EE investments, perceived risks are addressed, and that the projects financed actually result in energy savings and GHG emission reductions. To that end the following activities are planned: (i) the structuring of demand, by training and promoting the financing line among LFIs and potential beneficiaries; (ii) promoting pilot cases through energy audits and detailed project design in order to generate bankable proposals that would gain access to investment credit from Bancoldex's credit line so as to demonstrate EE benefits; and (iii) designing and implementing a system for the continuous monitoring of projects and the assessment of their results in terms of energy savings and GHG emission reductions.

II. OBJECTIVE

A consultant firm or individuals with particular expertise in providing energy efficiency services in Colombia is/are required to identify potential pilot projects to be supported by Bancoldex EE financing line and assist in the design of eligible project proposals.

III. FUNCTIONS, ACTIVITIES AND PRODUCTS

In keeping with the principles and the objectives set for the Program, the consultancy firm or individuals will support Bancoldex in the following actions, but will not be limited to:

1. Identify criteria and potential pilot projects to demonstrate the Bancoldex EE financing line;
2. Assist in auditing EE potential of pilot projects and developing project proposals to access the financing line, in accordance with predefined templates and methodologies.
3. Assist in the development of monitoring plans for selected pilot projects applying to the EE financing line.

IV. CONSULTANCY CHARACTERISTICS AND QUALIFICATIONS:

1. **Starting date and duration:** The contract will be for 12 months from the date on which the Bancoldex indicates through a written notification when the work on the consultancy firm's part shall begin. During this period the selected company / individuals will have to execute the tasks identified above, the ones agreed under the contract and those that would be agreed in the process of the project implementation. The work of the consultant(s) will be evaluated after four (4) months and continuation of the work and terms may be reviewed as result of the evaluation.
2. **Place of work:** Offices of the selected consultancy firm / individuals.
3. **Travel costs:** At the request of the IDB, when needed to Travel for attending events organized under the project, IDB will cover only Travel and daily subsistence allowances in accordance with IDB rates.
4. **Monitoring and Evaluation:** The consultancy firm / individuals will be requested to prepare quarterly reports of its/their activities.
5. **Conflict of interest:** The selected consultancy firm/individuals that will undertake this contract will refrain from using the contract for promotion of its/their own services or products.
6. **Qualifications:** The consultancy firm/individuals must have:
 - University and Post graduate degrees in engineering, energy efficiency and environment or a related discipline.
 - At least five years relevant working experience with in providing energy services in Colombia, preferably to service sectors and technologies eligible under the Bancoldex EE financing line (i.e. Replacement of Air Conditioning, Air Conditioning Control Systems and Air Conditioning Units, Solar Systems for Hot Water, High Efficiency Boilers, Pool Acclimatization and Co-generation in hotels and hospitals).
 - Excellent knowledge of EE projects and practices on energy in Colombia.
 - Excellent drafting ability and communication skills, both written and oral; proven ability to communicate complex concepts and prepare reports that are clear, concise and meaningful.
 - Ability to apply theory to the specific policy context to identify creative, practical approaches to overcome challenging situations.
 - Good written communication skills, with analytic capacity and ability to synthesize project outputs and relevant findings for the preparation of quality project reports. .
 - Good team player, self-starter, has ability to work under minimum supervision and maintain good relationships.
 - Fluency in Spanish.

IV. PAYMENT SCHEDULE

The lump sum payment for this work will adhere to the following installments:

- 25% upon contract signing

- 35% upon delivery and approval by the IDB Team of an interim report.
- 40% upon delivery and approval by the IDB Team of the final report.

V. COORDINATION

Overall responsibility for the supervision of the consultant's work and the approval of payments would be taken by Bancoldex.

TERMS OF REFERENCE

TECHNICAL CONSULTANCY FOR AN EXPERT ON CLIMATE CHANGE MITIGATION FOR THE INTER-AMERICAN DEVELOPMENT BANK (IDB)

I. BACKGROUND

IDB is supporting Colombia's efforts to enhance the competitiveness of its productive sector, while reducing GHG emissions through the development of a financing line with Bancoldex, a national development bank, for energy efficiency (EE) projects in hotels and hospitals. In particular the effort aims at: (i) increasing investments in EE in hotels and clinics and hospitals; and (ii) building up the capacities of Bancoldex and other market actors on the structuring, financing, monitoring and evaluation of competitiveness-enhancing, environmentally-friendly projects.

As a result of market studies on the potential to finance EE projects in Colombia, it was identified that many of the barriers to access investment credit were either related to lack of knowledge by potential clients and/or by perceived risks by local financial institutions (LFIs) and clients. In order to address these barriers, a dedicated financing line needs to be accompanied with a series of activities to ensure that actors are aware of the benefits of EE investments, perceived risks are addressed, and that the projects financed actually result in energy savings and GHG emission reductions. To that end the following activities are planned: (i) the structuring of demand, by training and promoting the financing line among LFIs and potential beneficiaries; (ii) promoting pilot cases through energy audits and detailed project design in order to generate bankable proposals that would gain access to investment credit from Bancoldex's credit line so as to demonstrate EE benefits; and (iii) designing and implementing a system for the continuous monitoring of projects and the assessment of their results in terms of energy savings and GHG emission reductions.

II. OBJECTIVE

A consultant firm with particular expertise in monitoring and certification of energy efficiency, greenhouse gas emissions in Colombia is required to support the IFD/CMF team in supporting the following activities relating to the EE financing line from Bancoldex: (i) validation of projects presented under the EE line; (ii) validation of energy service providers supporting projects presented; (iii) validation of monitoring plans; and (iv) verification of monitoring reports.

III. FUNCTIONS, ACTIVITIES AND PRODUCTS

In keeping with the principles and the objectives set for the Program, the consultancy firm will support Bancoldex in the following actions, but will not be limited to:

1. Design of validation and verification system for EE projects qualifying to the Bancoldex financing line based on previous set methodologies and templates and taking into account the internal information flows and systems from Bancoldex.
2. Validation of technical feasibility of projects presented under the EE line, in accordance with pre-set templates and methodologies;

3. Validation of energy service providers supporting projects presented, , in accordance with pre-set templates and requirements;
4. Validation if monitoring plans, , in accordance with pre-set templates and methodologies; and
5. Verification of monitoring reports of energy savings and GHG emissions reductions achieved by each of the projects.

IV. CONSULTANCY CHARACTERISTICS AND QUALIFICATIONS:

1. **Starting date and duration:** The contract will be for 36 months from the date on which the IDB indicates through a written notification when the work on the consultancy firm's part shall begin. During this period the selected company will have to execute the tasks identified above, the ones agreed under the contract and those that would be agreed in the process of the project implementation.
2. **Place of work:** Offices of the selected consultancy firm.
3. **Travel costs:** At the request of the Bancoldex, when needed to Travel for attending events organized under the project, Bancoldex will cover only Travel and daily subsistence allowances in accordance with IDB rates.
4. **Monitoring and Evaluation:** The consultancy firm will be requested to prepare quarterly reports of its activities. The work of the consultancy firm will be evaluated after four (4) months and continuation of the work and terms may be reviewed as result of the evaluation.
5. **Conflict of interest:** The selected consultancy firm that will undertake this contract will refrain from using the contract for promotion of its own services or products. The firm shall not benefit and / or provide any services to clients and potential clients of the EE financing line of Bancoldex.
6. **Qualifications:** The consultancy firm must have:
 - University and Post graduate degrees in energy efficiency, climate change and environment, economics, engineering or a related discipline.
 - At least five years relevant working experience with validation of projects and service providers, certification of GHG emissions inventories, energy efficiency savings, and/or GHG emission reductions assessments in Colombia.
 - Excellent knowledge and relevant work experience in project development and management.
 - Excellent knowledge of energy efficiency projects and practices on energy in Colombia.
 - Excellent knowledge of national and international climate change policy and standards.
 - Excellent drafting ability and communication skills, both written and oral; proven ability to communicate complex concepts and prepare reports that are clear, concise and meaningful.
 - Ability to apply theory to the specific policy context to identify creative, practical approaches to overcome challenging situations.

- Good written communication skills, with analytic capacity and ability to synthesize project outputs and relevant findings for the preparation of quality project reports.
- Good team player, self-starter, has ability to work under minimum supervision and maintain good relationships.
- Fluency in English and Spanish. Working knowledge of other IADB languages highly desirable.

IV. PAYMENT SCHEDULE

The lump sum payment for this work will adhere to the following installments:

- 25% upon contract signing
- 35% upon delivery and approval by the IDB Team of an interim report.
- 40% upon delivery and approval by the IDB Team of the final report.

V. COORDINATION

Overall responsibility for the supervision of the consultant's work and the approval of payments would be taken by Bancoldex.

TERMS OF REFERENCE

TECHNICAL CONSULTANCY FOR AN EXPERT ON CLIMATE CHANGE MITIGATION FOR THE INTER-AMERICAN DEVELOPMENT BANK (IDB)

I. BACKGROUND

IDB is supporting Colombia's efforts to enhance the competitiveness of its productive sector, while reducing GHG emissions through the development of a financing line with Bancoldex, a national development bank, for energy efficiency (EE) projects in hotels and hospitals. In particular the effort aims at: (i) increasing investments in EE in hotels and clinics and hospitals; and (ii) building up the capacities of Bancoldex and other market actors on the structuring, financing, monitoring and evaluation of competitiveness-enhancing, environmentally-friendly projects.

As a result of market studies on the potential to finance EE projects in Colombia, it was identified that many of the barriers to access investment credit were either related to lack of knowledge by potential clients and/or by perceived risks by local financial institutions (LFIs) and clients. In order to address these barriers, a dedicated financing line needs to be accompanied with a series of activities to ensure that actors are aware of the benefits of EE investments, perceived risks are addressed, and that the projects financed actually result in energy savings and GHG emission reductions. To that end the following activities are planned: (i) the structuring of demand, by training and promoting the financing line among LFIs and potential beneficiaries; (ii) promoting pilot cases through energy audits and detailed project design in order to generate bankable proposals that would gain access to investment credit from Bancoldex's credit line so as to demonstrate EE benefits; and (iii) designing and implementing a system for the continuous monitoring of projects and the assessment of their results in terms of energy savings and GHG emission reductions.

II. OBJECTIVE

An individual consultant with particular expertise on energy efficiency financing in Colombia is and evaluation of financing programs is required to support Bancoldex to evaluate the overall performance of the EE financing line developed under operation CO-L1124.

III. FUNCTIONS, ACTIVITIES AND PRODUCTS

In keeping with the principles and the objectives set for the Program, the consultant will support Bancoldex in the following actions, but will not be limited to:

1. Development of a methodology for evaluating the results of the CO-L1124 program based on provisions for monitoring and evaluation of the program and its results matrix.
2. Undertake an evaluation of the program results (in particular indicators set forth in the results evaluation matrix) and considering information and reports from supported projects in the registry of activities that will be maintained by Bancoldex.

IV. CONSULTANCY CHARACTERISTICS AND QUALIFICATIONS:

1. **Starting date and duration:** The contract will be for 4 months from the date on which the Bancoldex indicates through a written notification when the work of the consultant shall begin. During this period the selected consultant will have to execute the tasks identified above, the ones agreed under the contract and those that would be agreed in the process of the project implementation.
2. **Place of work:** Consultant's office.
3. **Travel costs:** At the request of the Bancoldex, when needed to Travel for attending events organized under the project, Bancoldex will cover only Travel and daily subsistence allowances in accordance with IDB rates.
4. **Monitoring and Evaluation:** The consultant will be evaluated based on 3 drafts reports: one report with detailed methodology of the evaluation to be executed, one draft report of evaluation report of the CO-L1124 program results and a final revised evaluation report.
5. **Conflict of interest:** The selected consultant that will undertake this contract will refrain from using the contract for promotion of its own services or products.
6. **Qualifications:** The person must have:
 - University and Post graduate degrees in economics, energy, finance, engineering, environmental sciences or a related discipline.
 - At least five years relevant working experience with evaluation of financing programs, knowledge of energy efficiency in Colombia is highly desirable.
 - Excellent knowledge and relevant work experience in project development, management and results management frameworks.
 - Excellent knowledge of financial institutions and policies and practices on energy in Colombia.
 - Excellent drafting ability and communication skills, both written and oral; proven ability to communicate complex concepts and prepare reports that are clear, concise and meaningful.
 - Ability to apply theory to the specific policy context to identify creative, practical approaches to overcome challenging situations.
 - Good written communication skills, with analytic capacity and ability to synthesize project outputs and relevant findings for the preparation of quality project reports. .
 - Good team player, self-starter, has ability to work under minimum supervision and maintain good relationships.
 - Fluency in English and Spanish. Working knowledge of other IADB languages highly desirable.

IV. PAYMENT SCHEDULE

The consultant will be paid on a bi-weekly basis. Payment will be based on amount of months worked.

V. COORDINATION

Overall responsibility for the supervision of the consultant's work and the approval of payments would be taken by Bancoldex.

PROCUREMENT PLAN

Country: Colombia
Executing agency: Bancoldex
Project: “Annex V – CO-T1332 - Mitigation of GHG emissions through EE in the hotels and clinic\hospital sub-sectors”
No. Of Project and contract: CO-T1332

Brief description of the objectives and components of the Technical Cooperation:

The main objective of this technical cooperation is to support the execution of the operation CO-L1124 by addressing informational and technical barriers and other real or perceived risks that have prevented the supply of and demand for financing for EE investment projects. In particular it will support the design of:

Component 1: Supporting the structuring of the demand side of the market by promoting the financing line and by training LFIs and potential beneficiaries;

Component 2: Promoting pilot examples of auditing of energy savings potential of specific clients and design of project proposal to access the credit and demonstrate its benefits; and

Component 3: Designing and implementing a monitoring and evaluation system for the continuous supervision projects and the assessment of their results in terms of energy savings and GHG emission reductions.

One individual consultant and a firm or firm will be hired to implement component 1, one consultancy firm will be hired to implement component 2; and one consultancy firm and individual consultants will be hired to implement component 3.

The following expenditures will be ineligible: (i) salaries for civil servants in Colombia hired as consultants or otherwise; (ii) purchase of vehicles; (iii) foreign training and study tours; and (iv) salaries and travel of the Bank staff and consultants. These expenditures should be financed either with local counterpart resources or loan resources as long as the corresponding justification is addressed in the document pursuant to the criteria set forth in the Guidelines for the eligibility of expenditures in investment loans (document CC-6004-2).

Starting date for signing of contract: June 2013
Date of last disbursement: September 2016

Address of the division responsible for the execution of acquisition plan:

Inter-American development bank
Capital Markets and Financial Institutions Division (IFD/CMF)
1300 New York Ave, NW, Washington DC 20577, USA

Period covered by this Procurement Plan: July 2012 to January 2015

Description of the Contract and Estimated Cost of Acquisition	<u>Estimated Cost (US\$)</u>	<u>Acquisition Methodology</u> ¹	Source of Funding and Percentage		Prequalification ion	Estimated Date		Status (Pending, in process, disbursed, canceled)	Comments
			BID	Local / other (in kind)		(Yes/No)	Publication/Announcement of Procurement		
Component I: Promotion and training									
Consultancy firm (1) or individual consultants	30,000	QBS / NICQ	30,000	0	No	Q3 2013	Q3 2014	Pending	
Individual consultant	105,000	NICQ	105,000	0	No	Q3 2013	Q3 2015	Pending	
Publications and web site development	40,000	QBS and PC	20,000	20,000	No	Q4 2013	Q3 2014	Pending	
<u>Logistic</u> Consultation meetings with key stakeholder’s (including travels)	120,000	PC	80,000	40,000	No	Q3 2013	Q2 2016	Pending	
Component II: Pilot project preparation									
Consultancy firm or individual consultants	160,000	QBS / NICQ	160,000	0	No	Q3 2013	Q1 2015	Pending	
<u>Logistic</u> Consultation meetings with key stakeholder’s (including travels)	10,000	PC	10,000	0	No	Q3 2013	Q4 2014	Pending	

¹ **Goods and Works:** ICB: International competitive bidding; LIB: limited international bidding; NCB: national competitive bidding; PC: price comparison; DC: direct contracting; FA: force account; PSA: Procurement through Specialized Agencies; PA: Procurement Agents; IA: Inspection Agents; PLFI: Procurement in Loans to Financial Intermediaries; BOO/BOT/BOOT: Build, Own, Operate/Build, Operate, Transfer/Build, Own, Operate, Transfer; PBB: Performance-Based Procurement; PLGB: Procurement under Loans Guaranteed by the Bank; PCP: Community participation procurement. **Consulting Firms:** QCBS: Quality- and Cost-Based Selection QBS: Quality-Based Selection FBS: Selection under a Fixed Budget; LCS: Least-Cost Selection; CQS: Selection based on the Consultants' Qualifications; SSS: Single-Source Selection. **Individual Consultants:** NICQ: National Individual Consultant selection based on Qualifications; IICC: International Individual Consultant selection based on Qualifications; CCIN: National Individual Consultant selection based on Comparison of Qualifications.

Component III: Validation, monitoring and evaluation									
Consultancy firm (validator / certifier) (1)	220,000	SSS	220,000	0	No	Q3 2013	Q2 2016	Pending	
Registry system to track projects approved in the program and their results	85,000	QBS, PC	75,000	10,000	No	Q3 2013	Q2 2016	Pending	
Individual consultant(s) for overall program evaluation	40,000	QBS	40,000	0	No	Q1 2016	Q3 2016	Pending	
<u>TOTAL</u>²	810,000		750,000	70,000	---	---	---	---	