SEforALL – Expression of Interest

Powering Healthcare – Electrification of Hospitals in Sierra Leone

22 | 08 | 2022

Context and Background

Sustainable Energy for All (SEforALL) is an International Non-Governmental Organization operating a worldwide multi-stakeholder platform focused on the delivery of Sustainable Development Goal 7 (SDG7). Launched as a UN initiative in 2011 by the Secretary-General of the United Nations, Ban Ki-Moon, SEforALL is widely acknowledged for its achievement in raising global awareness of the world's sustainable energy challenges, ensuring they were included in the UN's Sustainable Development Goals. Now an independent international organization, SEforALL is directed by its CEO as it works toward the achievement of SDG7. The organization also supports the work of the CEO in her additional roles of Special Representative of the United Nations Secretary-General for Sustainable Energy for All and as co-chair of UN-Energy. These roles include advising the UN Secretary-General and his staff on issues relating to sustainable energy and the implementation of SDG7 and supporting the coordination of sustainable energy issues in the United Nations system.

The ambitions of SDG7 on ensuring universal access to affordable, reliable, and modern energy services by 2030 are extraordinary. Aiming to achieve them in the context of the Paris agreements involves transformation at a scale never undertaken by humanity before. Swift action needs to be taken by leaders in governments, companies, institutions, financiers, development banks, unions and communities, entrepreneurs, and civil society. As a global team, SEforALL crafts interventions that support these leaders in accelerating the delivery of actions. All interventions comprise one or more of SEforALL’s competencies: (i) to marshal the evidence, (ii) to benchmark progress towards SEforALL objectives, (iii) to amplify the voices of the energy poor; (iv) to tell stories of success, and (v) to connect stakeholders to each other and to solutions. All interventions systematically draw on strategic insight, build on compelling communications, and are delivered through and include action-oriented partnerships.

As one of SEforALL’s programs, Powering Healthcare (PHC) acts as an ‘engine room’, providing the impetus and solutions needed by governments and their partners to increase investment in and the sustainability of health facility electrification efforts. PHC does this by:
- Building an investment case for powering healthcare to ensure access to adequate and reliable power in healthcare facilities is prioritized as a necessary input to achieving public health and energy/climate goals.
- Creating the core ‘building blocks’ to deliver distributed clean energy solutions to healthcare facilities at scale and in a sustainable manner.

As part of its wider Powering Healthcare programme, SEforALL is undertaking a market assessment and developing a strategic roadmap for the electrification of social infrastructure [March 2021-Feb 2022], focusing on secondary education, rural health facilities, as well as hospitals. Sierra Leone’s health sector is heavily impacted by the lack of power to its main hospitals. In response to this challenge, SEforALL has commissioned detailed energy needs assessments in several hospitals and health facilities in Sierra Leone, with support from FCDO and GEAPP. Following these detailed energy audits, SEforALL now wants to
explore the opportunity of electrifying several hospitals. As such, **SEforALL is inviting organizations to submit an Expression of Interest (EOI) for the electrification of 5 hospitals in Sierra Leone.**

**Scope of Work**

SEforALL is exploring the opportunity to support the electrification of 5 hospitals, as mentioned under health facilities, in Sierra Leone. The scope of work for this proposed assignment will include system technical specification validation, procurement of equipment, transport and logistics, and installation. At some facilities this will also include rewiring part or all of the facility, as well as constructing separate structures to house key components (e.g. batteries). To facilitate the EOI, system sizes are recommended under energy needs assessment below. This SOW is not a substitute for the Terms of Reference. The TORs will be shared during solicitation period.

**Health Facilities:**

SEforALL is seeking to electrify the following facilities:
- Ola During Children’s Hospital located with PCMH)
- Princess Christian Maternity Hospital (co-located with ODCH)
- Masanga Hospital
- Kambia Government Hospital
- Bonthe Government Hospital

**Energy needs data:**

On the basis of recent energy audits carried out at all hospitals covered under this EOI, the following system sizes are recommended:

<table>
<thead>
<tr>
<th>Facility</th>
<th>PV size</th>
<th>Battery capacity</th>
<th>Inverter size</th>
<th>Additional info &amp; requirements</th>
</tr>
</thead>
<tbody>
<tr>
<td>ODCH &amp; PCMH</td>
<td>300 kWp</td>
<td>549 kWh</td>
<td>325 kW</td>
<td>On-grid (unreliable); existing gensets operational as back-up; partial rewiring required; energy efficiency measures (e.g., installing LED lights). One system expected to service both facilities.</td>
</tr>
<tr>
<td>Masanga Hospital</td>
<td>100 kWp</td>
<td>275 kWh</td>
<td>63 kW</td>
<td>Energy efficiency measures</td>
</tr>
<tr>
<td>Kambia Govt Hospital</td>
<td>60 kWp</td>
<td>179 kWh</td>
<td>59 kW</td>
<td>Complete rewiring required; energy efficiency measures</td>
</tr>
<tr>
<td>Bonthe Govt Hospital</td>
<td>70 kWp</td>
<td>204 kWh</td>
<td>30 kW</td>
<td>Complete rewiring required; energy efficiency measures</td>
</tr>
</tbody>
</table>

PV system sizes are indicative and should only be used for the purpose of responding to this EOI. PV systems are assumed to be ‘grid-ready’, and in most cases generators are on-site as back-up. Battery technology is recommended as Li-Ion.
Minimum Criteria:

Organizations wishing to submit an EOI must have the following:

- Presence and operations in Sierra Leone, or demonstrated ability to deploy power solutions in Sierra Leone
- Demonstrate experience in deploying solar PV solutions to off-grid hospitals and installing solar PV solutions greater than 50 kWp
- Solar PV solution installation experience in West Africa is a preference

EOI Requirements and Process

Organizations who want to express their interest must follow the following instructions and respond to the questions below:

a. *Issue an EOI note*, inclusive of disclosing any potential or existing conflicts of interest

b. *Define Technical Experience based on the following questions*: What is your organization’s experience (i) deploying solar PV solutions to off-grid and weak-grid hospitals, (ii) deploying solar PV solutions > 50 kWp in Sierra Leone and West Africa, and (iii) deploying Li-Ion battery technologies? (Max 1 page; table form preferred)

c. *Define Project Implementation Framework based on the following questions*: What would be the lead time for deploying solar PV solutions as described in the section above, from contract start date to completion of installation? Please provide a simple GANTT chart. (Max 1 page; GANTT chart preferred)

d. *Issue a Quote/Costing Plan based on*: a cost estimate or range for deploying the solar PV solutions described in the section above, taking into account:
   a. Duties and taxes are assumed to be waived (as per the current Finance Act of Sierra Leone)
   b. Cost estimates should include all key components, labour, shipping, transport, and any civil works (e.g., rewiring and powerhouse constructions)
      (Max half page; table form preferred. It is understood that costs are estimates, and organizations are encouraged to highlight specific assumptions made when costing.)
   c. All prices must be in USD

e. *Demonstrate Country Presence*: Please share details of country and/regional experience? Is your organization eligible to operate in Sierra Leone? Provide details where necessary. If not, do you have in-country partners? (Max 1 page)

Process

Interested organizations can submit an EOI as a single entity or as a consortium. EOI must include the following (in either PDF or PPT format):

- Issue an EOI note to formally express interest
- Relevant skills, qualification, knowledge, and experience of the organization
- Define technical experience as required under instructions
- Define project implementation framework as required under instructions
- Demonstrate Country Presence
• A Financial Quote or Costing Plan outlining the costs associated with carrying out the scope of work, including as instructed in Issue a Quote above.
  o Organizations can provide a cost range
  o All costs must be in USD

Interested organizations are requested to disclose any potential conflicts of interest.

How to Apply

Please submit the EOI to procurement@seforall.org by 2nd September 2022, 17:00 PM Central European Summer Time. In case of questions or queries contact SEforALL at procurement@seforall.org

Disclaimer:

• SEforALL will not hold any organization liable for the information provided in response to this EOI. All responses will be treated confidentially.
• This EOI does not constitute a Solicitation; responding to the EOI does not guarantee that the Vendor will be invited to participate in the Solicitation when issued.
• SEforALL reserves the right to change or cancel the procurement at any time during the EOI process or the formal Solicitation process.
• SEforALL reserves the right to send the Solicitation Documents to Vendors who were identified through additional market research or other means.