

Terms of Reference for Consultancy Contract

Call for Expert Consultant to work with UNEP DTU Partnership on increasing local access to and upgrading in clean energy value chains in Kenya.

UNEP DTU Partnership is seeking to hire a Consultant to provide analytical and organisational support for its work to increase local access to and upgrading in clean energy value chains in Kenya under the TEMARIN project.

The Consultant will work closely with a local communications and advocacy consultant recruited under a separate call. The Consultant will report to the UNEP DTU Partnership Country Manager for Kenya who is based in Denmark.

1. Background

The rapid increase in trade and investment in clean energy technologies for electrification in developing countries hereunder in solar PV in Sub-Saharan Africa has the potential to spur economic development, job creation and industrial development in the host country. Currently however, it is observed that most value created along the global value chains of renewable energy technologies is captured elsewhere (e.g. design and project implementation lead by foreign firms, panels/turbines imported from China, Europe or US, and installation, maintenance performed by foreign experts etc.).

UNEP DTU Partnership has launched the TEMARIN project to work with local stakeholders to address this issue in Kenya and Uganda ([click here for more info on the project](#)). One aim of the project is to explore the conditions under which local private companies can increase their share of the global value chain for specific climate technologies – and support them in doing so – in order to maximise local job creation and reduce investment project costs.

In Kenya the focus is the solar PV industry. Available skills and local capability formation are important determinants for actors or firms to move into higher value added activities in an industry. The project will investigate - through co-generated analyses with actors from the sector- the current skills base in the sector, the demanded skills by industry actors and explore several cases of local firms or individuals who have managed to grow and advance in this sector from being small one-man operations into SME with 10+ staff. This will provide an in-depth understanding of upgrading trajectories and the conditions under which they took place. The project takes an innovation systems approach in which the knowledge and experience at the individual firm level will be put into an industry wide context and thus can provide recommendations at a general level. This will provide a rich data set that can guide policy makers and others in pursuing this agenda of localising investments in the industry. Findings and recommendations on how to support such upgrading - including needed initiatives and policies - will be fed into both public and private sector decision-making processes.

A local consultant, with strong knowledge of the renewable energy sector as well as strong links in to the relevant policy making fora is being recruited to support the agenda of advancing local value capture in the renewable energy sector in Kenya.

The assignment will include 1) an analytical component 2) an organising component including workshop organisation, stakeholder identification and engagement and 3) a reporting and communication component.

2. Scope of work

1. The Consultant will - building upon existing work done by the UNEP DTU Partnership - provide input to an in-depth-study of the commercial and industrial (C&I) solar PV sector in Kenya including:
 - (i) Input to review and analysis of the current and planned national policies and regulatory frameworks, which effect the functioning of the C&I industry
 - (ii) Input to detailed mapping and analysis of the structure and organisation of the C&I segment. This include mapping of firms, according to size, revenue, business model, international partnerships and links, etc.
 - (iii) Review policies and regulatory frameworks for the industry
2. The Consultant will conduct at detailed mapping of the educational sector for Renewable energy technologies (main focus solar PV)
 - (i) Taught skills at various educational levels (University, TEVT, Certificates)
 - (ii) Demanded skills in the industry
 - (iii) Identify Skills gap
3. The Consultant will - in collaboration with UNEP DTU Partnership and building upon work from tasks 1 and 2 - conduct three (3) in-depth case studies of solar PV firms who have managed to capture larger shares of the value chain i.e. moved into higher value added activities. These cases will represent three upgrading trajectories from which to draw lessons.
 - (iv) The Consultant will provide input the methodology development for data collection
 - (v) The Consultant will collect data on firms' upgrading trajectories. This will include interviews, focus group discussions with firm owners and staff
 - (vi) The Consultant will identify key policy, educational, fiscal and regulatory measures that could enhance local actors access to and upgrading in the solar PV value chain. The identification of these measures should be formulated as targeted policy recommendations.
4. The Consultant will be responsible for organizing participatory stakeholder workshops and high-level events in Kenya including:

- (i) Three Interactive stakeholder workshops in Kenya with attendance of 30-40 people each. Workshop-related activities to be covered by the consultant may include:
 - Practical arrangement of the workshop including but not limited to selection and contracting the venue, practicalities in executing the workshop, inviting attendees and payments. (Cost will be handled by the consultant but payed outside the consultancy contract)
 - (ii) One high-level event presenting findings from the study to a wider audience
5. The Consultant will - in collaboration with UNEP DTU Partnership - present tentative findings from the study at stakeholder workshops to kick off discussions and facilitate the workshops (including analytical work in working groups) in order to collect input from participants and articulate recommendations.
- (i) The Consultant will support workshop preparation including developing a workshop setup (e.g. smaller working groups) where inputs from participants can be methodologically collected, in order for it to be operationalized as actionable recommendations.
6. Based on the analyses and input from the workshop participants, the Consultant will - in collaboration with UNEP DTU Partnership - develop targeted recommendations for enhancing local access to and upgrading in clean energy value chains. This will include but is not limited to policy measures, educational measures and SME support measures.

3. Deliverables

- 1) Input on methodology for data collection on upgrading trajectories
- 2) Data collected from private sector actors in the solar PV industry.
 - Interviews, transcription of interviews and an analytical write up of interview
- 3) Working paper comprising initial analyses and initial findings/hypotheses on skills levels and gaps as well as upgrading trajectories and hypotheses on what reasons for success – to be presented and discussed at workshops
- 4) Workshop reports from each workshop compiling input from stakeholder as well as recommendations.
- 5) Final Report delivered comprising the elements described in the scope of work, including the following sub-sections:
 - Study of C&I segment PV in Kenya
 - 3 in-depth case studies of upgrading trajectories
 - Recommendations
 - Participate in revision after external review
- 6) Presentation given at high-level event
- 7) Practical assistance for arranging the workshop

4. Timeline

The contract period is 1 October 2019 to 31 December 2020.

The deadline for the delivery of the full final report is 15 November 2020.

5. Consultancy fee

The fee is based on satisfactory deliverables and amounts to USD 45.000

The Consultant will be paid upon satisfactory contribution to five main deliverables as noted below:

Payment Instalments		Deliverables/ Expected Output	Expected completion date
1 st instalment	5000	Detailed Work plan	15 October 2019
2 nd instalment	10.000	Working paper including initial analysis and hypotheses	1 February 2020
3 rd instalment	10.000	3 Workshop held, draft report on conclusions and recommendations	1 May 2020
4 th instalment	10.000	Draft report	1 August 2020
Final instalment	10.000	Final report approved	15 November 2020