REQUEST FOR EXPRESSION OF INTEREST FOR SELECTION # 1263926

This Request for Expression of Interest is for a Firm Selection. Please log in as a valid Firm User if you wish to express interest in this selection.

Selection Information

Assignment Title	Morocco Public Lighting
Publication Date	31-Jul-2019
Expression of Interest Deadline	19-Aug-2019 at 11:59:59 PM (Eastern Time – Washington D.C.)
Language of Notice	English

Selection Notice

Assignment Country	MA - Morocco
Funding Sources	The World Bank Group intends to finance the assignment/services under: BB - BANK BUDGET
Individual/Firm	The consultant will be a firm.

Assignment Description

The International Finance Corporation (IFC), a member of the World Bank Group, fosters sustainable economic growth in developing and transition economies through investment and advisory services focused on private sector development.

Cities generate a large share of global GDP, are already today home to more than half of the worlds population, consume about 75% of global energy and are responsible for 70% of global greenhouse gas (GHG) emissions. Poor planning and a lack of technical and financial resources have resulted in unsustainable urban infrastructure development paths, which impede the quality of life of cities inhabitants. High levels of air pollution, traffic congestion, environmental degradation, inefficient resource usage and low access to basic services are among the many problems, which are expected to exacerbate as the number of urban dwellers continues to dramatically increase. IFC has therefore identified cities as a strategic priority and supports sustainable urban development.

Globally, there are around 300 million street lights installed, which often require between a large portion of municipal budgets due to high energy consumption and maintenance costs. Inefficient street and public lighting technologies thus do not only increase a citys carbon footprint, but also occupy limited public funds, which could be invested in alternative critical infrastructure sectors. New, highly energy efficient public lighting technologies, notably Light-Emitting Diodes (LEDs), can often save up to 50-70% of energy compared to outdated existing infrastructure. Furthermore, LEDs typically have a significantly longer service life, thereby also lowering costs for maintenance and replacement. In addition, control logics and advanced communication technologies can be integrated, allowing for the remote and automated control of lighting intensity, as well as data collection and transmission.

IFC is supporting the Council of one of the largest Regions in Morocco in the planning of a large-scale introduction of energy efficient street and public lighting services (hereafter public lighting) across the Region, using amongst others LED technology and including necessary upgrades and expansion of related infrastructure, including in currently underserved areas. As part of this engagement, IFC wishes to assess the economic costs and benefits of deploying energy efficient LED public lighting and to develop and recommend a strategy and business model for a Region-wide introduction, taking into consideration the local unique economic and institutional circumstances.

The Assignment will be funded by IFCs Cities Initiative and will be supervised by regional Cities team members and international IFC industry experts.

Objective of the consultant Assignment:

The objective of the assignment is to assess the financial viability of enhancing access to energy efficient public lighting services, including through an introduction of energy efficient LED public lighting technology, on a large scale throughout the Region and to identify and recommend suitable financing and business models.

2. Indicative Scope of Work:

The assignment can be divided into the following three main areas:

Area 1- Baseline Assessment & Cost-Benefit Analysis of LED Public Lighting Introduction

- A high-level review of public lighting technologies, with a focus on LEDs, and their comparison with predominant traditional lighting technologies deployed in Morocco (e.g. sodium vapor).

- Conduct a baseline assessment of the public lighting systems throughout the Region, including existing institutional and regulatory frameworks, as well as operational and performance data. The technical baseline inventory of the public lighting population throughout the Region (likely except for several major cities, where the lighting infrastructure is owned by municipalities and already operated by private companies) will consider existing information, but will also be required to gather additional data from relevant stakeholders, as well as to carry out walkthrough surveys on a representative sample of streets and street lights (at least 500 lights) to derive statistically significant results that may be used to estimate the overall populations characteristics.

- A high-level cost-benefit analysis of a public lighting modernization program throughout the Region. The analysis will use the information obtained in the previous tasks and identify the costs and benefits of replacing and expanding existing public lighting systems with suitable energy efficient LED technologies, according to the appropriate parameters for different road types and luminaire ratings and reflecting local pricing conditions (for both CAPEX and OPEX items, e.g. luminaires and poles, or electricity costs and salaries), where applicable.

Area 2 - Business Model Development & Proposal

- An analysis and comparison of at least six representative international case studies of LED public lighting refurbishment programs, with a focus on employed financing and business models, and at least two including solar PV power features.

- Development and recommendation of a suitable business model for the roll-out of energy efficient LED public lighting in the Region. The strategy will compare and recommend applicable financing and business model options, including those using public-private-partnership (PPP) and local development cooperation structures (such as regional or local development organizations Sociétés de Développement Régionales/Locales, (SDRs/SDLs)).

- Help to prepare and participate in a workshop in Arabic language to be held together with relevant stakeholders in th Region to provide participants with key information of the public lighting transformation program, such as its expected benefits (energy and cost savings), as well as possibly the selected business model.

Area 3 - Business Model Implementation Plan

Following the confirmation of a preferred business model, the last part of the assignment will focus on developing an implementation plan, covering the following:

- Proposal of technical specifications: A proposal of minimal technical specifications and pricing guidelines of relevant required new infrastructure
- Capacity Needs: An assessment of the Clients and other relevant entities technical and managerial capacity for planning, implementing and subsequently managing the planned roll-out
- High-level risk assessment: An identification and description of risks that may impede the successful roll-out of the refurbishment program
- Roll-Out Strategy & Pilot: Identify and select municipalities that will participate in a pilot phase
- Market sounding: Identification of and first outreach to a selection of private partners, including through the preparation of a project information memorandum, as well as the organization of meetings;
- Transaction Concept: Preparation of a high-level overview of key contracts necessary for the planned transaction and their underlying principles and related guidelines
- Roll-Out Program: Preparation of a detailed work program with concrete steps necessary for the roll-out, including budget requirements and a timeline, as well as responsible entities

IFC is seeking a consultant firm or a consortium of firms (e.g. an international company partnering with a Moroccan company) to deliver the assignment. The firms and their teams should be comprised of experienced professionals with the qualifications and experiences outlined in the qualification criteria.

Qualification Criteria

1. Provide information on the company's track record, technical knowledge and experience of the energy and public lighting sectors and preferably experience in designing and implementing large scale public lighting modernization programs in emerging economies, including in rural contexts;

2. Provide infomration about the company's demonstrated knowledge of and extensive track records in designing and implementing large-scale PPP schemes and relevant regulation, preferably in the public lighting sector or other large-scale energy service/performance contract schemes, as well as related financial modeling skills and knowledge of the relevant Moroccan legal environment;

3. Provide information concerning the firm's local presence in Morocco and relevant experience and knowledge of, as well as network in, the Moroccan energy market;

4. Provide information on the qualifications of key staff.

** - Mandatory*

Shortlisted consultants will be invited to respond to a Request for Proposal. Contract awards will be made in accordance with the World Bank Group Procurement Policies and Procedures.