REQUEST FOR PROPOSAL (RFP)

TERMS OF REFERENCE

REQUEST FOR PROPOSAL: CLEAN ENERGY PROGRAMME SUSTAINABILITY ASSESSMENT – RURAL MINI GRID PRODUCTIVE USE OF EQUIPMENT (PUE) STUDY

BACKGROUND

Context

InfraCredit (www.infracredit.ng) was established in 2017 as a first-of-its-kind 'AAA'(NG) rated specialised local currency infrastructure credit guarantee institution, created to support long-term local currency infrastructure financing in Nigeria. InfraCredit's guarantees enhance the credit quality of local currency debt instruments issued to finance eligible infrastructure-related assets. Its guarantees serve as a catalyst to attract long-term domestic institutional capital from pension funds, insurance firms, and other investors, thereby deepening Nigeria's debt capital markets. InfraCredit's investors include the Nigeria Sovereign Investment Authority, UK Foreign, Commonwealth & Development Office (through PIDG and MOBILIST), KfW Development Bank, Africa Finance Corporation, and African Development Bank, alongside domestic pension funds and insurance firms. As at April 2025, InfraCredit was listed as a public company and admitted to trading on the NASD. It maintains the highest domestic financial strength ratings accorded to any financial institution by Agusto & Co., Global Credit Ratings, and international rating agency, Fitch Ratings.

InfraCredit, in partnership with the Shell Foundation and Foreign, Commonwealth & Development Office (FCDO) is co-developing a **five-year catalytic programme** aimed at accelerating rural electrification and sustainable agriculture in Nigeria. The initiative addresses the critical financing gap restricting smallholder farmers and agro-processors from accessing affordable, clean energy-powered Productive Use of Energy (PUE) equipment.

The initiative is anchored under the **Climate Finance Blended Facility (CFBF)** structure combining concessional and commercial capital, alongside technical assistance, ànd seeks to unlock access to clean, electric-powered agricultural processing technologies for **smallholder farmers** and **agro-processors**, particularly in unserved and underserved regions of Nigeria to:

- Facilitate local currency financing for PUE equipment,
- Reduce foreign exchange exposure risk for rural SMEs,
- Promote climate-smart agricultural processing powered by decentralized clean energy,
- Aggregate demand via OEM partnerships and farm aggregator networks,
- Pilot scalable asset financing models such as lease-to-own for sustainable adoption.
- Generating real-world data and learning to support replication and scale.

The project aims to support up to 560,000 farmers by 2030, improving productivity, rural incomes, and energy demand for mini-grid developers.

Market Opportunity

Over the past five years, InfraCredit has cultivated a robust pipeline of mini-grid developers and clean energy distributors targeting unserved and underserved communities across Nigeria. Despite this progress, many projects continue to face significant commercial viability challenges due to limited rural economic activity and persistently low Average Revenue Per User (ARPU), which constrains their ability to sustain and scale operations.

- Concurrently, key rural agricultural value chains such as processing are hampered by inadequate post-harvest processing infrastructure, prohibitively high energy costs, and heavy dependence on inefficient diesel-powered machinery. These constraints limit productivity and value additions, reduce income opportunities, and undermine rural economic growth.

The Shell Foundation programme will strategically address these challenges by:

- Integrating clean energy infrastructure with productive agro-processing demand, creating new, reliable electricity loads that improve mini-grid sustainability;
- Embedding demand aggregation mechanisms through partnerships with farm aggregators and OEM distribution networks to consolidate and scale PUE uptake;
- Piloting sustainable financing models (such as lease-to-own) tailored to the affordability needs of rural agro-processors and farmers, reducing upfront capital barriers and enabling wider access to PUE assets.

The Problem

The deployment of Productive Use of Energy (PUE) solutions in Nigeria faces persistent delivery cost challenges that hinder affordability, scalability, and impact. Mini grids in underserved and unserved communities primarily serve residential users, resulting in low Average Revenue Per User (ARPU) that cannot cover the operational and maintenance costs required to sustain and expand energy infrastructure. This limited energy demand translates to underutilized systems, reduced investor confidence, and weak commercial viability.

Efforts to introduce PUE solutions such as electric agro-processing machines have shown technical feasibility and strong potential to increase electricity demand, boost ARPU, and unlock new revenue streams for mini-grid operators. These interventions also hold promises for enhancing agricultural productivity and stimulating rural economic growth. However, several entrenched barriers drive up landed and delivery costs and prevent these benefits from being fully realized.

Key constraints include:

- **High capital costs** for PUE assets, worsened by market failures in logistics driven including fragmented procurement and lack of localized supply chains.
- **Inaccessible financing** due to stringent collateral requirements and limited willingness of local financial institutions to lend in this space.

- **Foreign exchange (FX) exposure** when equipment is priced in USD/EUR by Original Equipment Manufacturers (OEMs).
- **High transaction costs** from dispersed, small-scale demand across rural communities.
- **Gender exclusion** remains a major barrier—women, who play a central role in agricultural processing and rural trade, are often excluded from access to equipment and financing due to social norms, land ownership restrictions, and limited financial literacy.

Without a de-risked financing mechanism and a deliberate strategy for aggregating demand—including tailored support for women-owned enterprises—the cost of delivering and scaling PUE solutions will remain prohibitively high, leaving rural economies underpowered and local livelihoods under-optimized.

The Solution

To address these interconnected challenges, InfraCredit, in collaboration with Shell and Foreign, Commonwealth & Development Office (FCDO) is implementing a blended finance approach under the Climate Finance Blended Facility (CFBF) to scale access to affordable, climate-smart PUE solutions for smallholder farmers and rural agro-processors.

- De-risking local currency financing to overcome collateral and risk barriers and reduce FX exposure by promoting local currency lending.
- Detailed assessments of agricultural value chains and rural processing needs for better targeting and aggregation of demand for PUE equipment, improving investment viability for financiers and suppliers.
- Introducing suitable financing structures tailored to rural cash flows, enabling farmers and agro-processors to acquire productive equipment without prohibitive upfront costs.
- Strategic partnerships with OEMs, farm aggregators, mini-grid developers, and distributors will ensure reliable equipment supply, after-sales service, and effective customer onboarding.
- By increasing electricity demand through productive uses, mini-grid operators will experience improved revenue generation, enabling better maintenance and expansion of rural energy infrastructure.

To guide this programme, we seek the services of a qualified consultant or consortium to conduct a rigorous baseline assessment and provide actionable insights on optimizing the PUE supply chain, evaluating the effectiveness of blended finance in expanding access, and identifying inclusive farmer extension models that address gender-specific barriers and scale impact for smallholder farmers.

Scope of Work

1. Supply Chain Optimization

- Mapping the Supply Chain:

- Conduct a detailed mapping of the entire PUE equipment supply chain in Nigeria, including manufacturers, importers, distributors, logistics providers, wholesalers, retailers, and end-users.
- Identify key actors, roles, and relationships within the supply chain.
- Map existing routes-to-market and delivery mechanisms, including last-mile distribution challenges.

- Comprehensive OEM Mapping and Comparison:
  - Identify and profile major Original Equipment Manufacturers (OEMs) supplying PUE equipment to Nigeria, distinguishing between local Nigerian OEMs and international OEMs.
  - Collect detailed data on product quality, pricing, warranty and after-sales service provisions, and distribution models for both local and international OEMs.
  - Assess the reliability, durability, and performance of equipment supplied by local vs international OEMs through field testing, user feedback, and service records.
  - Evaluate the scope, responsiveness, and geographic reach of after-sales services, including availability of spare parts and technical support.
- Assessment of Partnership Opportunities:
  - Investigate which international OEMs are open or actively seeking partnerships or joint ventures with Nigerian local fabricators, including technology transfer, local assembly, or co-branding arrangements.
  - Identify local fabricators with the capacity and capability to partner with OEMs for assembly, servicing, or customization of PUE equipment.
- Supply Chain and Cost Analysis:

.

- **End-to-End Supply Chain and Cost Analysis**
  - Map the full supply chain lifecycle for local and international OEMs—covering manufacturing or assembly, shipping, importation, customs, warehousing, inland logistics, and last-mile delivery.
  - Provide **clear visibility** on:
    - Applicable import duties and any duty exemption structures or waivers.
    - Average demurrage charges at Nigerian ports.
    - Informal payments and non-transparent fees that inflate total costs.
  - Identify mark-up layers across the distribution chain (OEMs, importers, distributors, agents) that cumulatively raise the final cost to consumers.
  - Quantify cost differences between international imports and locally fabricated alternatives.
  - Evaluate how partnerships with local fabricators can reduce costs via localization, simplified logistics, and improved after-sales support.
- **Development of a Baseline Cost Model & Target Reduction Scenarios**

- Construct a baseline per-unit cost model for PUE equipment (e.g., milling machines, oil presses), disaggregated by:
    - Importation
    - Port clearance
    - Inland transportation
    - Storage and handling
    - Last-mile delivery
- Create scenario-based cost projections simulating optimization levers and target outcomes, including:
    - **30% cost savings** through aggregated shipments, duty exemptions, or importation of semi-knocked down units.
    - Consolidated HS codes or negotiated waivers for clean energy/PUE imports.
    - Centralized warehousing and route optimization.
    - Use of consolidated inland transport versus repeated individual deliveries.

- **Identification of Supply Chain Optimization Levers**
    - Recommend actionable strategies to streamline supply chains and reduce costs, such as:
        - Local assembly hubs to reduce import volume and last-mile complexities.
        - Aggregated procurement and shipping of knock-down kits.
        - Digital inventory and logistics tracking systems.
        - Use of third-party logistics (3PL) providers like **Tolaram Group** to consolidate warehousing, transportation, and servicing.
    - Conduct **cost-benefit analysis** comparing:
        - OEM-led versus 3PL-led logistics models.
        - Centralized vs decentralized distribution systems.
        - Hub-and-spoke distribution models to minimize duplication of inland transport.
- **Data Collection & Bottleneck Analysis**
    - Collect primary data from OEMs, logistics companies, customs brokers, distributors, local assemblers, and end users.
    - Use field visits, surveys, and key informant interviews to understand:
        - Delays in importation and customs clearance.
        - Inventory storage challenges and associated costs.
        - Transport inefficiencies and capacity constraints.

        - Financing gaps for inventory and distribution capital.
    - Identify critical choke points and quantify their cost impact on the final price of PUE assets.
- **OEM Market Access and Distribution Hub Assessment**
    - Analyze the operating environment for OEMs—covering regulatory, financial, and logistics barriers.
    - Identify high-demand rural clusters that can serve as **distribution launchpads** for PUE equipment deployment.
    - Recommend pathways for local and international OEM engagement using a blended model of quality assurance and localization.
    - Explore partnership opportunities with large-scale logistics players and potential for shared infrastructure.
- **Scenario-Based Optimization Analysis**
    - Model comparative scenarios (pre- and post-optimization) showing changes in:
        - Total unit cost
        - Logistics timeframes
        - Transaction layers
        - Regional affordability
    - Use the analysis to inform route-to-market strategies that improve equipment affordability and availability.
- **Operational Playbook for Phase 2 Rollout**
    - Develop a tactical implementation plan including:
        - **Partner onboarding roadmap** for logistics providers, OEMs, and assemblers.
        - **Selection criteria for pilot geographies** based on demand clusters, access constraints, and infrastructure readiness.
        - A phased operational timeline covering setup, test, rollout, and scale-up.
        - Monitoring & Evaluation (M&E) framework with KPIs linked to:
            - Cost reductions (target: 30%)
            - Delivery timeliness
            - Equipment availability and uptake
            - Geographic reach
- **Validation and Reporting**

- Facilitate stakeholder validation workshops with OEMs, financiers, logistics firms, mini-grid developers, and government agencies.
- Deliver a comprehensive report with:
  - Supply chain maps
  - Baseline and optimized cost models
  - Identified inefficiencies and solutions
  - Scenario-based recommendations
  - Playbook for scale-up and continuous improvement

2. Blended Finance Effectiveness

- Review of Existing Blended Finance Models:
  - Review and document current blended finance instruments deployed for PUE access, including concessional loans, technical assistance grants, and subordinated debt structures.
  - Analyze financing terms, eligibility criteria, repayment models (e.g., lease-to-own, pay-as-you-use), and fund disbursement processes.
- Market and Beneficiary Analysis:
  - Conduct interviews and surveys with smallholder farmers, microentrepreneurs, financial institutions, and project partners to assess uptake and accessibility of blended finance offerings.
  - Assess affordability, flexibility, and responsiveness of financing options relative to beneficiary cash flows and income cycles.
- Impact Evaluation:
  - Measure the extent to which blended finance has enabled increased adoption of PUE equipment.
  - Identify barriers to access such as credit risk perception, administrative hurdles, or lack of financial literacy.
  - Examine financial performance, including repayment rates and sustainability of blended finance mechanisms.
- Comparative Analysis:
  - Compare blended finance effectiveness with other financing approaches in the sector or region, where applicable.

3. Farmer Extension Models & Gender Impact

- Mapping Farmer Extension Models:
    - Identify and profile diverse farmer extension models currently in use across Nigeria's agricultural and Productive Use of Energy (PUE) ecosystem, including:
        - Aggregator-led models
        - Cooperative-based systems
        - Digital extension platforms
        - Private-sector-led outreach programs
    - Document the operational modalities, geographic coverage, institutional structures, and levels of farmer engagement of each model.
- Gender-Specific Barriers Analysis:
    - Conduct **gender-disaggregated research** to uncover economic, social, and cultural constraints that disproportionately hinder women farmers' access to:
        - Extension services
        - PUE equipment
        - Financing and training opportunities
    - Use **focus group discussions, key informant interviews**, and **community-level ethnographic insights** to capture women's lived experiences.
    - Assess whether current **supply chain structures**—from OEMs to distributors to end users—create **differentiated access or affordability barriers** for women smallholder farmers (e.g., product pricing, location of services, financing requirements, cultural mobility limitations).
- Effectiveness Assessment **of Existing Models**
    - Evaluate how existing extension models:
        - Perform in terms of gender inclusion
        - Address or fail to address the unique needs of women smallholders
    - Analyze outcome metrics including:
        - Adoption rates of PUE solutions
        - Changes in women's income and productivity
        - Empowerment indicators (e.g., leadership roles, control over income, confidence in technology use)
        - Participation levels across training, service uptake, and decision-making.
- Adaptation and Innovation Strategies:

- Identify viable strategies to **improve gender responsiveness** within extension models, such as:
    - Deployment of **women-led extension agents**
    - Creation of tailored training materials and schedules sensitive to caregiving responsibilities
    - Introduction of gender-responsive financing schemes or group lending models
- Evaluate the effectiveness of leveraging **digital tools**, **social networks**, and **community institutions** to overcome cultural and informational barriers for women.

- **Women-Led Enterprises as Distribution and Service Partners**
    - Map and assess **women-led cooperatives, small businesses, and community-based organizations** that can serve as:
        - Last-mile distributors of PUE technologies
        - Extension service partners
        - Financing intermediaries for group-based access to equipment
    - Recommend partnership models for integrating these enterprises into the PUE value chain, including:
        - Technical assistance needs
        - Capacity-building and onboarding frameworks
        - Revenue-sharing and sustainability structures
        - Digital platforms for coordination and performance tracking
- **Reporting and Knowledge Translation**
    - Synthesize findings into a gender-aware operational framework for farmer extension.
    - Present case studies of promising models and gender-inclusive practices.
    - Provide actionable recommendations to strengthen the integration of women into PUE distribution, extension delivery, and equipment ownership pathways.

Required Expertise

The ideal consultant or consortium should bring a multidisciplinary blend of technical, commercial, operational, and gender-inclusive expertise to support the design and implementation of an optimized, inclusive, and scalable PUE logistics and extension model in Nigeria. The following capabilities are essential:

1. Technical Knowledge of PUE Solutions

- Demonstrated understanding of clean energy-powered agro-processing equipment relevant to rural Nigerian contexts.
- Familiarity with equipment performance standards, maintenance requirements, durability, and post-sales servicing in off-grid or weak-grid communities.

2. Supply Chain and OEM Partnership Experience

- Proven experience in mapping and optimizing supply chains for energy and agricultural assets in Nigeria or Sub-Saharan Africa.
- Practical knowledge of OEM operations (both local and international), including assessment of partnership opportunities, value chain alignment, and localization strategies.
- Understanding of import procedures, duty structures, warehousing, inland logistics, and last-mile distribution for PUE assets.

3. Logistics System Design and Greenfield Partnership Development

- Prior involvement in the **design or implementation of greenfield logistics partnerships**, ideally involving clean energy or agricultural equipment.
- Strong grasp of 3PL engagement models, including:
    - Development of **Key Performance Indicators (KPIs)** for service-level delivery
    - Structuring of **Service Level Agreements (SLAs)**
    - Integration of digital **inventory management and tracking systems**
- Evidence of collaboration with OEMs, logistics providers, and warehousing entities to improve operational efficiency.

4. Commercial and Financial Acumen

- Ability to conduct cost modeling and pricing structure analysis across the PUE value chain.
- Experience identifying cost-saving levers such as bulk procurement, optimized routing, and local assembly.
- Strong negotiation and supplier engagement background, including sourcing and vendor evaluation strategies.

5. Stakeholder Engagement and Market Research

- Experience working with a broad ecosystem of stakeholders: OEMs, logistics firms, local fabricators, mini-grid developers, farmer cooperatives, and government agencies.
- Competence in conducting field-based qualitative and quantitative research, stakeholder interviews, and market landscape studies.

6. Gender-Responsive and Inclusive Business Model Development

- Proven experience integrating **gender and social inclusion** into market assessments or business models.

- Ability to assess barriers faced by women in accessing PUE technologies and services.
- Familiarity with strategies for incorporating **women-led enterprises, cooperatives, or agents** as value chain actors or distribution partners.

7. Research, Reporting, and Knowledge Translation

- Strong analytical and writing skills to produce high-quality, actionable outputs including:
    - Case studies
    - Operational playbooks
    - Cost-benefit analyses
    - Stakeholder reports and donor-ready deliverables
- Prior experience delivering outputs for development partners, donor agencies, or international NGOs.

Technical Proposal

Consultants are requested to submit a comprehensive **Technical Proposal** in **English** that demonstrates a clear understanding of the assignment's objectives and scope, as outlined in this Request for Proposal (RFP). While preparing the Technical Proposal, Consultants must give particular attention to the following:

1. Submission Guidelines

- Proposals may be submitted independently or in collaboration with a partner firm.
- Proposals must directly address all elements of the scope and demonstrate a sound implementation strategy.
- Material deficiencies in the information required may lead to disqualification.

2. Team Composition and Staffing

- The majority of key professional staff proposed should be permanent employees or have a longstanding working relationship with the firm.
- Each key position must have **one named individual** with an attached **Curriculum Vitae (CV)**; no alternative candidates should be proposed.
- All reports produced under this assignment must be written in English.

3. Technical Expertise and Experience

- Proposals must clearly demonstrate:
    - The firm's technical capacity and prior experience in supply chain, logistics, PUE, or agricultural energy interventions.

- The team's capabilities in stakeholder engagement, gender inclusion, and cost optimization.
- Previous experience working with donor-funded programs, logistics systems, OEM partnerships, and inclusive value chain development.

4. Baseline Research Framework and Methodology

- The proposal must include a **research framework** that outlines:
  - A clear methodology for **end-to-end cost analysis** of PUE equipment delivery, covering import, logistics, warehousing, and last-mile distribution.
  - A plan for **supply chain mapping**, identifying all actors, cost drivers, mark-ups, and system bottlenecks.
  - Proposed data sources and instruments for primary and secondary data collection (e.g., interviews, surveys, focus groups, site visits).

5. Gender-Sensitive Research Plan

- The proposal must detail a **gender-sensitive research plan** that includes:
  - Identification of gender-based access and affordability barriers within current distribution and extension models.
  - Engagement strategies for reaching and interviewing women farmers, entrepreneurs, and cooperatives.
  - Indicators and tools to assess gender impact, participation, and empowerment outcomes.
  - Integration of findings into actionable, gender-inclusive design recommendations.

6. Pilot-Ready Third-Party Logistics (3PL) Framework

- The proposal should include a concept note or operational design for a **pilot-ready 3PL partnership framework**, addressing:
  - Feasibility of engaging third-party logistics providers for distribution of PUE assets.
  - Key success conditions such as **SLAs**, inventory systems, route optimization, and distribution hubs.
  - Proposed KPIs for 3PL performance, cost reduction targets (e.g., 30%), and partnership sustainability.
  - Scenarios for collaboration with large-scale distributors or aggregators (e.g., Tolaram Group), including potential roles for women-led enterprises in last-mile delivery.

7. Implementation Strategy

- The proposal must give an outline of how research insights will be transitioned into an operational logistics pilot.

RFP Responses

In the response to this RfP, the selected consultant is expected to submit electronically, technical and financial proposals (in separate documents) which will include the following information:

Qualification and Technical Proposal

- Profile of all firms to be part of the project team, including full legal name and area of specialisation
- Declaration of Undertaking (Annexure A)
- Project Experience: The bidder is requested to prove his past project experience by including minimum of three (3) similar projects completed during the past five (5) years. (Annexure B)
- Resource Assignment (Annexure C) • CVs of proposed assigned resources (Annexure D)
- Description of the Approach, Methodology, and Work Plan (Annexure E) • Comments or Suggestions on the ToR and Counterpart Staff (if applicable)
- Submissions must provide a consolidated, concise description of their qualifications and that for the partner firms for all of the above and rely on applicable Annexures (where given) providing formats for presenting information.
- Demonstrate expertise in assessing the technical requirements and the commercial viability of Infrastructure Projects.
- The standard of service that can be provided, including response time and hours of availability.
- Any significant issues or difficulties that you perceive in relation to this service and the implications for InfraCredit and any proposals that you have for the resolution of such issues.
- Any other information relevant for consideration.

Financial Proposal

- The financial proposal (Annexure F) is expected to take into account the time required in completing the assignment as outlined in the RFP document.
- The financial proposal may include other costs, and reimbursable expenses expected to be incurred on this assignment. All fees are expected to be quoted in Nigerian Naira, however we reserve the right to contract in other currencies as the need may arise.
- All possible fees that may be charged by the consultant must be disclosed as part of the proposal.
- Provide any other information relevant for consideration

Evaluation Criteria

Category	Criteria	Points
1. Relevant Experience	Proven experience in PUE value chain diagnostics, logistics optimization, and delivery cost modeling in Nigeria or Sub-Saharan Africa	20
	At least 10 years' experience in PUE delivery ecosystem analysis, including supply chain, distribution, and rural equipment access	10
	Completed at least 5 relevant projects in PUE deployment or logistics optimization, including clean energy assets or agricultural processing equipment	10
	(Note: Mini-grid-specific advisory is now part of broader PUE ecosystem experience)	
Subtotal		**40**
2. Resources / Personnel	Lead consultant with minimum 10 years' experience in PUE market development, equipment financing, or logistics-based implementation strategies	10
	Project team includes technical, commercial, and gender experts with experience across supply chains, field research, and inclusive delivery design	10
	At least 5 named professionals with demonstrated experience in supply chain optimization, inclusive rural energy access, or gender-focused project design	5
Subtotal		**25**
3. Methodology / Execution Plan	Clear methodology for supply chain diagnostics and logistics cost-saving strategy (e.g., cost modeling, scenario-based analysis, 3PL frameworks)	10
	Defined workstreams, activities, deliverables, and risk mitigation strategies	7
	Detailed operational plan showing how research insights will be translated into a logistics pilot (e.g., playbook, partners, KPIs)	8
	Gender and Inclusion methodology (e.g., participatory co-design, partnership with women's networks, gender context diagnostics)	5
	Team structure with named experts, roles, and time allocation	5
Subtotal		**35**
TOTAL		**100**

Points to Note:

I. Only technical proposals achieving a satisfactory score on the technical proposal will be considered for financial evaluation. InfraCredit will notify such respondents whose proposals did not meet the minimum qualifying mark or were considered non-responsive to the letter of invitation and terms of reference.
II. All respondents achieving the highest combined technical and financial scores will be invited for negotiations. Negotiations will commence with a discussion of the technical proposal, the proposed methodology, work plan, staff assignments and any suggestions which may have been made to improve the terms of reference and any suggestions which may have been made to improve the terms of reference.

Proposals shall be simple and economical, providing a straightforward, concise description of the Consultant and its capability to satisfy the requirements of the RfP. Emphasis should be on completeness and clarity rather than volume of content. All proposals and accompanying documentation will become the property of InfraCredit and will not be returned. The proposals and all deliverables that are part of the assignment must be implemented and written in English.

Submission Instructions

Clarifications may be sought from: procurement@infracredit.ng. Clarification may be sought not later than one week prior to the closing date submission. Reply relating to the requests will be sent through emails to all the consultants who have received the RFP

Proposals must be submitted electronically to this email: procurement@infracredit.ng not later than 5:00 PM (Nigerian time) on **September 8th 2025.** Only electronic submissions are required.

All bids are to be prepared in English language. The technical proposal and the financial proposal shall be submitted separately in two sealed envelopes clearly marked "technical proposal" or "financial proposal". The two sealed envelopes are to be put in one single outer envelope marked with:

Infrastructure Project Development Support

Infrastructure Credit Guarantee Company Plc.

1 Adeyemo Alakija, Victoria Island, Lagos, Nigeria

Attn: The Procurement Officer

InfraCredit reserves the right to select the appropriate service provider(s) based on its requirements. The decision of the evaluation panel will be final.

Professional fees are subject to Withholding Tax, and remittances shall be made on behalf of the selected provider to the relevant tax agencies.

InfraCredit reserves the right to select the appropriate service provider(s) based on its requirements. The decision of the evaluation panel will be final.

Selection from this RFP will be based upon the evaluation criteria with weights assigned to experience on similar projects, assurances and availability of key resource, methodology/approach to providing the requested service; alongside cost competitiveness, and other factors specified elsewhere in this RFP.

We would appreciate if you inform us of your acknowledgment of the receipt of this RfP and whether or not you will be submitting a proposal by e-mailing procurement@infracredit.ng on or before 5:00 PM (Nigerian time) on **September 1st 2025.**

Substitution of Personnel

Personnel InfraCredit will not normally consider any request of a selected consultant for substitution of its key personnel as the ranking of the selected consultant is based in part on the evaluation of the personnel and any change therein may upset the ranking. Substitution will, however, be permitted in exceptional circumstances if the key personnel is not available for reasons of any incapacity due to health or change of employment. Such substitution shall ordinarily be limited to one key personnel subject to equally or better qualified and experienced personnel being provided to the satisfaction of InfraCredit.

Proprietary Data

All documents and other information provided by InfraCredit or submitted by consultant to InfraCredit shall remain or become the property of InfraCredit. Applicants and the selected consultants, as the case

may be, are to treat all information as strictly confidential. InfraCredit will not return any proposal or any information related thereto. All information collected, analysed, processed or in whatever manner provided by the selected consultants to InfraCredit in relation to scope of work shall be the property of InfraCredit.

Governing Law

The selection process and the implementation of the project shall be governed by, and construed in accordance with, the laws of the Federal Republic of Nigeria.

Dispute Resolution

If any dispute arises howsoever in relation to the project, the dispute shall be:

- Finally settled by arbitration in accordance with the Arbitration and Conciliation Act, Cap A18, Laws of the Federation of Nigeria, 2004 or any statutory re-enactment or modification thereof; and
- Resolved by three arbitrators, one to be nominated by each Party and the third to be nominated by the other two arbitrators. In the event two arbitrators are unable to agree on the choice of arbitrator within a period of 20 (twenty) business days after the breakdown of negotiation by Parties, the third arbitrator shall be appointed by the President of the Chartered Institute of Arbitrators, United Kingdom, Nigeria Branch.

The seat of the arbitral proceedings shall be in Lagos, Nigeria and the arbitration shall be conducted in the English language. The arbitral award shall be binding on the Parties. Each Party shall bear its own costs and expenses in relation to the arbitral proceedings, but the common cost and expenses of the arbitration process shall be borne by the unsuccessful party unless the arbitral award states otherwise.