

Continental Africa Water Investment Programme (AIP)

AU AIP Multi-Country Green Climate Fund Readiness Support

Africa Union Multi-Country Program to Accelerate Water, Climate Resilience Development and Gender Transformative Investments

Terms of Reference

National Consultant for the development of private sector engagement strategy, climate projects pipeline and operational workplan for the Caisse de Dépôts et de Consignations (CDC) - Tunisia

1. Context of the Continental Africa Investment Programme (AIP)

On 6 September 2023, African Heads of State and Governments committed to support the implementation of the Continental Africa Water Investment Programme (AIP) as part of the Nairobi Declaration on Climate Change. Africa is highly vulnerable to climate change, and it is expected to significantly impact water, with an increase in extreme events, including droughts, floods, water scarcity, and waterborne diseases. Despite this marked vulnerability, many African countries have limited capacity to access climate finance for strategic water investments. Access to climate finance for water security in Africa is critical to achieving the objectives of the African Union (AU) Climate Change and Resilient Development Strategy and Action Plan (2022-2032), which recognizes the need to strengthen climate-resilient water systems under Focus Area 2: Adopting Pathways Towards Transformative Climate Resilient Development.

The Continental Africa Water Investment Program (AIP) supports the implementation of the African Union Climate Change and Resilient Development Strategy. The Assembly of the African Union Heads of State and Government adopted it as part of the Programme for Infrastructure Development in Africa—Priority Action Plan 2 (PIDA-PAP 2) to address the growing need for investment in water, which is greatly exacerbated by climate change. The AIP comprises five pillars that aim to contribute towards narrowing the investment gap in water across Africa, namely:

- (i) Mobilise high-level political commitment and leadership on water investments – The AU-AIP High-Level International Panel on Water Investments in Africa was created in 2022, bringing together the present and former African heads of State and global

leaders. In 2023, the Panel supported the AU in the development and launch of the [Africa Rising Investment Tide](#) and the [Action Plan for Water Investment in Africa](#) Reports, which offer Concrete courses of action to help countries mobilize at least USD 30 billion annually by 2030 for the implementation of the AIP;

- (ii) The AIP-PIDA Water Investment Scorecard – The [AIP-PIDA Water Investment Scorecard](#) aims to improve the accountability, transparency, and effectiveness of water financing and investments. This tool allows countries to establish baselines, track progress, identify bottlenecks, and act toward meeting Africa's water investment needs. The AUDA-NEPAD adopted it in February 2022 and has been developed and tested in 10 countries in 2023 before its deployment at the level of AU Member States;
- (iii) Water investment programmes at regional and national levels – AIP supports AU Member States to develop national water investment programmes to close the water investment gap. Many African countries are extremely vulnerable to climate variability, reflected in weak institutional capacity, inadequate water infrastructure, and insufficient data processing and communication systems to ensure effective water management. National water investment programmes aim to address these gaps, thereby bridging the investment gap for water security;
- (iv) International Blended Investment Facility AIP – The AIP will assess the need for a blended International Investment Facility, targeted at assisting countries in mobilizing Official Development Assistance (ODA) and grant financing. This will help to de-risk priority water investments through various innovative financial instruments and sources including sovereign wealth funds, guarantees, trade finance, institutional investors, private equity funds, foundations, value-based impact investing, and funding climatic conditions; and
- (v) Gender Equality and Empowerment of Women and Girls in Water Investment – The Transformative Climate-resilient Development for Gender-responsive Water Program (AIP WACDEP-G) aims to develop tools to assist governments in addressing systemic inequalities in decision-making, planning, and implementation of water investment actions. It promotes a transformative approach to institutions, social structures, and relations. The AIP WACDEP-G was piloted in five African countries between 2020 and 2024, and plans are underway to scale it up to other African countries.

2. Context of the AU AIP Multi-Country GCF Readiness Support Programme

Tunisia is one of the fifteen (15) countries participating in the first phase of the Programme “*Readiness Support for the Africa Union Multi-Country Program to Accelerate Water and Climate Resilience Investments through the Africa Water Investment Programme (AU-AIP Multi-Country GCF Readiness Project (AU AIP Multi-Country GCF Readiness Programme))*”. The Green Climate Fund (GCF) funds the project, amounting to Six Million One Hundred and Sixty-

Four Thousand Fifty-Three (6,164,053) US Dollars. The African Union Commission is implementing the Programme through the Global Water Partnership (GWP) in Southern Africa (GWP-SA) as a Delivery Partner.

The overall objective of the project is to strengthen the capacities of participating countries to plan climate-resilient water investments and prepare projects to undertake climate actions through:

- Strengthening countries' capacity for climate finance programming and direct access to GCF resources, with a focus on water-related climate actions;
- Improving strategic frameworks for planning climate-resilient water investments by developing water investment programmes;
- Developing national project pipelines through the development of concept notes;
- Establishing a continental knowledge and investment platform to facilitate learning and investment in water security in Africa.

3. Justification

Tunisia is increasingly vulnerable to the impacts of climate change, with rising temperatures, prolonged droughts, water scarcity, and extreme weather events threatening its ecosystems, and economic sectors such as tourism, agriculture, and urban infrastructure, etc. These challenges are exacerbated by socio-economic vulnerabilities and require urgent adaptation and mitigation efforts. To respond effectively, the country must mobilize significant additional investment, including climate finance, and enhance institutional capacities to plan and implement climate-resilient development strategies. In this context, the Caisse de Dépôt et de Consignation (CDC) Tunisia, as a public financial institution, plays a critical role in channeling investments toward sustainable development and climate action. CDC has embarked on the process of becoming a GCF accredited entity. CDC accreditation provides strategic opportunity to de-risk private investment and scale-up innovative climate-resilient and low-carbon initiatives. Strengthening CDC's capacities will be essential to ensuring its readiness to develop, mobilise finance, and implement impactful climate adaptation and mitigation projects.

As part of the AU AIP Multi-Country GCF Readiness Programme, CDC will be supported in developing strategic documents to position itself as a key national actor in climate finance mobilization and implementation and to enhance its readiness for the accreditation to GCF.

To this end, a national consultant is sought to support the development of three interlinked outputs:

- A private sector engagement strategy
- A pipeline of climate adaptation and mitigation projects

- An operational workplan and monitoring framework

4. Objective of the Assignment

The overall objective of the assignment is to provide strategic and technical support to CDC by delivering key strategic documents that will guide its role in climate finance mobilization and project development and implementation, in alignment with the national priorities.

More specifically, the assignment aims to:

- foster private investment in climate action through the development of a private sector engagement strategy
- increase access to climate finance through the development of pipeline of climate projects aligned with national climate priorities and funding criteria;
- guide CDC Tunisia's internal planning, resource allocation, and impact tracking through the development of a workplan and monitoring framework.

5. Tasks – Requested Services

The scope of work shall include but not be limited to the following:

Private Sector Engagement Strategy:

- The consultant will develop a comprehensive overview of the private sector landscape in Tunisia as it relates to climate action. He/she will review national policies and ongoing initiatives/programmes that involve or influence private sector participation in climate action (e.g., NDC implementation, PPP regulatory framework, circular economy policies, etc.). The Consultant will also identify key private actors based on size and stage of development (startups, SMEs, large enterprises) as well as sector (renewable energy, agriculture, water, waste management, green tech, transportation, construction, finance (green bonds, impact investors), etc.). In a second step, the Consultant will identify actors with high potential for collaboration or investment by CDC Tunisia.
- The Consultant will identify and evaluate the barriers preventing private sector investment in climate action in Tunisia, using a differentiated approach that accounts for the size and nature of companies—startups, SMEs, and large corporations. The barriers can be legal and regulatory, financial, technical and capacity, etc. The assessment should target the barriers for which CDC can play a role to overcome them considering its mandate as an Equity Investor.
- Based on the results of the above tasks, the consultant will define actionable and context-specific roles that CDC can play, taking into consideration its mandate as an Equity Investor, in bridging the gaps, catalysing and de-risking private sector investment in climate action and ensuring alignment with Tunisia's climate national goals. A set of

recommendations will be elaborated to enhance private sector engagement including tailored financial mechanisms and instruments to overcome specific constraints.

- A private sector engagement strategy will be elaborated and the roadmap for its implementation.
- A validation workshop of the strategy will be organised with key stakeholders.

Deliverables:

- Stocktake report on private sector engagement in climate action in Tunisia identifying the key players and describing the barriers preventing private sector involvement in climate finance in Tunisia
- Private sector engagement strategy and the roadmap for its implementation.
- Validation workshop report.

Projects Pipeline Development: The consultant will:

- Identify climate projects (adaptation & mitigation, public & private) that align with Tunisia's climate priorities (NDCs, sectoral strategies, etc.), CDC mandate as an equity investor and strategy. Projects should have a minimum size of 5 million US \$,
- Develop scoring and ranking methodology to prioritize projects. Prioritisation criteria may include financial sustainability, climate rationale, and scalability, climate impact and co-benefits, maturity and readiness for submission (early stage, concept note, feasibility, baseline data), etc.
- Screen the identified projects against GCF Investment Criteria to determine those that can be submitted to GCF,
- Organise a stakeholders engagement workshop to validate and refine the project pipeline,
- Develop the pipeline of projects to be submitted to climate funds accompanied with project fiches.

Deliverables:

- Climate projects pipeline
- Validation workshop report.

Work Plan Development. The consultant will:

- Design an operational workplan for CDC to translating the strategic documents into actionable steps and detailing roles and responsibilities, implementation timelines, resources allocation,
- Develop a monitoring framework to track implementation and measure impact for climate change actions. The monitoring framework includes Key Performance

Indicators (KPIs), baselines and targets, means of verification, frequency of reporting, and responsible parties.

Deliverables:

- Workplan and associated monitoring framework for CDC to engage with relevant stakeholders and implement climate related strategic documents.

6. Deliverables and Milestones

The Consultant is expected to provide the following deliverables, which are directly related to the tasks outlined in detail above, based on the below timeline (expressed in months after the contract is signed).

Deliverables		Deadline / months after contract signature
1.	Inception report detailing methodology approach and presenting stakeholder mapping	Month 0.5
2.	Final stocktake report on private sector engagement in climate action in Tunisia	Month 1
3.	Final private sector engagement strategy and the roadmap for its implementation.	Month 3
4.	Report of the private sector engagement strategy validation workshop	Month 3
5.	Final Climate projects pipeline	Month 4
6.	Report of the validation workshop of the climate projects pipeline	Month 5
7.	Final workplan and associated monitoring framework for CDC to engage with relevant stakeholders and implement climate related strategic documents	Month 5

7. Reporting

The consultant will work under the direct supervision of / and communicate directly with the National Technical Coordinator.

Services will be rendered and will be considered completed upon approval of the deliverables by the Programme Officer at the Coordination Unit of GWP SA and the Executive Secretary of GWP-Med.

8. Payment Modalities

Payment Schedule:

Completion and delivery of deliverables 1 and 2: 20% of total contract amount

Completion and delivery of deliverables 3 and 4: 40% of total contract amount

Completion and delivery of deliverables 5-6 and 7: 40% of total contract amount

Each payment will be issued after the quality assessment and approval of each deliverable by the Contracting Authority. Then, the awarded consultant will issue the respective invoices.

9. Contract Price and Duration

The maximum fee for this assignment is **23,000 USD**. This amount includes all other costs, including travels, income taxes and any other amount payable or cost that may be required for the completion of the work/service, including VAT.

The overall duration of the contract will be for a maximum of **5 months** after the contract signature. Payments will be made upon acceptance and verification of the related deliverables, as laid out in section "Payment modalities".

Note on Withholding Tax: GWPSA NPC Ltd (the company) must, in accordance with Section 58 of the Botswana Income Tax Act CAP 52:01 (the Act), deduct withholding tax at the default rate of 15% as per the applicable Double Taxation Avoidance Agreement (DTAA) for any other country. The tax so deducted must be remitted to the Botswana Unified Revenue Service, and the company must issue BURS tax certificates to the recipient/contractor, which may, depending on the tax laws of the contractor's country of residence, be used to claim foreign tax credits.

10. Qualification and Experience

The required qualifications are presented below. The titles, details of the projects and description of the role of the expert that sufficiently demonstrate compliance with the required criteria should be clearly specified.

- A minimum of a Master's degree (MSc or equivalent) in climate policy, environmental economics, finance, engineering or innovation management, climate technology, international development, or a related field
- At least 10 years of experience in the field of climate change or private sector engagement,
- A proven track record of developing private sector engagement frameworks in the climate, sustainable development or green economy/finance sectors,
- Demonstrated knowledge of the private sector landscape (all categories including startups, SMEs, large enterprises) in Tunisia evidenced by direct involvement in private-sector-focused assignments in Tunisia

- A proven track record in developing and structuring project pipeline for climate or development finance,
- A proven track record in developing and structuring project pipeline for climate or development finance, with a minimum individual project size of USD 5 million,
- A proven track record in developing and structuring project pipelines that involves private-sector instruments—such as equity, blended finance, or guarantees—to mobilize private investment
- Having collaboration with public financial institutions with similar institutional mandates and functions as CDC
- Excellent oral and written communication skills in French
- Excellent oral and written communication skills in English is desirable.

11. Evaluation Process

Selection will take place in two stages:

Technical Evaluation: Technical proposals will be evaluated independently of financial offers, based on a total of 100 points according to the table below *“Technical bid scoring scale”*.

To be eligible, the technical proposal must score at least 70 out of 100 points.

Financial Evaluation: Only the financial offers of technically prequalified consultants will be evaluated.

Financial scores (Nf) will be calculated as: $Nf = 100 \times Fm / F$, where:

Nf: Financial score of the bidder

Fm: Lowest financial offer among the technically qualified bids

F: Financial offer of the bidder

Final Evaluation: Proposals will be ranked based on the overall score (NG) using the formula:

$NG = [Nt \times 70\%] + [Nf \times 30\%]$, where:

NG: Overall score

Nt: Technical score

Nf: Financial score

The selected consultant will be the one with the highest overall score.

12. Table: Technical Bid Scoring Scale

Element	Score
A minimum of a Master's degree (MSc or equivalent) in climate policy, environmental economics, finance, engineering or innovation management, climate technology, international development, or a related field	10
At least 10 years of experience in the field of climate change or private sector engagement	10
A proven track record of developing private sector engagement frameworks in the climate, sustainable development or green economy/finance sectors	15
Demonstrated knowledge of the private sector landscape (all categories including startups, SMEs, large enterprises) in Tunisia evidenced by direct involvement in private-sector-focused assignments in Tunisia	15
A proven track record in developing and structuring project pipelines for climate or development finance	15
A proven track record in developing and structuring project pipelines for climate or development finance with a minimum individual project size of USD 5 million	10
A proven track record in developing and structuring project pipelines that involves private-sector instruments—such as equity, blended finance, or guarantees—to mobilize private investment	10
Having collaboration with public financial institutions with similar institutional mandates and functions as CDC	5
Excellent oral and written communication skills in French	7
Excellent oral and written communication skills in English	3
Total	100

13. Monitoring and Progress Controls

Ms. Sondos Njoumi et Ms. Sarra Touzi will be providing oversight and guidance from the side of the Project Team.

14. Place of Performance

Homebased in Tunisia.

15. Terms and Conditions

- **Language**

Draft and final deliverables can be prepared in French or English. However, it is mandatory to have an English version of the final deliverables. The Consultant shall take into account the costs related to translation, if any, in their proposal.

- **Data and information**

The Consultant is responsible to collect all information and data necessary for the completion of this assignment. Missing information (from any side) would not be considered as eligible reason for not completing the tasks. GWP-Med and CDC can assist in communicating with relevant institutions and stakeholders to verify the availability of needed data or information.

- **Submission of data, reports and other material produced**

All primary data, reports, and other documentation produced during this assignment shall be made available to GWP SA and to the relevant institutions in electronic format. All data acquired, and products developed during the assignment will be in the ownership of the Project and cannot be used by the Consultant and its team without prior written permission.

- **Cooperation requirements**

The Consultant is expected to work closely with GWP-Med and GWP SA, CDC and the NDA.

- **Review and quality assurance**

A thorough evaluation of the Consultant's work conducted during the course of the assignment implementation, as well as a comprehensive review of the deliverables, may be conducted by an independent external expert or team of experts. The Consultant is expected to thoroughly consider and incorporate any relevant observations or recommendations provided by the reviewer(s) into the final versions of the deliverables.

16. Instructions to Bidder

GWPSA will evaluate the proposals received against each other based on the criteria stated above.

GWPSA reserves the right to negotiate any aspect of your proposal before conclusion of a Contract for the Assignment. GWPSA furthermore reserves the right to reject all proposals submitted without giving any reason. GWPSA may discontinue or suspend without responsibility or liability to any Bidder including (without limitation) any liability for any costs or expenditure incurred by, or inconvenience caused to, any Bidder. The proposal shall be prepared in the English language. The financial proposal should be expressed in US Dollar and payment for the Services will be made in the same currency.

17. Submission of Proposals

Interested consultants with the required qualifications and experience are invited to submit a comprehensive technical and financial proposal compliance with these Terms of Reference.

Proposals must include, at a minimum, the following documents:

A. Technical Proposal:

- A dated and signed sworn declaration addressed to the Executive Secretary of GWP-SA (Annex 1).
- A detailed Curriculum Vitae, including relevant experience, supporting documents, and academic qualifications.

B. Financial Proposal:

- The dated and signed financial submission letter addressed to the Executive Secretary of GWP-SA and indicating the offer amount in figures and words (Annex 2);
- A detailed budget related to fees and expenses, broken down by man/day and per unit, according to the budget presentation format (Annex 3).

Submission Deadline: Your proposal must be submitted **by January 22nd 2026 at 5:00 PM** (Tunis time) exclusively by email to the following addresses: gwpsaprourement@gwp.org ; with copy to sondos.njoumi@gwpmed.org and sarra.touzi@gwpsaf.org;

Please use the following subject to your application: *“AU AIP - Private Sector Strategy & Projects Pipeline CDC – Tunisia”*.

ANNEX 1: SWORN DECLARATION TEMPLATE

I, undersigned (name and surname):

Nationality:

In my quality as:.....

Corporate name (if applicable):.....

Address:

Registered under the n°

On (date).....VAT Registration number:

1. Declare on my word of honour:

- never having been in judicial liquidation and never having been the subject of any legal proceedings for any reason whatsoever,
- that I commit to not resorting, by myself or through an intermediary, to practices that could be classified as embezzlement, fraud, or corruption in the various procedures for awarding, managing, and executing this mission,
- that I commit, in the event that my offer is accepted, to comply with the procedures in force at GWP-SA and the obligation of confidentiality and professional secrecy for all facts and/or information that I may come to know.

2. Certify the accuracy of the information contained in this sworn declaration and in the documents provided in my offer;

3. Certify that I have no family ties with any person receiving any remuneration from the GWPSA or GWP-Med;

4. Acknowledge having been informed that any inaccuracies or errors and any failure that may be noted in the content of my offer as well as non-compliance with the participation conditions are grounds for rejection of my submission.

Done in

On2026

Signature of the consultant

ANNEX 2: FINANCIAL OFFER SUBMISSION FORM

Consultant Name:

Address:

Tel/ e-mail address:

VAT or Tax registration No:

The total amount of our offer is (USD) including VAT and any other Tax or Fee that should apply for any reason:

In figures:

In words:

Note on Withholding Tax: GWPSA NPC Ltd (the company) must, in accordance with Section 58 of the Botswana Income Tax Act CAP 52:01 (the Act), deduct withholding tax at the default rate of 15% as per the applicable Double Taxation Avoidance Agreement (DTAA) for any other country. The tax so deducted must be remitted to the Botswana Unified Revenue Service, and the company must issue BURS tax certificates to the recipient/contractor, which may, depending on the tax laws of the contractor's country of residence, be used to claim foreign tax credits.

I confirm that the rates in this offer are fixed over a period of at least 90 days and will not be revised in any way under no circumstances.

I confirm that I have examined, and accept in full and in its entirety, the content of this quotation document (including subsequent Clarification Notes issued by the Contracting Authority). We hereby accept the contents thereto in their entirety, without reservation or restriction. We also understand that any disagreement, contradiction, alteration, deviation or omission shall lead to my offer not being considered any further. I offer to provide, in accordance with the terms of the tender document and the conditions and time limits laid down, without reservation or restriction, the requirements of this Call For Offers.

Date:

Signature:

ANNEX 3: BUDGET PRESENTATION FRAMEWORK

Item	Description	Unit	Qty	Unit Price	Total Amount (\$)
1	Consultant	Days			
GRAND TOTAL (\$)					

Done in

On2026

(Name, Surname, Signature)

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