

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 take action 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 programs at regional and national levels – AIP supports AU Member States to develop national water investment programs 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 programs 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 Multicountry 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 Multicountry 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 programs;
- 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/programs 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, catalyzing 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 8 “Payment modalities”.

10. Disqualification criteria ON/OFF

For details on the ON/OFF disqualification please refer to the Call for Offers.

11. Qualification and Experience

The required qualifications are presented below. Failure to provide the minimum required qualifications is considered ground for disqualification. **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.** Qualifications additional to the minimum requested per category will receive additional score under the evaluation process as described in the section Awarding Criterion and Evaluation process.

- 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 **(Required ON/OFF)**
- Excellent oral and written communication skills in French **(Required ON/OFF)**
- At least 10 years of experience in the field of climate change or private sector engagement **(Required Evaluated)**,
- A proven track record of developing a minimum of 1 private sector engagement framework in the climate, sustainable development or green economy/finance sectors **(Required Evaluated)**
- Demonstrated knowledge of the private sector landscape (all categories including startups, SMEs, large enterprises) in Tunisia evidenced by direct involvement in at least two (2) private-sector-focused assignments in Tunisia **(Required Evaluated)**
- A proven track record in developing and structuring at least 1 project pipeline for climate or development finance, with a minimum individual project size of USD 5 million **(Required Evaluated)**

- A proven track record in developing and structuring at least one project pipeline that involves private-sector instruments—such as equity, blended finance, or guarantees—to mobilize private investment **(Required Evaluated)**
- Having 1 collaboration with public financial institutions with similar institutional mandates and functions as CDC **(Desired Evaluated)**
- Excellent oral and written communication skills in English **(Desired Evaluated)**

12. Awarding Criterion and Evaluation process

The Award criterion is the most economically advantageous tender considering the best price / quality ratio. Offers that meet the exclusion grounds will undergo further evaluation, focusing on the requirements outlined in the "Qualification and Experience" section, as follows:

(1) Criterion	(2) Weighting (w)	(3) Points of criterion (c)	(4) Score= (2) x (3)
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 (Required ON/OFF)			
Excellent oral and written communication skills in French (Required ON/OFF)			
At least 10 years of experience in the field of climate change or private sector engagement (Required Evaluated)	10%		
A proven track record of developing a minimum of 1 private sector engagement framework in the climate, sustainable development or green economy/finance sectors (Required - Evaluated)	15%		
Demonstrated knowledge of the private sector landscape (all categories including startups, SMEs, large enterprises) in Tunisia evidenced by direct involvement in at least two (2) private-sector-focused assignments in Tunisia (Required - Evaluated)	15 %		
A proven track record in developing and structuring at least one (01) project pipeline	25%		

for climate or development finance with a minimum individual project size of USD 5 million (Required - Evaluated)			
A proven track record in developing and structuring at least one project pipeline that involves private-sector instruments—such as equity, blended finance, or guarantees—to mobilize private investment (Required - Evaluated)	20%		
Having 1 collaboration with public financial institutions with similar institutional mandates and functions as CDC (Desired – Evaluated)	10%		
Excellent oral and written communication skills in English (Desired – On/Off)	5%		
Total	100 %		

Failure to provide the minimum required qualifications is considered ground for disqualification.

Scoring for each evaluation criteria starts from 100 points (when minimum requirements are met) up until maximum 150 points (100p Base +10p for extra criteria over base up to 50 additional points).

Each Section/evaluation criterion is evaluated autonomously. The final scoring of each evaluation criterion is the outcome of its scoring multiplied by the corresponding weighting factor. The overall score of the technical offer is the sum of the final scoring of all the Sections/evaluation criteria.

The overall score of the technical offer is calculated on the basis of the following formula:

$$B_i = w_1 \times c_1 + w_2 \times c_2 + \dots$$

For the overall score which will determine the ranking of offers, technical evaluation will be weighted with 80%, and the financial offer with 20%.

The final listing of the most advantageous offers will be made on the basis of the following formula:

$$\lambda_i = 0.8 * (B_i/B_{\max}) + 0.2 * (K_{\min}/K_i).$$

Where:

- B_{max}: the max score received by the best of the technical offers received

- Bi: the score of the technical offer
- Kmin: The cost of the financial offer with the minimum price offered.
- Ki: The cost of the financial offer

The most advantageous offers is the one with the greater value of Λ .

In case of equality of overall scores, the winning proposal is the one whose corresponding technical proposal received the highest rating.

13. Monitoring and Progress Controls

Ms. Sondos Njoui 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 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-Med 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.