

**Framework Agreement to support EIB Advisory Services (EIBAS) activities
inside and outside EU-27
TA20210614 R0 FWA**

PREQUALIFICATION DOSSIER

PART B - SCOPE OF SERVICES – ALL LOTS

Lot No. 1: Environment

Services will be provided to support the preparation and implementation of infrastructure projects including, but not limited to, the following sub-sectors: water, Sanitation and wastewater, flood risk management, drought management, solid waste, urban development, biodiversity and nature-based solutions and climate change.

The required support may be for the preparation and review of the complete project documentation (i.e. among others technical feasibility including demand and option analysis, economic and financial analysis, environmental impact assessment, climate risk and vulnerability assessment, institutional viability, project governance mechanisms and procurement strategy) or implementation (e.g. preparation and review of detailed designs and tender documents). Also the support may refer to other areas that are necessary for the preparation for funding and feasibility studies (e.g. sector strategies, master plans, national tariffs, unit cost studies etc.). Services may also be required delivery of capacity building activities and for horizontal issues (including those affecting more than one project or more than one country), such as the development of methodological guidelines, model project approaches, PPP-grant blending, digitalisation or compliance with legal provisions (e.g. environmental and state-aid requirements).

A. TECHNICAL DESCRIPTION FOR SUB-SECTORS

1. **Water, Sanitation, Wastewater and Flood Protection:** Services will be provided to specifically support water resources and water supply, wastewater collection and treatment including effluent water reuse, sludge reuse and management, flood prevention, hydrology and flood risk management projects, as well as other projects in the field of water and environment such as catchment management, water resource management, water quality, new water technology, membrane based water/wastewater treatment, hydrological analysis including combination with climate models, smart water including innovation, automation, digitalisation and green infrastructure, environmental monitoring, operator performance review and improvements etc.
2. **Solid Waste:** Services will be provided to support the identification and preparation of infrastructure projects including, but not limited to, the following sub-sectors: waste collection, treatment and disposal equipment and facilities with particular focus on material and bio-waste recovery for recycling, including closure and rehabilitation of old dumpsites, management and rehabilitation of polluted areas and hazardous waste management treatment and disposal.
3. **Circular economy:** Services will be provided to support the identification, pre-screening and preparation of CE projects in the following areas: (i) circular design and production (new products and assets that are designed and produced in a way to reduce virgin material consumption and waste generation); (ii) circular use (new business models and strategies that optimise capacity utilisation and extend the useful life of products and assets); (iii) circular value recovery (closure of resource and material loops through material recovery and recycling of end-of-life products and materials); (iv) circular support (services and tools, in particular ICT, that enable CE projects in the previous three areas).
4. **Climate change mitigation and climate adaptation and resilience**

Climate change mitigation including project preparation in line with the Do No Significant Harm principle; climate change resilience; climate risk and vulnerability assessment; coastal resilience climate adaptation strategy and plan and net zero strategy.

Climate adaptation and resilience including project preparation in line with the Do No Significant Harm principle of the EU-Taxonomy; screening of projects for physical climate risk; approaches for managing physical climate risk in operations; in-depth climate risk and vulnerability assessment using up-to-date climate data and good practice (such as EUFIWACC); development of adaptation measures to reduce physical climate risk; cost benefit analyses of adaptation options; capacity building and advice on institutional arrangements for climate resilience; development of adaptation and resilience strategies and plan; adaptation planning at sector level; mapping and assessments of physical climate risks at system level (city, river basin, infrastructure network, business operation).

5. Biodiversity and Nature Based Solutions

identification, preparation and evaluation (cost benefit analysis, multi criteria analysis and any other relevant analysis) of alternatives based on ecosystem services (nature based solutions) to substitute grey infrastructures in the various targeted sectors (water treatment, wastewater treatment, flood protection, urban drainage, mitigation of urban heatwave, climate change mitigation and adaptation to name a few). Evaluation of the biodiversity impacts, in line with the Do No Significant Harm principle of the EU-Taxonomy, of such solutions and elaboration of a monitoring system to document such impacts along the project life cycle. Elaboration of biodiversity strategies and/or plans linked to the above mentioned sectors. Capacity building and advisory services on the two subjects.

B. HORIZONTAL EXPERTISE

1. **Project Identification and Preparation Support:** e.g. supporting the identification, pre-screening, preparation and review of the complete project documentation (for instance technical feasibility including demand and option analysis, cost benefit analysis, environmental impact assessments in line with the applicable EU legislation, climate change mitigation, climate change adaptation, climate risk and vulnerability assessment, developing adaptation measures to reduce physical climate risk, institutional viability and procurement strategy) and EU funding applications. Likewise, support may be requested for the preparation of Climate, Environmental and Social Management Plans and frameworks, audits or gender analysis and plans or to update or revise Project Implementation Manuals (especially for co-financed operations).
2. **Project Implementation Support:** e.g. supporting the implementation of infrastructure projects and investment programmes with specialist input in the areas of procurement, contract management, cost analysis and monitoring or engineering, claims management and institutional arrangements related to EU funded programmes, including capacity-building assignments. Support may be requested in the implementation of Climate, Environmental and Social management plans and other actions related to the environmental and social management system, including gender mainstreaming.
3. **Capacity building, knowledge creation and dissemination:** e.g. Capacity building and training needs assessments, design, development and delivery of training modules and programmes, guidance documents, case studies and other training materials, support to event organisation and delivery (including a virtual setting).
4. **Provision of advice on regulatory and institutional matters:** e.g. environmental and social impact and strategic environmental assessment, resettlement framework policies and plans, gender analysis and plans, human rights or conflict sensitivity assessments/plans, climate risk and vulnerability assessment and other EU initiatives, EU grant funds regulations affecting infrastructure projects and competition issues (i.e. state aid issues, preparation of notifications etc.).
5. **Provision of advice on preparation of strategies:** general advice on best practice in the integration of EU policy objectives and other objectives and goals into preparation of e.g. water sector strategies, solid waste management and circular economy strategies on national, regional or local level corporate water stewardship strategies. Such strategies may form the basis for preparation of action plans and investment programmes.

6. **Technical assistance in different generic consultancy tasks** focused on developing new concepts, context and baseline analysis, inventory of existing strategies, search for lessons learned and best practices, definition of selection criteria, guidelines, development of methodologies and knowledge creation, evaluation of innovative water technologies and processes, among others.

7. **PPP project and transaction advisory support:** e.g. upstream PPP project support, including assessment of the PPP option, project preparation (i.e. technical, financial, environmental, insurance, social and legal aspects of the project), market risk assessment, risk allocation, affordability, market interest and bankability as well as identification of the most appropriate model to optimise the use of available funds for the project, including the use of blending with EU grants or EU Financial Instruments, project structuring, contract and tender preparation, conducting competitive tenders project management and organisational arrangements for the preparation, procurement and implementation of the PPP.

8. **PPP Policy and Institutional Support:** support to address hurdles to the development of private participation in projects and to ensure that legal and institutional frameworks are conducive to PPPs. Potential advisory activities would be carried out on a generic or country specific basis. These activities would include advice, reviews and/or development of guidance materials for the purpose of helping the public sector

Lot No. 2: Energy

INTRODUCTION

In terms of technical scope, in the energy and energy intensive industries¹ (EII) sector the assistance may cover the following sub-sectors: energy supply, enabling infrastructure, energy efficiency, energy intensive processing industries, innovation and new types of energy infrastructure.

In terms of type of activities required, the support may include project assessment support, project preparation support, project implementation support, project monitoring and verification, horizontal studies and advisory support, capacity building, knowledge creation and dissemination.

The support may need be provided to be the EIB directly, or on behalf of the EIB to EIB partners such as: project promoters, financial intermediaries and other relevant stakeholders.

A. TECHNICAL DESCRIPTION FOR SUB-SECTORS

1. **Energy Supply:**

- Power generation and cogeneration: low-carbon power and CHP plants, carbon capture use and storage, renewable energy (hydro, wind energy, ocean, solar, geothermal, biomass, biogas and waste to energy).
- Heat production from renewable sources;
- Efficient gas-fired small boilers applicable for buildings or SMEs;
- Production and storage of gaseous, liquid and solid energy carriers from low-carbon energy sources;
- Supply and processing of Critical Raw Material needed for key low-carbon technologies and/or energy transition in the EU.

2. **Enabling Infrastructure:**

- Electricity transmission and distribution infrastructure, including storage;
- Gas infrastructure:
 - connection to new sources of low-carbon gases;
 - gas network projects that are planned to transport low carbon gases, including the rehabilitation and adaptation of existing gas infrastructures when it is part of this goal;
 - smart meters intended to reduce gas consumption.
- District heating and cooling infrastructure, including storage.
- Smart energy grids and smart meters

3. **Energy Efficiency:**

- energy efficiency in buildings (residential and non-residential sectors);
- energy efficiency in public lighting;
- energy efficiency and low-carbon technologies and processes in industrial facilities and SMEs;

4. **Energy intensive industries (EII) and corresponding processes:**

- Carbon emission reduction technologies for iron and steel, refining, chemicals, cement, glass, paper refining and other industries

5. **Innovation: energy intensive industries and new types of energy infrastructure²:**

- Corporate or national RDI programmes;
- Commercial demonstration of innovative technologies, including demonstration projects, innovative manufacturing processes, and innovative low-carbon technologies in energy-intensive industries (EII);

¹ Industries with a product benchmark under the EU ETS regulation.

² in relation to the scope of EIB's participation in the implementation of the Innovation Fund, in particular, the provision and management of the Project Development Assistance (PDA) support (https://ec.europa.eu/clima/policies/innovation-fund_en) focusing on highly innovative technologies that can bring on significant emission reductions.

- Technologies and business models that contribute to the implementation of the EU Strategic Energy Technology plan or decarbonisation of EII, including renewables, carbon capture use and storage, cross-sectoral projects, sector coupling, circular economy pathways, electrification, biomass as feedstock, innovative energy carriers, nuclear fission and fusion;
- New types of energy infrastructure including batteries and innovative energy storage technologies (CAES³, hydrogen, flow batteries etc.), demand response, market participants engaged in aggregation, electrification of transport, heating, digitalisation projects in energy sector; all projects that contribute towards sector coupling and increased flexibility of energy systems.

B. HORIZONTAL EXPERTISE

1. **Project Assessment Support:** e.g. supporting project assessment and evaluation, due diligence, bankability assessment, projects screening, projects prioritisation, innovative technologies assessments (including TRL⁴, market size and replicability potential, GHG emission reduction, Life Cycle Assessment (LCA) of innovative products and processes, EU ETS⁵ assessment, processes RAM⁶, certification), etc.
2. **Project Preparation Support:** e.g. supporting the preparation and review of the complete project documentation and/or project funding application, including for instance: technical documentation, business plans, feasibility studies, cost-benefit analysis (including demand and option analysis, financial and economic analysis, risk assessment), environmental and social impact assessment, energy audits, technology readiness assessment, climate risk and vulnerability assessment, institutional arrangements, legal documentation and procurement documentation, Best Available Technologies (BAT), etc. Likewise, support may be requested for the preparation and/or update of gender analysis and plans
3. **Project Implementation Support:** e.g. supporting implementation of infrastructure projects and investment programmes with specialist input in the areas of: project and programme management and structuring, engineering, procurement, contract management, Energy Performance Contracts (EPC), financial engineering (including PPP), environmental and social impact, legal compliance, climate risk and vulnerability assessment and institutional arrangements, energy management systems, gender mainstreaming etc.
4. **Project Monitoring and Verification:** e.g. monitoring of project implementation process and physical works progress, monitoring of compliance with applicable regulations and procedures (environmental, regulatory, procurement, financial), ex-post verification of physical completion and of project results, climate-related corporate sustainability reporting and disclosure etc.
5. **Horizontal studies and advisory support:** e.g. preparation of strategies, policies, plans, market studies, sector advice, and guidance on regulatory matters (e.g. EU and national regulations, State aid, procurement, EIA, SEA, climate risk and vulnerability assessment, climate adaptation, social impact, gender analysis and plans), decarbonisation and climate transition plans etc.
6. **Capacity building, knowledge creation and dissemination:** e.g. capacity building and training needs assessments, design, development and delivery of training modules, programmes and vocational trainings, guidance documents, case studies and other training material, event organisation and delivery (including in a virtual setting).

³ Compressed-air energy storage

⁴ Technology Readiness Level

⁵ EU ETS: EU emissions trading system

⁶ Reliability, Availability, Maintenance

Lot No. 3: Mobility

Advisory services to support transport projects, including but not limited to the following sub-sectors: roads, rail, urban transport, air transport, waterborne transport, logistic platforms, transport electrification and transport digitalisation.

Services may include:

- a. Project preparation (e.g. technical feasibility including option analysis, traffic analysis and forecasting, cost benefit analysis, environmental and social impact assessment, climate risk and vulnerability assessment, climate change adaptation, operational and institutional viability, procurement strategy, gender in projects, safety and security),
- b. Project implementation (e.g. preparation and review of preliminary and detailed designs and tender documents),
- c. Capacity building and
- d. Horizontal and multimodal issues.

Support may refer to other areas required for the preparation of funding and feasibility studies (e.g. sector strategies, master plans, national tariffs, unit cost studies etc.).

Advisory services may also be required for the development of materials and delivery of capacity building activities and on horizontal issues (including those affecting more than one project or more than one country), such as the development of methodological guidelines, model project approaches, climate risk and vulnerability assessment, climate adaptation, PPP, blending and compliance with legal provisions (e.g. environmental and state aid requirements).

Services may relate to all EIB countries of operations and in particular countries with limited EIB presence.

A. TECHNICAL DESCRIPTION FOR SUB-SECTORS

1. **Roads Sector:** roads – motorways – bridges – tunnels – urban roads – road bypasses – alternative fuels and related infrastructure – ITS/digitalisation – vehicle technology – autonomous vehicles.
2. **Rail Sector:** conventional railways – high-speed railways – railway infrastructure (civil works, track, electrification and other installations) – railway signalling – rolling stock, - alternative fuels, - terminals, maintenance depots and other associated facilities.
3. **Urban Transport Sector:** metro – light rail/suburban rail – tramways – zero emission buses/trolleybus – metro/tram infrastructure (track, tunnels) – metro/LRT signalling systems, digitisation and Mobility as a Service, walking and cycling infrastructure, urban logistics and urban freight transport.
4. **Air Sector:** airports (infrastructure and operations) – urban air mobility - air traffic management – airlines – aerospace industry (including spacecraft).
5. **Waterborne Transport Sector:** ports (infrastructure and operations) and maritime transport – inland waterways and ports – shipping and maritime industry (including shipyards) – logistic platforms.

B. HORIZONTAL EXPERTISE

1. **Strategy/programming support:** e.g. supporting the development of integrated transport plans, sustainable urban mobility plans, sector strategies, sector adaptation plans, logistic plans, integrated land use and transport plans.
2. **Project Preparation Support:** e.g. supporting the preparation and review of the complete project documentation (for instance technical feasibility including demand and option analysis, cost benefit analysis, transport modelling and forecasts, environmental impact assessment, social impact assessment, climate risk and vulnerability assessment, institutional viability, and procurement strategy) and EU funding applications (e.g. ESIF). Likewise, support may be requested for the preparation and/or update of gender analysis and plans.

3. **Project Implementation Support:** e.g. supporting the implementation of transport projects and investment programmes with specialist input in all project areas and in particular procurement, project management, contract management, cost engineering, claims management and institutional arrangements related to EU funded programmes, including capacity-building assignments, resettlement support, social and environmental audits, including gender and mainstreaming.
4. **Capacity building, knowledge creation and dissemination:** e.g. Capacity building and training needs assessments, design, development and delivery of training modules and programmes, guidance documents, case studies and other training material, event organisation and delivery (including in a virtual setting).
5. **Advisory support on regulatory and institutional matters:** e.g. environmental impact (EIA) and strategic environmental assessment (SEA), social impact assessment, , EU funds regulations affecting transport projects and competition issues (i.e. state aid issues, preparation of notifications etc.), road safety impact assessment and audits (including road safety star rating), methodological support to implement relevant EU Directives, gender analysis and plans, climate-related corporate sustainability reporting and disclosure.
6. **Climate action - mitigation:** technology assessments, alternative fuel and powertrain expertise, support for zero emission-mobility charging infrastructure, support the transition to zero emission vehicle fleets, climate mitigation and adaption assessments, climate vulnerability assessments.
7. **Climate action – adaptation:** adaptation technology assessments; screening of projects for climate sensitivities; climate risk and vulnerability assessment; cost benefit analyses of adaptation options, advise on institutional arrangements for climate resilience; adaptation and resilience planning; approaches for managing physical climate risk in operations.
8. **PPP project and transaction advisory support:** e.g. upstream PPP project support, including assessment of PPP options, project preparation (e.g. technical, financial, environmental, social and legal aspects of the project), risk allocation, affordability, market interest and bankability, identification of the most appropriate model to optimise the use of available funds, use of blending with EU grants or EU Financial Instruments.

Lot No. 4: Smart Growth, Social Infrastructure, Horizon Europe and SMEs access to Finance

Services will be provided to support the preparation of projects / programmes and horizontal activities in areas relevant for smart development and Horizon Europe, including but not limited to, the following sub-sectors: research, development (R&D) and innovation, information and communication technologies (ICT), health, education, and training. The projects may contain both intangible and tangible investment components, therefore, technical, engineering and project management expertise may be required for successful completion of the tasks. Services may also be required for the development of materials and delivery of capacity building activities and on horizontal issues (including those affecting more than one project or more than one country), such as the development of methodological guidelines, model project approaches, PPP–grant blending, compliance with legal provisions (e.g. environmental and state aid requirements).

A. TECHNICAL DESCRIPTION FOR SUB-SECTORS

- 1. R&D / Innovation:** research management, research infrastructure, digitalisation programmes assessment, corporate or national RDI programmes, the development of university R&D-centres and Science Parks, smart specialisation and the creation of innovation and incubation support services.
- 2. ICT:** fixed and wireless telecommunications infrastructures, satellite systems/terrestrial broadcasting systems, submarine cable systems, hardware/software development, e-services, ICT-related research and Innovation, Smart Development etc.
- 3. Health:** primary care, secondary care, tertiary care, public health, (re-)construction and equipment of general and specialized care and university hospitals, e-Health/ digital health, etc.
- 4. Education:** pre-primary education/kindergartens, primary education/comprehensive schools, secondary education, tertiary education, vocational education & technical training, education & research facilities, construction, equipment and the running of education infrastructures, development of specialist educational facilities, education program planning and resourcing, distant learning and e-learning. As relevant, this area will also cover related educational activities linked to cultural heritage and other social infrastructure.
- 5. SMEs:** financial intermediaries (counterparty banks, national/regional development agencies, microfinance institutions and other intermediaries), SMEs and Mid-caps, policy makers responsible for SME finance and development.
- 6. Digital, low carbon and/or environmentally sustainable technologies innovation and infrastructures:** Research, development and innovation in key enabling technologies (KETs), advanced manufacturing and digital technologies, low carbon technologies and low environmental footprint (materials, processes, products, services and systems). Commercial demonstration of innovative technologies, including industrial infrastructures for innovative and smart manufacturing processes, and innovative low-carbon technologies in industrial manufacturing.

B. HORIZONTAL EXPERTISE

- 1. Project Preparation Support – R&D, ICT, Health, Education:** e.g. supporting the preparation and review of the complete project documentation (for instance technical feasibility including demand and option analysis, technology readiness level (TRL) assessment, cost benefit analysis, environmental impact assessment, GHG emissions evaluation, complete product and processes life cycle assessment (LCA), climate risk and vulnerability assessment, corporate/company climate mitigation and/or adaptation strategies and targets, corporate/company social sustainability strategies institutional viability, and procurement strategy) and EU funding applications (e.g. ESIF). Services may also focus on evaluating and improving access-to-finance conditions related to areas/companies part of the relevant R&D programs supported by the European Commission, and in particular, the review of specific markets, identification of market gaps/failures, and the review of specific companies / projects planning fund raising activities to improve their investment readiness, climate resilience and adaptation.

2. **Project Implementation Support – R&D, ICT, Health, Education:** e.g. supporting the implementation of infrastructure projects and investment programmes with specialist input in the areas of procurement, contract management, cost engineering, claims management and institutional arrangements related to EU funded programmes, including capacity–building assignments.
3. **Capacity building, knowledge creation and dissemination – R&D, ICT, Health, Education:** e.g. capacity building and training needs assessments, design, development delivery of training modules and programmes, guidance documents, case studies and other training material, event organisation and delivery (including in a virtual setting).
4. **Provision of advice on regulatory matters – R&D, ICT, Health, Education:** e.g. environmental impact and strategic environmental assessment (EIA and SEA), EU ETS, sustainable finance taxonomy regulation including climate-related criteria, managing climate-related risks in operations, climate risk and vulnerability assessment, EU ESIF funds regulations affecting infrastructure projects and competition issues (i.e. state aid issues, preparation of notifications etc.), gender analysis and plans.
5. **PPP project and transaction advisory support – R&D, ICT, Health, Education:** e.g. upstream PPP project support, including assessment of the PPP option, project preparation (i.e. technical, financial, environmental, climate, social and legal aspects of the project), risk allocation, affordability, market interest and bankability as well as identification of the most appropriate model to optimise the use of available funds for the project, including the use of blending with EU grants or EU Financial Instruments.
6. **Support to counterparty banks and other financial intermediaries - SMEs:** institutional and capacity building activities (e.g. Environmental & Social Management System, AML/KYC procedure, etc.), enhancement of risk management systems including new requirements on climate-related risks, support in project selection (e.g. pipeline screening), support in monitoring of projects, strengthen the capacity and support the operations and dealflow generation via i.a. support to business planning, trainings for staff, awareness raising events, roadshows, support in capital market transactions (themed bonds, mini-bonds), support in visibility actions etc.
7. **Capacity building to end beneficiaries - SMEs:** Various degrees of support to the end beneficiaries, depending on the identified needs. Support could take the form of improvement of investment readiness of companies, trainings and strengthening of human capital, business planning, enhancement of product standards and compliance with EU requirements, improvement of accounting and reporting practices, digitalisation, internationalisation, gender mainstreaming, etc.
8. **Networking platforms - SMEs:** the establishment of networking platforms and events to gather the relevant stakeholders in the SME and/or VC and/or business angels and/or microfinance space to develop structured approaches, identify best practices, raise concerns, suggest policies, identify institutional bottlenecks, etc.
9. **Support Policy Reform - SMEs:** Initiate and support public policies to improve access to finance for SMEs (e.g. the creation of a credit registry) and/or SMEs' performance in areas of policy priorities such as climate action and digitalisation.
10. **Climate technologies:** market assessments for climate adaptation and mitigation technologies; feasibility studies; affordability, market interest and bankability as well as identification of financing models.

Lot No. 5: Urban and Regional Development

Services will be provided in areas relevant for the urban and regional development as well as the Just Transition Mechanism⁷, including but not limited to, the following sub-sectors: regional and urban development, urban buildings and social infrastructure, economic development and disaster risk management and social and affordable housing.

Expertise in delivering the following type of technical assistance support will be required: policy formulation support, needs assessment, project pipeline building, developing investment programmes & portfolios, support in strategic planning, project preparation & review support, project Implementation & procurement support, institutional capacity building and change management.

Services may also be required on relevant horizontal issues (including those affecting more than one project or more than one city/region, such as; assessing national legislative frameworks on Environmental and Social issues and compare them to EIB E&S standards, strategies and programmes for climate mitigation or adaptation or environmental sustainability, development of methodological guidelines, model project approaches, model standard documents, model financing models and compliance with legal provisions (e.g. environmental and state aid requirements).

Services will be provided both inside and outside EU.

A. TECHNICAL DESCRIPTION FOR SUB-SECTORS

- 1. Urban and regional development:** e.g. urban planning, urban renewal and regeneration, transition to climate neutral economy and environmental sustainability, carbon neutral cities, land use and transport integration, transit oriented development, sustainable urban mobility plans, smart cities, eco-districts, brownfield regeneration, cultural heritage, urban/regional climate mitigation & adaptation, territorial governance mechanisms and partnerships, territorial just transition plans and similar, territorial impact assessment;
- 2. Urban buildings and social infrastructure in the context of integrated urban/regional development:** e.g. urban infrastructure, municipal utilities, green buildings, buildings of public administrations and public service organisations/institutions, business infrastructure (such as; productions facilities, common used facilities, business parks, industrial zones, logistics facilities, science parks, research centres, office buildings, warehouses, etc.), re-purposing of abandoned buildings, mining sites, lands, and stranded assets, education facilities (e.g. kindergartens, schools and universities) , hospital and health care buildings; tourism infrastructure and assets, shopping centres, cultural buildings, sport and recreation facilities, parking facilities and similar;
- 3. Economic Development:** e.g. tourism development, access to finance, employment creation and preservation, skills development (e.g.re-skilling and up-skilling), productive investments in large enterprises, sectorial competitiveness, industry restructuring, clustering and similar;
- 4. Disaster Risk Management (DRM):** e.g. all stages of the DRM-cycle (prevention, preparedness, response and recovery) in relation to natural and man-made disasters;
- 5. Social and Affordable Housing:** e.g. projects and programmes for social and affordable housing construction and renovation, development and application of social and affordable housing finance approaches and instruments, application of energy efficiency / circular economy / nature based solution approaches in the housing context, and analysis of regulatory and policy issues in countries lacking robust social and affordable housing frameworks.

B. HORIZONTAL EXPERTISE

- 1. Policy formulation support:** Assisting policy development and implementation process. For instance: providing technical secretariat to working groups/task forces/committees services; analysing the problem, the policy objectives; conducting researches, benchmarking studies, option analysis; collecting, sorting, correcting and analysing data to support policy development process; statistical analysis of the size, demographic, pricing, competitive, and other economic dimension to the economic sectors, developing sectorial strategies and actions plans, assessing national legislative frameworks on E&S issues and compare them to EIB E&S standards (including environment, resettlement, public consultation & engagement, public procurement, labour laws, grievance mechanisms, etc) as well as other institutional

⁷ https://ec.europa.eu/info/strategy/priorities-2019-2024/european-green-deal/actions-being-taken-eu/just-transition-mechanism_en

frameworks and impact of previous programmes/projects; reviewing and drafting legislation proposals, etc.

2. **Needs assessment:** analysis of needs to bridge the gap between the “as-is” and “to-be” situation defined under policies and projects. E.g alignment with legal standards (safety, accessibility, environmental), the applicable climate adaptation strategy, post-disaster recovery, etc.
3. **Project pipeline building:** Assisting building pipelines of bankable projects. For instance: support to cities/regions/other public entities in developing low carbon investment programmes, climate adaptation investment programmes, project long-listing, assisting in conducting call-for-proposals, developing project prioritization and evaluation methodologies, project prioritization and evaluation, financial analysis, capacity assessments project appraisal. due diligence, etc.
4. **Developing investment programmes & portfolios:** Assisting in governing the programme and maintaining the programme results. For instance: formulating programme governance systems, objectives, success indicators at the programme level, projects, success indicators for individual projects; providing recommendations on the implementation modalities, financing mechanisms; master planning and monitoring the progress of the programme; providing work breakdown/packages structure for the programme, strategic business consulting/managerial advices, legal advice on the matters related to the management of the programme, programme management related trainings; etc.
5. **Support in Strategic Planning activities:** Supporting the preparation and review of strategic planning documents and efforts. For instance: support to cities / regions / other public authorities in the development and implementation of low carbon strategies, carrying out climate risk and vulnerability assessments, developing or reviewing master plans, national, regional territorial development and/or transition plans, integrated territorial investment strategies, tourism development plans, urban development plans, circular city plans, disaster risk management plans, investment plans, economic development plans, as well gap analysis between national legislation on social and environment vis a vis EIB Environmental and Social Standards (including gender mainstreaming), etc.
6. **Project Preparation/Review Support:** Supporting the preparation/review of the project documentation and restructuring project ideas and improving their financial viability. For instance; preparation or reviewing technical feasibility for investment projects and framework loans. These might include demand and option analysis, cost benefit analysis, environmental and social impact assessments (as per EIB Social and Environmental standards), climate risk and vulnerability assessment, institutional viability, and procurement strategy. It might also include providing advisory support in restructuring the projects in a way to improve their financial viabilities, etc. With regard to the EIB E&S standards, these might include preparation of resettlement frameworks or plans, gender analysis and plans, labour audits and supply chain assessments, indigenous people plans, etc.
7. **Project Implementation and Procurement Support:** For instance: formulation of procurement strategies, project control systems, providing recommendations on the implementation modalities and on integration of different component parts that they fit together properly to achieve the intended purpose; providing technical assistance in monitoring the progress of the projects, conducting risk assessments, providing strategic and managerial advices with regard to implementation of projects, legal advice on the matters related to the management of projects, preparation/review of the tender documents, supporting the evaluation of the offers, review of the procurement decisions, drafting/reviewing answers to all queries, procurement audit services, providing contract administration, design development process management, commissioning, value engineering, claim management, construction scheduling services; coordination among different disciplines and contracts; monitoring the progress in order to avoid delays, changes and disputes; providing advices on constructability, project design, construction quality, resolving disputes, commissioning, permits, gender analysis and plans etc.
8. **Institutional Capacity Building and Change Management:** Assisting in building institutional capacity efforts and in managing the changes. Reviewing infrastructure sector policies and building codes and provide recommendations to incorporate adaptation and mitigation best practices. For instance: defining the roles and responsibilities within the organizations as well as the processes and metrics to assess their progress; supporting the organizations in making organizational changes and organizational restructuring; (including the gender perspective), providing stakeholder management and engagement strategies, communication plans, training needs assessments, soft-skills trainings; event organisation and delivery (including in a virtual setting).

9. **PPP project and transaction advisory support:** e.g. upstream PPP project support, including assessment of the PPP option, project preparation (i.e. technical, financial, environmental, social and legal aspects of the project), risk allocation, affordability, market interest and bankability as well as identification of the most appropriate model to optimise the use of available funds for the project, including the use of blending with EU grants or EU Financial Instruments, project structuring, contract and tender preparation, conducting competitive tenders project management and organisational arrangements for the preparation, procurement and implementation of the PPP, etc.
10. **Climate action – adaptation:** adaptation solutions assessments; screening of projects for climate sensitivities; climate risk and vulnerability assessment; cost benefit analyses of adaptation options, advise on institutional arrangements for climate resilience; adaptation and resilience planning; approaches for managing physical climate risk in operations.

Lot No. 6: Bio-economy⁸

Services will be provided to support the preparation and implementation of projects within the bio-economy sector, spanning from primary production through the entire associated value chains including, but not limited to, the following sub-sectors: natural resources management, rural infrastructure, equipment, machinery and input supply, primary biomass production, food and biomass material manufacturing, transport, storage, retail and distribution, climate change adaptation or mitigation and analysis of other related cross-cutting issues as well as advanced biofuels, and research and innovation.

Support may be requested for the preparation and review of the complete project documentation (inter alia, technical feasibility including demand and option analysis, economic and financial analysis, environmental impact assessment, Life Cycle Analysis, climate risk and vulnerability assessment, project governance mechanisms and procurement strategy) or implementation support (e.g. preparation and/or review of detailed designs and tender documents). In addition, the support may refer to other areas that are necessary for the preparation for funding and feasibility studies (e.g. market and competitiveness assessment, SWOT analysis and other risk assessments, analysis of financial and business models, river basin management plans, sector strategies, master plans, water tariffs development/analysis, feasibility for certification schemes, etc.). Services may also be required in the analysis of sectoral and cross-cutting issues (including those affecting more than one project or country), such as the development of methodological guidelines, model project approaches, grant blending, compliance with legal provisions (e.g. environmental and state aid requirements), market-related assessment of sectoral industries, including trade barriers, market control mechanisms and the alignment thereof with international conventions and treaties or sectoral cross-subsidization rates in a country or group of countries.

A. TECHNICAL DESCRIPTION FOR SUB-SECTORS

Services will be provided specifically to support projects within the following sub-sectors:

1. **Natural resources and natural capital management:** Management and reclamation of land, water and biosphere resources, including projects addressing land degradation, natural ecosystems and forests, nature-based solutions, natural capital and ecosystem restoration, soil salinity, nonpoint source pollution or promoting sustainable land and/or water management practices or sustainable forest management, including afforestation and reforestation.
2. **Rural infrastructure, equipment, machinery and input supply:** Rural roads, rural markets, irrigation, drainage, water storage, field machinery and equipment as well as projects related to input supply including seeds and fertilisers.
3. **Primary production and biomass:** Primary production and biomass from agriculture, forestry, fisheries and aquaculture. This includes sub-sectors such as perennial crops, annual crops, livestock rearing, forestry production including for feeding biomass for related industries.
4. **Food and biomass material manufacturing:** Agro-processing (e.g. nuts or vegetable processing and packing), biomass transformation (e.g. dairy processing), and biomass utilisation for energy or materials production (e.g. use of wood residues as biofuel or to produce plywood) and the pulp and paper and other forest industries.
5. **Transport and storage:** Storage facilities such as warehouses and silos including port silos to improve transport facilities, food/grain conservation and reduce losses. In addition, services will also be related to

⁸ In this document the term bio-economy includes the agriculture, fisheries and forestry sectors and their associated value chains.

systems designed around this infrastructure, like warehouse receipt systems to improve access to finance for agricultural producers.

6. **Improve access to rural finance:** Support to counterparty banks and financial intermediaries to improve their knowledge and capacity to design products better suited to clients in the primary agriculture, forestry, fisheries and associated agro-processing sub-sectors through institutional and capacity building activities, enhancement of risk management systems or support in the appraisal and monitoring of loans. Lastly, it may also include value chain analysis and market studies to tailor financial products.

B. HORIZONTAL EXPERTISE

1. **Project Preparation Support:** e.g. supporting the preparation and review of the complete project documentation (for instance technical feasibility including demand and option analysis, cost benefit analysis, environmental impact assessment, climate risk and vulnerability assessment, institutional viability and procurement strategy) and EU funding applications (e.g. for blended operations). Likewise, support may be requested for the preparation of Environmental and Social Management Plans or to update or revise, gender analysis and plans, Project Implementation Manuals (especially for co-financed operations).
2. **Project Implementation Support:** This includes supporting the implementation of projects in the bio-economy and investment programmes with specialist input in the areas of procurement, contract management, cost analysis and monitoring or engineering and institutional arrangements related to EU funded programmes, , gender mainstreaming, including Technical Assistance grants.
3. **Capacity building, knowledge creation and dissemination:** e.g. Capacity building and training needs assessments, design, development and delivery of training modules and programmes, guidance documents, case studies and other training material, event organisation and delivery (including in a virtual setting) and communication.
4. **Provision of advice on regulatory matters:** This may include support in improving appraisal methodologies and criteria to be better aligned with evolving EU environmental and climate policies. This includes environmental and social impact and strategic environmental assessments, resettlement framework policies and plans, climate risk and vulnerability assessments and other EU initiatives such the Green Deal and the related Biodiversity, Farm to Fork and Forest strategies of the EU acquis relating to Circular Economy, Agriculture and Rural Development, affecting projects in the bio-economy.
5. **Provision of advice and analysis related to markets of agricultural and forestry products,** including, but not limited to, upstream and downstream markets for goods and services, as well as analysis of emissions trading systems, green certificates, valuation and monetization of ecosystem services, etc.
6. **Upstream preparatory work for Project Finance operations or PPP project and transaction advisory support:** e.g. upstream PPP project support, including assessment of the PPP option, project preparation (i.e. technical, financial, environmental, insurance, social and legal aspects of the project), market risk assessment, risk allocation, affordability, market interest and bankability as well as identification of the most appropriate model to optimise the use of available funds for the project, including the use of blending with EU grants or EU Financial Instruments.
7. **Climate action – adaptation:** adaptation solutions assessments; screening of projects for climate sensitivities; climate risk and vulnerability assessment; cost benefit analyses of adaptation options, advise on institutional arrangements for climate resilience; adaptation and resilience planning; approaches for managing physical climate risk in operations.