



**Q&A dated 08/07/2025**  
**concerning public service contract No. MOZ22005-10102 “Power2Scale: Market-Driven Mini-Grid and PUE Model Design – Mozambique”**

N°	Question	Answer
1.	Can we include additional roles to the ones described in the ToR?	Yes, you may include additional roles beyond those described in the ToR. These roles should be clearly defined and justified in your proposal in relation to the assignment's objectives and expected deliverables. Please ensure that CVs are submitted for all proposed key personnel.
2.	Can we propose amendments/expansion of the timelines foreseen in the ToR? We believe that some of the timeframes proposed are too restrictive and may result in incomplete results.	Yes, you are free to propose the timeline of activities you consider necessary, provided it includes a clear justification. The proposed timeline must align with the scope, objectives, and deliverables of the assignment, and the overall duration of the services must be respected.
3.	Is there any reference budget for the project?	No reference or indicative budget has been provided. Bidders are expected to submit a lump-sum financial offer based on their own estimation of the level of effort, team composition, and resources required to complete the assignment.
4.	Is there any estimated level of effort for each of the different phases (1-9) included in the ToR?	There is no fixed allocation of effort per phase. However, the ToR provides a detailed breakdown of the activities and deliverables across phases to support your internal estimation and planning.

5.	<p>P. 35 of the ToR includes five financial Models that need to be developed by the Consultant, namely:</p> <ul style="list-style-type: none"> <li>• Core Mini-Grid Financial Model – complete infrastructure and operational viability framework;</li> <li>• PUE – Informal and Micro-Enterprise Model – tailored to small-scale users with financing constraints;</li> <li>• PUE – Anchor Client and Aggregator Model – designed for large-scale off-takers and cooperatives;</li> <li>• Integrated Infrastructure Model – bundling energy with digital, water, or agri-logistics services;</li> <li>• Adaptable Template Model – user-friendly tool for replication across sites and technologies.</li> </ul> <p>Can Enabel provide a detailed description of each model?</p>	<p>No. The five financial models mentioned in the ToR are indicative categories, intended to signal the expected diversity of financial strategies to be developed under this assignment. It is the responsibility of the consultants to design and present five distinct financial models, each aligned with a corresponding business model and tailored to the Mozambican context.</p> <p>Historically, Productive Use of Energy (PUE) has not been integrated into mini-grid development business models. Now, across Africa, and through consultations with private sector actors, there is strong consensus that PUE is a critical factor for financial viability. All consulted stakeholders have emphasized that without a strong and structured PUE component, mini-grids struggle to achieve sustainable load factors and long-term operational viability.</p> <p>As such, the financial models to be developed must place strong emphasis on incorporating realistic, investable PUE strategies that are grounded in local value chains and productive demand opportunities.</p> <p>The design and structure of each model should reflect the consultants' professional experience and understanding of what has worked in similar settings, appropriately adapted to Mozambique's regulatory, economic, and operational realities. This includes alignment with the ARENE tariff methodology, national energy access plans, and data gathered through field diagnostics.</p> <p>Each model must be fully justified, operationally relevant, and structured to support investment decision-making, including validation by financial institutions and potential for replication and scale-up.</p>
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6.	<p>Are you seeking financial reliance on the Investment Grade Financial Model(s) for decision making, or are these outputs to inform the wider policy and programme initiatives?</p>	<p>Both. The models are expected to be investment-grade, meaning they must be robust enough to support actual project development, financial due diligence, and engagement with Development Finance Institutions (DFIs) and commercial banks.</p> <p>At the same time, they will also serve a strategic function by informing policy dialogue, regulatory processes, donor coordination, and future programming, providing validated blueprints for scaling mini-grid and PUE solutions in Mozambique.</p> <p>As outlined in the ToR, three of the five models will be tested and validated in real pilot sites, ensuring their practical relevance, usability, and credibility with key institutional and financial stakeholders.</p>
7.	<p>Given the very tight schedule, our understanding is minigrid sites are already selected. Can you share their GPS coordinates ?</p>	<p>The mini-grid sites will be located in the provinces of Nampula and Zambézia. We are currently in the process of conducting field visits to five candidate sites:</p> <ul style="list-style-type: none"> <li>• Nampula Province: Mecubúri, Milhana, and Muíte</li> <li>• Zambézia Province: Pebane and Nagonha</li> </ul> <p>From these, three sites will be selected for the scope of this project.</p>