

Request for Proposal (RfP) for Strategic Assessment of Energy Efficient Technologies and Supply Chain Ecosystem under ADEETIE Scheme

1. KEY DATES AND DETAILS

Event	Dates
Closing Time for Submission of Proposals	15/04/2026
Pre-bid Queries from Bidders	<p>06/04/2026 at 17:30 hrs IST.</p> <p>Please send your queries to the following email ID only: procurement_gef6@iiec.org</p> <p>Pre-bid queries received after this deadline shall not be considered.</p>
Method to Submit Proposal	<p>Proposals must be submitted to:</p> <p>Procurement Team International Institute for Energy Conservation (IIEC) 944 Mitrtown Office Tower, 27 Floor, Suite no. S27089, Samyan Mitrtown, Rama IV Road, Wangmai, Pathumwan, Bangkok 10330, Thailand. E-mail: procurement_gef6@iiec.org</p> <p>The Bidder shall submit only an electronic version (in PDF format) of the proposal strictly in separate attachments as mentioned below –</p> <p>Subject Line: Proposal For ‘Strategic Assessment of Energy Efficient Technologies and Supply chain Ecosystem under ADEETIE Scheme’</p> <p>File 1: Technical Proposal (not more than 25 pages) including expertise of firm/organization, approach, methodology, implementation/work plan and team members’ CVs. The CV of each team member should not exceed 3 pages. However, CVs do not count as a part of 25 pages limit.</p> <p>File 2: Financial Proposal (not more than 2 pages)</p> <p>File 3: Copy of Work Orders showcasing relevant experience. (not more than 15 pages)</p> <p>File 4: Certificate of Registration (legal status), Financial audited statement of last 3 years (not more</p>

	<p>than 15 pages)</p> <p>(The proposal document should be single-spaced, 12-point Times New Roman font in Microsoft Word, at least one-inch margins)</p> <p>Proposals with conditional offers or variables, submitted in any manner other than as detailed in this section or submitted after the deadline, shall be deemed invalid and may be excluded from consideration.</p>
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2. BACKGROUND

The Ministry of Power (Government of India), through the Bureau of Energy Efficiency (BEE), has launched the ADEETIE scheme (Assistance in Deploying Energy Efficient Technologies in Industries & Establishments) in July 2025 as a national initiative to accelerate energy efficiency in industry. ADEETIE is a ₹1000 Crores (\$ 107 Million USD) program targeted especially at Micro, Small, and Medium Enterprises (MSMEs), providing comprehensive financial incentives (such as interest subvention on loans) and technical support (energy audits, DPR preparation, M&V, etc.) to enable MSMEs to adopt energy-efficient and clean technologies. This scheme aligns with India's climate goals by helping MSMEs reduce energy consumption and greenhouse gas emissions, thus contributing to industrial decarbonization. BEE, with its mandate under the Energy Conservation Act, 2001, is implementing ADEETIE to mainstream energy efficiency across 14 energy-intensive MSME sectors, initially focusing on 60 industrial clusters identified nationwide.

In this context, the Bureau of Energy Efficiency (BEE), under the Ministry of Power, Government of India, in collaboration with Energy Efficiency Services Limited (EESL), is implementing the ADEETIE (Assistance in Deploying Energy Efficient Technologies in Industries and Establishments) scheme to promote the adoption of energy-efficient and clean technologies in MSME sectors. To support effective implementation of the scheme, BEE/EESL intends to engage a professional consulting agency to assess high-impact technologies, map technology solution providers and supply chains, analyze barriers and financing mechanisms, and develop actionable recommendations to facilitate large-scale deployment of energy-efficient technologies across MSME clusters.

Under the Global Environment Facility (GEF)-6 cycle, the United Nations Environment Programme (UNEP) is the lead implementing agency for managing the project 'Creating and Sustaining Markets for Energy Efficiency'. In India, the project is currently executed by Energy Efficiency Services Limited (EESL), as the 'Executing agency' and the International Institute for Energy Conservation (IIEC) as the 'Co-executing agency' for this project.

3. ABOUT INTERNATIONAL INSTITUTE FOR ENERGY CONSERVATION (IIEC)

The International Institute for Energy Conservation (IIEC) was established in the USA in 1984 as a non-governmental, not-for-profit organization and has regional offices in India, the Philippines, and Thailand. IIEC's mission is to accelerate the global adoption of energy efficiency and renewable energy policies, technologies, and practices to enable economic and environmentally sustainable development. IIEC

pursues this mission in developing countries and countries in transition through fieldwork undertaken by its regional offices. For the last four decades, IIEC has been providing solutions to the problems posed by the rapidly increasing energy demand in developing and industrializing countries. IIEC works with governments and the private sector to develop, implement, and evaluate energy efficiency and renewable energy policies, programs, and projects.\

4. STUDY OBJECTIVE

The key objectives of this assessment are:

- Assessment of key technologies relevant to MSME sectors including typical capacity ranges used across clusters identified in ADEETIE Scheme.
- Mapping the local delivery ecosystem by identifying and evaluating technology solution providers (TSP) operating at the clusters, states, and national levels, including OEMs, suppliers, system integrators, fabricators, consultants, energy auditors, and service providers relevant to MSME energy efficiency and clean technology adoption.
- Facilitate partnership between BEE /EESL and key TSP to accelerate the adoption of Energy Efficient Technologies.

5. SCOPE OF WORK

The scope of work is structured into the following key tasks that the agency shall undertake to meet the study objectives:

TASK 1: Technology Assessment

The agency shall undertake a comprehensive technology assessment to identify, evaluate, and prioritize energy-efficient and clean technologies relevant to MSME sectors under the ADEETIE scheme. The scope shall include, but not be limited to, the following activities:

- i. Comprehensive Assessment of Technologies:** Conduct a detailed assessment of energy-efficient and clean technologies applicable to the prioritized MSME clusters. For each technology, the agency shall prepare technology profiles covering the technical description, working principle, typical capacity ranges used by MSMEs, energy-efficiency benchmarks, expected energy-saving potential, and estimated greenhouse gas reduction. The assessment shall also include techno-economic analysis with indicative capital and operating costs, payback periods, and financial viability for MSME applications.
- ii. Coverage of High-Potential Technologies:** Ensure the assessment includes major high-impact technologies relevant to MSMEs, such as waste heat recovery systems, and drives, improved boilers and thermic fluid heaters, biomass gasifiers, advanced drying systems, upgraded furnaces and kilns, solar thermal and PV integration, and efficient utilities such as high-efficiency motors, compressed air systems, pumps, fans, and blowers. The review shall also cover digital solutions including IoT-based monitoring, automation, SCADA, and energy management systems, along with any emerging

technologies identified during the study. The agency shall prioritize 3-7 sector specific unique technologies which have potential for replication and can be clubbed/customized as standard solutions. Technology selection / prioritization shall be supported with at least 50 to 70 nos. of Expression of Interest (EOI) from each sector.

- iii. Cluster Specific Technology and TSP Mapping:** Tailor the assessment to the unique characteristics of each priority cluster, ensuring that sectoral relevance, process requirements, and local constraints are adequately reflected. Where certain technologies are more applicable to specific clusters (e.g., waste heat recovery in heat-intensive sectors), the agency shall provide deeper analysis and justification for cluster-level deployment. The agency shall also undertake mapping of TSP relevant to the prioritized technologies and clusters. This shall include identification of key manufacturers, technology providers, system integrators, and service providers operating at the national and regional levels who have experience in supplying or implementing the identified technologies in MSME sectors. The mapping shall capture details such as technology offerings, implementation experience, geographic presence, reference projects, and capability to support large-scale deployment across clusters. The analysis should highlight credible TSPs that can support replication and scaling of the prioritized technologies under the ADEETIE scheme.
- iv. Technology Compendium and Ready Reckoner Handbook:** Prepare a consolidated and sector-cluster specific Technology Compendium with at least 100 technologies across 14 sectors summarizing the applicability, benefits, feasibility, and deployment potential of all identified technologies. This Compendium will serve as a practical reference document for ADEETIE and support the design and promotion of targeted, high-impact technology interventions across MSME clusters. The agency shall prepare a Ready Reckoner Handbook as a simplified referencing guide for energy auditors, MSMEs, industry associations, financial institutions, and other relevant stakeholders. The handbook shall present key technologies, indicative energy savings, basic technology selection criteria, and key implementation considerations in a concise, user-friendly, and easily accessible format to facilitate informed decision-making and wider adoption of energy-efficient technologies in MSME sectors.

TASK 2: Delivery Ecosystem & Supply Chain Mapping

In mapping the delivery ecosystem, the agency will identify at least three (3) key TSPs for each identified prominent technology group. The selection of these TSP should be based on criteria such as market share, product availability, and their presence or track record in the relevant industrial cluster or state.

The agency will also help BEE/EESL build strong partnerships with TSP by evaluating their capabilities, fostering collaboration, and formalizing agreements. This approach supports the adoption and scaling of clean technologies in MSME clusters by promoting shared goals, knowledge exchange, and joint solutions to supply chain and adoption challenges.

- i. Stakeholder Identification and Mapping:** Map the key actors involved in the supply and repair of energy-efficient technologies at:

- National Level
- State & Cluster Level

- ii. Local Manufacturing & Supply Bottlenecks:** Examine the local manufacturing capabilities relevant to the required technologies. Identify if some efficient technologies are being manufactured within the cluster or state, and conversely, which technologies would likely need to be imported or brought from other states. Highlight any supply chain bottlenecks or challenges that could hinder technology deployment, such as long lead times for certain equipment, limited supplier competition (monopolistic situations), quality concerns with available products, or absence of recognized standards/certifications for the equipment in the MSME context.
- iii. Facilitating BEE/EESL Partnerships:** The agency shall assist in forging partnerships between BEE/EESL, and the key TSP identified. This will involve developing and finalizing an appropriate business model for collaboration in consultation with IIEC/EESL, for instance, an arrangement where EESL could aggregate demand from clusters and coordinate bulk procurement or serve as an ESCO (Energy Service Company) to implement projects with these TSP. The proposed business model for partnership should be based on the existing financing mechanism between banks/Fis and MSME. The agency will facilitate the negotiation and signing of Memoranda of Understanding (MoUs) between BEE/EESL and selected TSP (at least 20) covering multiple technology categories. These MoUs should establish the intent and framework for the TSP to work with BEE/EESL in deploying their solutions in the MSME clusters (e.g., agreeing on pricing support, demo projects, training commitments, supply guarantees, etc.).

TASK 3: Other Activities/Tasks

As part of the assignment, the agency shall conduct

- i. Barriers and Challenges:** Assess the main obstacles preventing MSMEs in selected clusters from adopting energy-efficient, renewable, and clean technologies by analysing technical, financial, behavioural, operational, institutional, and market factors. Identify how these barriers differ between clusters, provide relevant examples, and highlight both common and unique challenges to inform targeted solutions.
- ii. Financing Mechanism Assessment:** Evaluate current financing options for MSMEs, such as credit schemes, subsidies, ESCO models, carbon finance, blended finance, demand aggregation, leasing, and fintech lending. Review their accessibility and effectiveness, pinpoint gaps, and recommend improvements. Suggestions may include adjusting existing programs, designing new products, aggregating investment demand, or integrating climate finance and donor support to boost adoption within ADEETIE.

The agency will conduct at least 12 -15 closed door stakeholder consultations in key sectors to validate data and ensure practical recommendations. These sessions will include MSMEs, industry groups, technology firms, banks, state agencies, and academic institutions, using interviews, surveys, focus

groups, or workshops as appropriate. Findings will inform the assessment of barriers, financing, and technology, and will be thoroughly documented and reflected in the final report.

TASK 4: Recommendations

As a culmination of the analyses carried out under previous tasks, the agency shall develop strategic recommendations and a practical, action-oriented framework highlighting the operating models and transaction flows implementation roadmap to guide ADEETIE's deployment in MSME clusters. This will include preparing cluster-specific intervention packages outlining the most suitable technologies, recommended deployment approaches such as demonstrations or aggregated procurement, capacity-building needs, and any supporting policy actions required to accelerate uptake.

The agency shall define clear technology adoption pathways that MSMEs and clusters can follow—from awareness generation and training, to energy assessments, project identification, financing access, implementation, and performance verification, ensuring that these pathways are realistic, replicable, and aligned with ADEETIE's objectives.

Further, the agency shall compile all the information in a structured report defining stakeholder roles, outreach and engagement approaches, mechanisms for demand aggregation, criteria for pilot selection, and clear triggers for expansion to additional units or clusters.

TASK 5: National Workshop

The agency shall organize one National Workshop to present the key findings, recommendations, and outcomes of the study. The workshop will bring together relevant stakeholders including representatives from BEE, EESL, government bodies, MSME associations, financial institutions, TSP, industry experts, and development partners.

The objective of the workshop will be to disseminate the study results, get feedback on the key findings, pursue the TSPs for partnership and promotion of identified energy-efficient technologies, and facilitate dialogue on scaling up adoption across MSME clusters. The agency shall be responsible for:

- Preparing workshop concept note, agenda, and presentation materials.
- Coordinating with key stakeholders and inviting relevant participants.
- Presenting the study findings and facilitating technical discussions.
- Documenting proceedings, key discussions, and recommendations from the workshop.

A Workshop Proceedings Report summarizing the discussions, participant feedback, and key outcomes shall be submitted as part of the deliverables.

The list of sectors and clusters under ADEETIE scheme is mentioned below:

Sector	Clusters
Bricks	Bengaluru, Begusarai, Indore, Nagpur, Tripura

Foundry	Batala, Jalandhar, Ludhiana, Howrah, Rajkot, Belgaum, Coimbatore
Steel Re-Rolling	Mandi Gobindgarh & Ludhiana, Jaipur, Jalna, Raipur
Paper	Muzaffarnagar–Saharanpur, Kashipur, Vapi, Coimbatore & Erode
Textile	Ludhiana, Surat, Tirupur, Solapur, Panipat
Leather	Kanpur, Kolkata, Pallavaram & Vaniyambadi, Jalandhar
Forging	Bangalore, Pune, Delhi-NCR, Chennai, Ludhiana
Pharma	Baddi, Medak, Madgaon, Ahmedabad, Bidar
Food Processing	Ganjam & Nayagarh, Kaithal, Ludhiana, Pune
Fisheries	Kochi, Bhuvneshwar, West Godavari
Ceramics	Morbi Region, Thangadh, Khurja
Brass	Jagadri, Jamnagar, Moradabad, Salem
Chemicals	Ankleshwar & Panoli, Jamshedpur, Karnal, Thane, Vapi
Glass & Refractory	Ambala, Chirkunda, East & West Godavari, Firozabad

6. DELIVERABLES

The agency/agency shall produce the following deliverables over the course of the assignment (all reports to be in English, in professionally edited Word and PDF formats, with necessary tables, graphs, and annexures):

- i. Inception Report:** This foundational report will detail the project approach, refined methodology, comprehensive work plan, and initial findings from preliminary data collection. It will also present the finalized cluster selection criteria and a draft long-list of clusters to be examined.
- ii. Technology Compendium:** Preparation of a consolidated Technology Compendium, organizing the identified technologies into prominent categories.
A comprehensive report providing detailed profiles of the identified energy-efficient and clean technologies relevant to the MSME clusters including comparative notes and cluster-specific insights. Template to be discussed prior preparation with IIEC/ EESL.
- iii. Ready Reckoner Handbook and TSP List:** The deliverable shall also include a Ready Reckoner Handbook on ADEETIE scheme including key technologies and their applications in a concise and user-friendly format, clusters, empanelled financing institutions, energy auditors, a list of key Technology Solution Providers (TSPs) shall be provided for each technology category (at least three leading TSP in each identified prominent technology group, along with their names and brief profiles).

- iv. **Final Report (Design-Ready):** The final version will integrate all study components, clusters, technologies, ecosystem analysis, barriers, financing, and recommendations. The final, professionally designed report will incorporate all feedback, ready for dissemination to policymakers and stakeholders.
- v. **Expression of Interest (Eoi):** The agency shall provide list of MSME units prioritizing expression of interest for energy efficient technologies (3 – 7 sector specific unique technologies). Technology selection / prioritization shall be supported with at least 700 to 1000 Expression of interest (EOIs) across sectors.
- vi. **MoUs with TSP:** The agency shall facilitate the signing of MoUs between BEE/EESL and the TSP (at least 20 MoUs). Each MoU should detail the framework of collaboration for implementing specific technologies/group of technologies.
- vii. **National Workshop:** Conduct a workshop proceedings report summarizing the discussions, participant feedback, and key outcomes shall be submitted as part of this deliverable.

All reports should be submitted in both editable format (Word/PowerPoint and raw data files) and PDF. The language should be clear, professional, and free of jargon or, where technical terms are used, they should be explained. Visual elements like charts, maps (for cluster locations), flow diagrams (for processes or financing flows), and photographs (from site visits, if any) are encouraged to enhance the readability of the reports.

7. PAYMENT SCHEDULE AND TIMELINES

The shortlisted Organization/Agency is expected to complete the deliverables as per the timelines mentioned below:

Deliverables (Refer Clause No.6)	Timeline (Weeks)	Percentage of Total Contract Value (%)
Deliverable (i)	Within 2 weeks from the inception meeting	20% of the contract value
Deliverable (ii)	Within 4 weeks from the date of the award of the contract	10% of the contract value
Deliverable (iii)	Within 08 weeks from the date of the award of the contract	15% of the contract value
Deliverable (iv)	Within 12 weeks from the date of the award of the contract	10% of the contract value
Deliverable (v)	Within 16 weeks from the date of the award of the contract	15% of the contract value
Deliverable (vi)	Within 18 weeks from the date of the award of the contract	15% of the contract value
Deliverable (vii)	Within 20 weeks from the date of the award of the contract	15% of the contract value

8. SUBMITTAL & REPORTING

Interested organisations/agencies must provide information indicating that it is qualified to perform the services, along with budgetary quotes, by submitting separate proposals as described above via email to procurement_gef6@iiec.org with the subject as **Proposal for 'Strategic Assessment of Energy Efficient Technologies and Supply chain Ecosystem under ADEETIE Scheme'** in the subject line by **15th April 2026 at 17:30 hrs IST**.

Proposals should include the following information.

- Brief background about your organisation.
- Organizational & team's relevant experience.
- A narrative outlining the vision for the work along with the suggested methodology, work plan, and/or other technical inputs for the assignment.
- Team composition and individual qualifications & experience.
- References of similar projects/studies with contact details (email and telephone).
- Budget information. The Organization/Agency should submit a detailed cost proposal in USD only.

9. QUALIFYING REQUIREMENTS

- The bidder should have a legal status in India enabling the firm to carry out the assignment.
- The bidder should have average annual turnover for the last three financial years should be of USD 500,000.
- The bidder should have at least five (5) years of experience in undertaking consulting assignments related to Industrial energy assessments / MSME sector studies / Technology assessment with government organization / public sector entities / private institutions.
- The bidder should have successfully completed at least three (03) similar assignments during the last five (05) years, involving one or more of the following activities:
 - Industrial Energy efficiency projects
 - Market assessment / ecosystem mapping/ or decarbonization roadmap including technology deployment
 - Preparation of sectoral studies, roadmaps, or implementation strategies
- Preference may be given to assignments involving MSME clusters or industrial energy efficiency.

Note: Bidders shall submit the relevant supporting documents showcasing their qualifications and experience relevant to the qualifying criteria mentioned above. However, IIEC holds the right to seek any additional documents during the evaluation process as deemed necessary.

10. EVALUATION CRITERIA

The evaluation of bids shall be done on Quality Based Selection with **70%** (Seventy percent) weightage to technical score and **30%** (Thirty percent) weightage to financial bid. The following are the qualification criteria for the selection of organization/agency.

- Pre-screening: All applications meeting the minimum eligibility criteria and conformance to the application content requirements will be evaluated by the Evaluation Committee (EC).
- Final Evaluation: The proposals will be evaluated based on the marks obtained as per the criteria provided below against each category by the EC.

Parameters	Marks	Maximum Marks
Quality of Technical Proposal Sub-Criteria: a. Adequacy of the proposed methodology in responding to the Terms of Reference. b. Technical approach and work plan. c. Specific experience of the proposed team members.	20 20 15	55
Specific experience of the Organization/Agency relevant to the assignment	15	15
Bid cost competitiveness	30	30
TOTAL		100

11. TEAM COMPOSITION AND EDUCATIONAL & PROFESSIONAL QUALIFICATIONS

S. No	Role	Minimum Number of professionals	Minimum Education Qualification	Minimum Experience Criteria
1	Team Leader / Energy Efficiency Expert	1	Bachelor of engineering / technology (B.E. / B. Tech.) or equivalent	A minimum of 20 years of total professional experience is required, with at least 12 years of experience in industrial energy efficiency, MSME sector programs, or clean energy initiatives. Should be a BEE Accredited Energy Auditor.
2	Technical Expert 1 (Industrial/ MSME Sector)	1	Bachelor of engineering / technology (B.E. / B. Tech.) or equivalent	A minimum of 10 years of total professional experience is required, with at least 10 years of expertise in cluster development, industrial ecosystem research, or MSME sector studies. Should be a Certified Energy Manager/ Auditor.
3	Technical Expert 2 (EE Technologies)	1	Bachelor of engineering / technology (B.E. / B. Tech.) or equivalent	A minimum of 10 years of overall professional experience including experience in industrial energy efficient technologies, process optimization, feasibility studies, DPR etc. Should be a BEE Certified Energy Manager/ Auditor.

S. No	Role	Minimum Number of professionals	Minimum Education Qualification	Minimum Experience Criteria
4	Financial / Business Modelling Expert	1	Master's degree in finance	A minimum of 10 years of overall professional experience including experience in project finance, climate finance, ESCO models, or MSME financing etc.

The agency shall also demonstrate the availability of backstopping support and availability adequate support staff/resources for supporting the project team in conducting various tasks of the assignment.

12. INSTRUCTIONS FOR BIDDERS

- Bidders are requested to submit the complete proposal as mentioned on Page 1 of this RFP document.
- Files/ Folders greater than 20 MB in size will not be delivered in the above-mentioned email ID resulting in non-submission of the bids.
- The bidders can submit the proposal and documents in a maximum of two separate emails due to the size limitations of email as mentioned above.
- Submission of bids through any open source or links to shared drives such as Google Drive, OneDrive, WeTransfer, Dropbox etc. shall not be entertained and will stand disqualified.
- Project references and the associated documentary evidence should be easily identifiable for ease of evaluation.
- Submission of Financials should indicate the component of local taxes, as applicable.

13. TERMS AND CONDITION

- JV/consortium or any kind of sub-contracting shall not be allowed for this assignment.
- The maximum cumulative liability of the Agency/ agency entering a contract with the Client shall be limited to the Contract Value.
- IIEC is under no obligation to accept any proposal or part thereof received in response to this study.
- IIEC reserves the right to seek clarification or request any additional documents as deemed necessary. Furthermore, the IIEC reserves the right to modify or cancel the RFP (including extending the deadline for the receipt of proposals) without justification or compensation payable to the bidder.
- It will be at IIEC's discretion that it may accept request for an interim payment based on the situation of the ongoing project.
- IIEC will not reimburse bidders' expenses, including those related to responding to this RFP. In case any additional tasks are required, the agency should seek prior approval in writing from IIEC.
- Confidentiality: All data and information received from IIEC and partner organizations, provided to the agency for this assignment is to be treated confidentially and are only to be used in connection with the execution of these Terms of Reference (a specific separate confidentiality agreement may be agreed between the Consultancy and IIEC, if needed to provide information



more freely). All intellectual property rights arising from the execution of these Terms of Reference are assigned to IIEC. The contents of written materials obtained and used in this assignment may not be disclosed to any third parties without the expressed advance written authorization of IIEC and its partner organizations.