



Call for Expressions of Interest SOLUTIONSplus Call for Local Innovators Dar es Salaam

Opening of the call: January 25th, 2023

Closing of the call: February 24th, 2023

SOLUTIONSplus is an EU-funded flagship project, bringing together 48 international partners that was launched in January 2020 and has a duration of 4 years. The project aims to boost sustainable electrification of transport in large urban areas in emerging economies. The project is coordinated by the Urban Electric Mobility Initiative, a UN-Habitat Action Platform. Demonstration actions have been launched in ten cities across the globe and are followed by replication cities.

In Dar es Salaam, the demonstration action promotes the electrification of three-wheelers (hereafter “bajajs”) providing feeder services to the bus rapid transit system (BRT). The project also tests pedal-assist electric bicycles for urban deliveries, provides capacity building on the electrification of diverse modes as well as advises on policies to remove barriers to sustainable and electric urban mobility. The partners forming the SOLUTIONSplus Living Lab in Dar es Salaam are the Rapid Transit Agency (DART), UN-Habitat, UN Environment, the Institute for Transportation and Development (ITDP Africa), the Urban Electric Mobility Initiative (UEMI), the Wuppertal Institute (WI), the Deutsches Zentrum für Luft- und Raumfahrt - German Aerospace Center (DLR), FIER Automotive, and PluService.

To prepare the introduction of e-bajajs, the SOLUTIONSPlus team finalised a Feasibility Assessment report presenting collected data on spatial, organisational and financial patterns of conventional bajajs currently providing BRT feeder services, as well as the analysis of the regulatory, fiscal and market environment for the introduction of e-bajajs. This report is available on the SOLUTIONSPlus website ([link](#)). SOLUTIONSplus provided seed funding to two local innovators to develop locally built and assembled new and retrofitted e-bajajs.

Call for local innovators to procure, operate and maintain electric three-wheelers in Dar es Salaam

This call aims to select local innovators to increase the e-bajaj fleet providing feeder services in Dar es Salaam, Tanzania. In this call, the SOLUTIONSplus project makes available up to EUR 100,000 for selected private entities (including start-ups), NGOs,



research institutions active in electric mobility to procure, lease and maintain electric three-wheelers for passenger services in Dar es Salaam.

The funding amount of EUR 100,000 is split into two lots of EUR 50,000 each, in order for SOLUTIONSplus to test *up to* two types of vehicles or charging technologies, or up to two service providers. However, UEMI keeps the right to award both lots to the same applicant upon any other reason known to UEMI.

Correspondingly, all applicants shall propose at least one scenario requesting one lot of EUR 50,000 in their financial and technical bids. Applicants are welcome to include an *additional* scenario of EUR 50,000. This additional scenario may either follow the same vehicle technology and charging strategy as in the first lot (simple fleet increase), or propose a different one (e.g. first lot with plug-in charging, second lot with battery swapping).

UEMI aims to fasten the speed of uptake of e-bajajs being currently deployed in Dar es Salaam. The funding made available in this call aims to support the financial viability of ongoing initiatives. For instance, the funding may be used to reduce the down-payments requested from drivers, finance extra batteries needed if battery swapping is proposed, or any other aspect facilitating the uptake, as justified by the applicant. It is expected that the funding received from UEMI will be complemented by significant co-finance committed by the company in the form of cash and in-kind contributions, including staff time and other contributions such as office space, materials etc.

Eligibility of proposals

Activities. They should include and be detailed in the application:

- (1) the procurement of electric three-wheelers (vehicles) for passenger services.
- (2) the design of a charging and financial scheme to operate the electric three-wheelers for passenger services.
- (3) maintenance and repair scheme for the electric three-wheelers.

Applicants. The call is open to companies including start-ups, non-profit organizations and non-government organisations, cooperative societies, and research institutions, which are legally registered in Tanzania.

Entities are welcome to form consortiums or joint ventures to apply for the call. The relationship and distribution of roles within the consortium shall be clearly identified in the application. The consortium lead organisation (single entity) shall be specified and fully empowered to represent the consortium or joint venture. At least the lead partner shall be legally registered in Tanzania. The contract will be signed with the lead partner.

Deployment areas. The applicant must deploy the vehicles in one or two of the areas selected by the SOLUTIONSplus team in Dar es Salaam:

- (1) Bajaj waiting point(s) Njia Panda ya Chuo (intersection Sam Nujoma/University Road), going to Changanyikeni.



(2) Bajaj waiting point(s) at Kimara Korogwe, going to Maji Chumvi.

Details on these waiting points and corridors are available in the Feasibility Assessment report ([link](#)).

Vehicles.

- The call is agnostic with regards to the choice of new or retrofitted battery electric vehicles. If proposing a retrofit solution, the applicant shall duly prove the maturity of the proposal, as well as its technical and financial feasibility.
- The vehicle shall not allow more than three seating passengers, as verbally requested by LATRA to SOLUTIONSplus, except if the applicant is able to justify that a higher-seating capacity vehicle has been approved by TRA or LATRA.
- Lithium-ion batteries shall be used.
- The combination of the battery size and charging modalities shall allow a daily mileage comparable to current patterns found for ICE bajajs in the surveyed areas (see Feasibility Assessment report), while limiting the immobilisation for charging the day to a duration acceptable for the drivers.
- The vehicle shall be equipped with a tracking device to collect and share data with UEMI as per the requirement on data sharing.
- The application shall indicate the conditions for obtention of spare parts.
- The technical bid shall detail the maintenance and repair scheme for the vehicles (identify of organisations/individuals in charge, financial conditions, warranty period, etc.).

Charging scheme.

- The call is agnostic with regards to the charging technology (plug-in charging, detachable battery, battery swapping etc.). UEMI will look at the proposed charging scheme with regards to its technical strength, ability of the charging scheme to allow a sufficient range for drivers limiting disruption for drivers to wait for charging purposes, as well as the value for money.
- The applicant is responsible to design and organise the modalities for overnight charging. The applicant shall take good cognisance of the information on night parking patterns for ICE bajajs identified in the SOLUTIONSPlus Feasibility Assessment report ([link](#)) to ensure acceptability and feasibility of overnight charging for the drivers. The applicant shall specify the entity or entities responsible overnight charging (driver, any other organisation), financial aspects, and mitigation measures against the risk of frequent blackouts or brownouts.
- The applicant shall take good cognisance of the data shared in the SOLUTIONSPlus Feasibility Assessment report ([link](#)) on the typical daily mileage found in the surveyed areas – with caution as data was collected in the first quarter of 2022 - to identify needs for day opportunity charging. With regard to day charging, the applicant shall be aware that DART will procure and own opportunity charging equipment at or near BRT stations (here, Kimara Korogwe and/or intersection Sam Nujoma University/Road), that applicants will be able to use under arrangements to design with DART.



Ownership.

- Following the ownership preferences expressed by bajaj drivers (Feasibility Assessment Report), the applicant shall lease the vehicles to the drivers (one vehicle per driver) during a certain leasing period, after which the drivers will own the vehicles (“lease-to-own”). The determination of the duration of the leasing period is left to the appreciation of the applicant. Until the end of the leasing period, the service provider shall remain the owner of the vehicles and retain the leasing fees received from the drivers. At the end of the leasing period, the service provider shall transfer the ownership of the vehicles to the drivers.
- The applicant shall ensure that the level of leasing fees is appropriate and sustainable for the drivers.
- In case the applicant wishes to suggest an alternative ownership model, it may do so, duly justifying the need for this alternative model and its characteristics.
- The applicant is responsible for all taxes incurred in the project. The financial bid shall indicate the entity(ies) responsible for other costs, such as vehicle registration costs, insurance costs, license costs, and expected amounts.

Experience. The applicant, or at least one member of the consortium, must have experience in the field of electric mobility. This experience will be evaluated according to the following criteria:

- Experience in manufacturing electric vehicles, or
- Experience in importing and assembling electric vehicles, or
- Experience in operating electric vehicles, or
- Prior employment of the applicant’s leading staff in one major electric mobility company.

Data sharing. The Service provider will be required to share the following data with the UEMI and its partner DART during the implementation phase:

- Tracking vehicles via IoT or BMS.
- Customer segmentation.
- Number of drivers.
- Mileages.
- State of health of the battery.
- Incidents and crashes involving system users and cycles.
- Frequency of vehicle and battery maintenance.
- Issues of overnight charging and power blackouts or brownouts.
- Ex-post evaluation of the financial model for drivers to access e-bajajs and of the financial conditions for the uptake of e-mobility, with any recommendations if relevant.

If the Service provider considers part of this information as business-sensitive, it shall require in writing request from exemption from data sharing, justifying how this will detrimentally impact its business. UEMI and DART will jointly discuss the request. If UEMI or DART identifies a further need for information, they shall require it in writing to the service provider, justifying the need for this.



Branding. A SOLUTIONSPlus logo shall be visible on the e-bajaj provided by the service provider and will be provided by UEMI. This does not touch upon the freedom of the service provider to have its own logo and company identity on the vehicle.

Evaluation criteria

The project proposal will be assessed through the following criteria and weights:

Respect of mandatory criteria (5% for each of the eight criteria presented above: Activities, Applicants, Deployment areas, Vehicles, Charging scheme, Ownership, Data sharing, Branding)	40%
Experience: respect of mandatory criteria (above) and extent of prior experience of the applicant	10%
Strength of financial bid	10%
Strength of technical bid	10%
Maturity of the project	10%
Value for money	10%
Own applicant contribution	10%

Bonuses

The evaluation criteria presented above have priority. Bonuses will be evaluated on top, when the evaluation criteria are similar. Projects that include the following characteristics will receive such bonuses:

- Inclusion of mechanisms to involve drivers and their associations in the implementation of the project, and allow feedback on the pilot (e.g. dialogues with the drivers’ association, with the drivers’ association and SOLUTIONSPlus partners, structure(s) or meeting(s) bringing together drivers, associations, any third entities responsible for night or day charging, any third parties in charge of maintenance and repairs, SOLUTIONSplus team).
- Partnership with a technical research institution, or technical and vocational education and training organisation, based in Dar es Salaam or Tanzania. The application shall specify the role of this institution and involvement modalities.
- Local assembly of the vehicles (Complete Knock Down). The application shall specify the entity(ies) which will be in charge of assembling the vehicles, and the impact CKD is expected to have on taxes.



- Integration of components manufactured in Tanzanian or in another country of the East African Community. The application shall specify the parts and country.
- Local availability of spare parts.
- Inclusion of EU-based companies, child companies of EU-based companies, or components produced by EU-based manufacturers. The application shall specify the identity of the company(ies) or component(s).

Timeframe

Launch of the call	25 th January 2023
Submission of any potential questions on the call text	10 th February 2023
Reception of proposals and closing of the call	24 th February 2023
Evaluation of the proposals	8 ^h March 2023
Publication of eligible proposal(s)	10 th March 2023
Preparation and signing of agreements with the eligible proposal(s)	17 th March 2023
Inception report	31 st March 2023
Implementation of the selected project(s), including design, implementation and evaluation	1 st April to 31 st December 2023
Interim technical and financial report	31 st September 2023
Final technical and financial report	31 st December 2023

If the need so arises, UEMI may, in its sole discretion, extend the deadline for submission of applications by amending the call text.

Project proposal requirements

Applicants should provide the information required in the following technical and financial templates, along with all documents required to be submitted as per the templates. The application documents shall be written in English and prices quoted in euros (EUR), or Tanzanian shillings when stipulated.



Payment schedule

Payments will be disbursed to the service provider a series of instalments:

- 40% at submission of the Inception Report (31st March 2023);
- 40% at submission of the Interim Technical and Financial Report, 6 months after the start of the project implementation (31st September 2023), accepted upon meeting quality and quantity KPIs;
- 20% at submission of the Final Technical and Financial Report, at the end of the project implementation (31st December 2023).

Submission requirements and questions

Please return your application to opencall@uemi.net by 24th February 2023 at 11:59 pm (CET). Upon reception of the proposals, UEMI may ask any clarification question to the applicant via email.

In the case of enquiries, please contact us by email (oliver.lah@uemi.net, emilie.martin@wupperinst.org, and jacqueline.senyagwa@uemi.net), no later than 10th of February at 11:59 pm (CET). Answers will be made available on the SOLUTIONSplus website to ensure equality of access to information between applicants, provided it does not involve business' sensitive information. No extension of the deadline for submission of applications will be granted on the basis or grounds that UEMI has not responded to or provided any clarification to any question.

At any time before the deadline for submission of bids, UEMI may, for any reason, whether at its own initiative or in response to a clarification requested by a prospective bidder, modify the call for expression of interest by amendment.