

## REQUEST FOR EXPRESSION OF INTEREST FOR SELECTION # 1058701

This Request for Expression of Interest is for a Firm Selection. Please log in as a valid Firm User if you wish to express interest in this selection.

### Selection Information

|                               |                                  |
|-------------------------------|----------------------------------|
| <b>Assignment Title</b>       | China ESCO Market Study          |
| <b>Publication Date</b>       | 14-Jan-2012                      |
| <b>Expression of Interest</b> |                                  |
| <b>Deadline</b>               | 07-Feb-2012 at 11:59:59 PM (EST) |
| <b>Language of Notice</b>     | English                          |

### Selection Notice

|  |   |
|--|---|
| <b>Assignment Country</b>              | CN - China  |
| <b>Funding Sources Individual/Firm</b> | The World Bank intends to finance the assignment/services under Trust Funds:<br>BB - BANK BUDGET<br>TF092048 - CHUEE II |
|  | The consultant will be a firm.  |

### Assignment Description

SELECTION FOR CONSULTANTS BY THE WORLD BANK

REQUEST FOR EXPRESSIONS OF INTEREST

Electronic Submissions through World Bank Group eConsultant2  
<https://w bgeconsult2.w orlbank.org/w bgec/index.html>

ASSIGNMENT OVERVIEW

Assignment Title: 1058701 - China ESCO Market Study

Assignment Countries:  
- China

ASSIGNMENT DESCRIPTION

The International Finance Corporation (IFC) is the private sector investment arm of the World Bank Group (WBG) and one of the leading investors and lenders in emerging markets. Our mission is to reduce poverty and improve peoples lives; IFCs purpose is to promote open and competitive markets in developing countries, to support companies and other private sector partners, and to generate productive jobs and deliver basic services. IFC finances private sector investments in the developing world, mobilizes capital in international financial markets, helps clients improve social and environmental sustainability, and provides advisory services to governments and businesses.

One of the biggest challenges to development today is climate change. While public policy is key, the private sector must also play a leading role in leading economies along the developmental path toward a low -carbon future. This is the reason climate business is a core priority of IFC. There is a clear need for IFC to help emerging markets decrease carbon and energy intensities by dramatically scaling-up investments in energy efficiency, renewable energy, and other technological interventions aimed at reducing greenhouse gas (GHG) emission across private sector players especially in energy sectors. IFCs market interventions can be done through a combination of investment and advisory services to accelerate the transformation of markets toward low -carbon technologies as well as increase access to climate finance through partnerships with financial institutions and potential project aggregators.

In this context, IFC sees energy service companies (ESCOs) as vehicles for aggregating multiple energy efficiency projects. ESCOs function as non-banking financial institutions that provide market channels for energy efficiency finance coupled with installed technological solutions, especially in cases where a performance risk guarantee or project finance flowing through a shared savings performance contract is involved. Because of ESCOs unique advantage of combining technical and financial (including guarantees) services, IFC understands their valuable role in catalyzing new energy efficiency investments, particularly among industrial and commercial customers.

To aid in defining the most appropriate strategy on how IFC should engage in ESCOs capacity under its short-term climate business objectives, IFC expects to complete an analysis of the ESCO markets in the subset of China. IFC intends to use the output of this predecessor global market study as a tool for identifying key markets, sectors and company profiles as a base to scale-up its investment and advisory activities in this area.

#### FUNDING SOURCE

The World Bank intends to finance the assignment / services described below under the following trust fund(s):  
- CHUEE II

#### FIRM PROFILE

The consultant will be a firm.

#### SUBMISSION REQUIREMENTS

The World Bank now invites eligible consultants to indicate their interest in providing the services. Interested consultants must provide information indicating that they are qualified to perform the services (brochures, description of similar assignments, experience in similar conditions, availability of appropriate skills among staff, etc). Please note that the total size of all attachments should be less than 5MB. Consultants may associate to enhance their qualifications.

Interested consultants are hereby invited to submit expressions of interest.

Expressions of Interest should be submitted, in English, electronically through World Bank Group eConsultant2 (<https://wbgconsult2.worldbank.org/wbgec/index.html>)

#### NOTES

Following this invitation for Expression of Interest, a shortlist of qualified firms will be formally invited to submit proposals. Shortlisting and selection will be subject to the availability of funding.

### Qualification Criteria

1. Provide information showing that they are qualified in the field of the assignment.
2. Provide information on the technical and managerial capabilities of the firm.
3. Provide information on their core business and years in business.
4. Provide information on the qualifications of key staff.

\* - *Mandatory*

*Selection and contracting will normally be made from responses to this request for expression of interest. The consultant will be selected from a shortlist, subject to availability of funding.*