



Call for Projects for Capacity Building Support for Clean Fuel Enterprises

EXECUTIVE SUMMARY

The Global Alliance for Clean Cookstoves seeks applicants that are specifically focused on clean fuel supply chains. The Alliance and its partner, ENEA Consulting, will provide capacity building to 3-5 fuel enterprises with an emphasis on supporting commercially viable and scalable enterprises focusing on efficient biomass fuel supply chains. “Efficient biomass” would include projects such as processed biomass and biomass-based ethanol.

Supporting greater capacity, more efficient production, and distribution of optimized biomass fuel sources will help fuel enterprises overcome market barriers to scale, strengthen their business models, as well as influence government and investor support for more efficient and cleaner cooking fuels. It will also enable local populations to access cleaner fuels for household energy use, helping to reduce the adverse and devastating health, gender, livelihood, and environmental impacts that result from cooking over open fires, burning solid and unprocessed biomass, and using traditional cookstoves.

BACKGROUND

The Global Alliance for Clean Cookstoves is a public-private partnership hosted by the United Nations Foundation to save lives, improve livelihoods, empower women, and protect the environment by creating a thriving global market for clean and efficient household cooking solutions.

Part of the Alliance’s strategy to create a thriving global market is to strengthen the supply of clean cooking solutions, both stoves and fuels, by attracting more finance and investment to sector. In order to increase investment to grow the sector the Alliance is working to prepare the market for scale, support the development of commercially viable and scalable enterprises, and raise awareness in the investor community on opportunities within the sector.

The Global Alliance for Clean Cookstoves strategy around fuels is to work with partners and sector experts to improve utilization of biomass as well as strengthen supply chains and markets for cleaner fuels over time. Our strategy starts from understanding the challenges, benefits, and negative impacts of different fuel choices. This foundation then supports work to improve processing, distribution, and consumer awareness to create a sustainable and thriving market for fuels.

- Improving analysis and evaluation to support partners to select the best fuel options and optimize production and distribution.
- Knowledge dissemination and partnerships to drive informed decision-making about fuel options
- Processing to increase cleanliness and efficiency
- Scaling up production and distribution to increase the options available to consumers
- Consumer awareness of the benefits of transitioning to cleaner fuel options

ACTIVITY DESCRIPTION

The Global Alliance and its partner, ENEA Consulting, will select between 3 -5 fuel enterprises to receive this capacity building support. **Only enterprises whose clean cooking solutions are Tier 2 or better for efficiency, indoor and total emissions will be considered.** See Testing Guidelines section below.

ENEA will perform a combination of desk and in person support to the selected grantees, working with them to identify their fuel production potential to help them set strategic targets. The consultants will evaluate and analyze the grantee's fuel value chain and work with the grantees' staff to identify ways to optimize those targets and production methods in a sustainable way. The grantees can use the results to scale up their production, restructure their supply chain for raw materials, and build capacity to move from a micro enterprise to a small/medium enterprise. The results of the analyses can also be used to effectively communicate with clients and investors, demonstrating positive environmental benefits such as significantly lower impacts on climate change of processed fuel products as compared to traditional charcoal.

Supporting cookstove and fuel enterprises with this type of analysis provides an important value-add to the grantees, while also contributing to the Alliance's goals of strengthening supply and fostering an enabling environment.

Specific activities to be provided by the consultant may* include (*depending on the unique needs of each selected enterprise):

- Conduct a resource assessment to optimize/streamline the raw material sourcing and collecting to reduce the grantee's barrier to scale. This work will include:
 - a. An analysis of current supply chain, a fuel feasibility assessment, identification of risks/bottlenecks in raw material sourcing
 - b. Exchanges with Grantee on business plan for scale-up
 - c. Consistency with business plan and recommendations to improve sustainability of supply chain/resources to prepare scale-up
- Conduct a Life Cycle Analysis to provide more rigor around the Grantee's fuel product quality and testing and give more weight to their environmental value proposition
 - a. In-depth review of technical process and data gathering for environmental assessment on the ground.
 - b. Data gathering on local fuel alternatives and local fraction of non-renewable biomass
 - c. Environmental modeling (ex: Climate Change, Natural Resources, Water Consumption) of Grantee product vs. baseline
- Provide recommendations to improve production organization/processes/output
 - a. Analysis based on / mutualized with inputs from resource assessment and in-depth technical process review
 - b. Analysis of organizational production processes, from raw material sourcing to product packaging (if any)
 - c. Identification of risks/bottlenecks due to material sourcing, technical processes and production organization
 - d. Identification of potential key HR resources needed to help scale production
 - e. Recommendations on organization modifications to optimize production output, key HR needed, improved use of current technologies, key material investments needed
- Specific attention will be paid to providing recommendations on how the enterprise can use these results to attract more investment to be able to implement the recommendations and scale-up

ENEA will work with each selected enterprise to develop work plans for the capacity building based on the above activities. This will include a monitoring and evaluation plan to measure the impact of the capacity building support and utilize the results to inform future Alliance activities.

The results of the consultancy will be shared in a 2-3 day workshop based in the geography of the grantees to share results and lessons with local enterprises, Alliance partners, program implementers and relevant policy makers. The workshop will also be used to disseminate the results of a recent Alliance fuel impact study.

APPLICANT CRITERIA

- **Industry/Sector Focus:** The applicant must operate within the clean cooking **fuel** value chain. This includes, but is not limited to, organizations focused on clean fuels manufacturing, distribution, retailing and financing.
- **Focus Geographies:** All qualified organizations, regardless of location, are encouraged to apply. Although the Alliance has a preference for partners operating in Alliance [focus countries](#), organizations operating in other countries are encouraged to apply. The Alliance will select the best applications regardless of location; the preference for Alliance focus countries is only weighted if the Alliance needs to make a final selection between applications of equal quality.
- **Impact:** The applicant must be focused on driving highly scalable impact in alignment with the Alliance’s mission to save lives, improve livelihoods, empower women, and protect the environment through the sustained adoption of clean and efficient cooking solutions.
- **Test Results:** Applicants are asked to adhere to requirements (see **Testing Guidelines** below) for testing. Testing results are not required but strongly preferred. All testing must follow protocols that have been mapped to IWA tier ratings for laboratory testing, using the requirements specified in the IWA.

TESTING GUIDELINES

Preference will be given to fuel enterprises that have had their products tested. Fuel manufacturers and distributors must have their fuels tested with the stoves they are predominantly used with and ideally also have fuel composition test results (i.e. moisture content, energy content, etc.).

- I. Testing must be conducted following the resolutions outlined in the International Organization for Standardization (ISO)’s [International Workshop Agreement IWA 10](#), in each of the four indicator areas outlined for rating performance: stove efficiency, emissions, indoor emissions, and safety.
- II. All testing must follow protocols that have been mapped to IWA stove tier performance ratings, using the requirements specified in the IWA. Information for specific testing methodologies and protocols are available at the Standards and Testing [Learn About Testing Protocols](#) webpage.
- III. For information on third-party Alliance testing organization partners, please visit the [Connect with Testing Laboratories](#) webpage.
- IV. If you have test results, they **must** be submitted to the [Clean Cooking Catalog](#) Test Results section. Your Fuel Product **must** also be added to the Catalog.
- V. If stove information and test results are [currently listed](#) in the Catalog, all information must be reviewed and verified to ensure it is up-to-date. To request changes to a current Catalog stove listing, contact catalog@cleancookstoves.org.

