

## Terms of Reference

### Consultancy (Individual or Organization) to Support Siemens Stiftung with Facilitating a Short-Term Training on Carbon Markets and Climate Financing

#### 1. Introduction to Siemens Stiftung

As a non-profit foundation, Siemens Stiftung is committed to sustainable social development. We focus on three thematic areas: Secured Essential Services, Climate & Sustainability, and Connected Societies. We proactively shape the necessary transformations required to address these challenges. By working with partners from the fields of Education, Social Entrepreneurship, and Arts & Culture, we strengthen collective learning and locally based, sustainable structures. Our projects and networks focus on Africa, Europe, and Latin America.

Siemens Stiftung supports entrepreneurs and professionals from the [social entrepreneurship scene](#) that are changing society for the better through innovative ideas and technical solutions. This includes assistance in conducting research projects on sustainable energy, e-mobility, and water & hygiene as well as capacity-building for entrepreneurs and professionals with training, coaching, and mentoring programs. You can find more information on Siemens Stiftung's social entrepreneurship program [here](#).

#### 2. Context

Kenya is experiencing a rapid shift towards e-mobility, driven by the need for sustainable transportation solutions, reduced environmental impact, and the economic growth potential of green technologies. While significant challenges exist—such as high upfront costs, limited access to financing, inadequate infrastructure, and insufficient technical expertise—there is potential for innovative solutions like carbon markets to drive progress.

Climate finance, including revenue from carbon markets, offers a promising avenue for social enterprises addressing financial barriers for clients and e.g. reducing prices and making e-mobility more financially viable for underserved target groups. This additional revenue can offset the high costs associated with developing and deploying electric vehicles, establishing charging infrastructure, and conducting research and development. It also empowers e-mobility enterprises to quantify and report their emissions accurately, ensuring compliance with environmental, social, and governance (ESG) standards. This transparency has the potential to boost investor confidence and support long-term business sustainability.

Siemens Stiftung aims to support the impact of Kenyan e-mobility entrepreneurs by building their capacity to effectively navigate carbon markets and leverage climate finance. Through a targeted training program, entrepreneurs will be equipped with the foundational knowledge and skills necessary to develop initial carbon projects, understand basic emissions measurement and reporting, and begin their participation in carbon markets if desired. This initiative is designed to enhance the viability and scalability of e-mobility solutions in Kenya, thereby contributing to environmental sustainability and economic growth.

### 3. Objectives

The primary objective of this training program is to equip participants with general knowledge about climate finance, with a special focus on carbon markets. Participants will be better positioned to assess the relevance of voluntary carbon markets for their projects, understand the basics of developing carbon-related initiatives, and learn how to measure and report on emissions. Additionally, they will learn how to leverage voluntary carbon markets to enhance the viability and scalability of their e-mobility solutions in Kenya, contributing to environmental sustainability.

Specific objectives include:

- Enhance understanding of climate finance instruments;
- Enhance understanding of carbon markets with a focus on Voluntary Carbon Markets (VCM);
- Enhance the capacity for individual companies to access carbon financing within the context of carbon markets.
- Learn about policy and regulatory frameworks related to carbon markets and trading.
- Introduce participants to key industry standards and methodologies for tracking carbon emissions and reductions;
- Develop strategies for generating and monetizing carbon credits.
- Gain insights into best practices and case studies in successful e-mobility carbon projects.
- Provide a platform for participants to share their experiences and challenges in tapping into carbon markets.

#### 3.1 Expected Outcomes

- **Enhanced Knowledge:** Participants are knowledgeable and have a good understanding of climate change and mitigation strategies in the context of carbon markets and trading.
- **Strategic Insights:** Participants understand policy and regulatory frameworks related to carbon markets, the current landscape, and players in the carbon markets space. They have learned strategies for generating and monetizing carbon credits.
- **Impact and Financial Viability:** Participants gain an understanding on approaches to engage in carbon markets and the benefits can enhance the financial viability of e-mobility projects. They will acquire foundational skills in measuring and reporting emissions accurately, ensuring compliance with environmental standards.
- **Networking and Engagement:** Participants are informed about credible actors involved in carbon markets and trading, and the opportunities for engagement with these actors. They have established a network to share experiences and challenges in tapping into carbon markets and have created a support system for ongoing collaboration and knowledge exchange.
- **Applied Learning:** Participants have gained insights from best practices and successful case studies in e-mobility carbon projects. They will utilize self-assessment tools, with the support of the trainers, to evaluate their understanding and application of carbon market principles. They have received practical experience through interactive sessions and exercises.

#### 4. Scope of Assignment

The selected organization will be responsible for designing and facilitating a comprehensive training program on carbon markets. The scope of assignment includes:

##### 4.1. Curriculum Development

Create a comprehensive curriculum that includes, but is not limited to, the following topics:

- Fundamentals of Carbon Markets and Climate Finance;
- Carbon Markets Landscape (Regulations and Policy, Carbon Market Players);
- Carbon Project Development;
- Measuring, Reporting, and Verification (MRV) Methodologies; and
- Case studies and best practices in carbon projects development (could include relevant e-mobility projects)
- Guiding participants in self-assessment of their individual potential and providing individual feedback (after the workshop);

##### 4.2. Training Delivery

Conduct interactive training sessions that seamlessly integrate presentations, case studies, group discussions, practical exercises and feedback. To support these activities, provide comprehensive training materials (including handouts, case studies, and toolkits) and engage participants. This can be done by facilitating discussions and organizing group activities to create a participatory peer-to-peer learning environment. The training session should be conducted in late September or early October 2024.

##### 4.3. Participant Assessment and Feedback

Assess participants' understanding through pre- and post-training assessments in close cooperation with Siemens Stiftung and provide feedback to help them improve their knowledge and skills. Additionally, both parties will evaluate the effectiveness of the training and identify areas for improvement.

##### 4.4. Reporting

Prepare a final report summarizing the training process, participants individual potential, participant feedback, and recommendations for further capacity building.

#### 5. Methodology

Proposers should provide a detailed methodology, including:

- **Session Structure:** Describe the proposed structure and duration of the training session including the number of days and the flow of the training, and how it will be organized. Standard group size for such workshops is 20-25 participants.
- **Mode of Delivery:** Specify whether the training will be conducted in person, virtually, and/or in a hybrid format.
- **Content and Approach:** Outline the content to be covered in each session and the approach to delivering the training (e.g., lectures, interactive discussions, group

activities, practical exercises). Please focus on the self-assessment and feedback exercise.

- **Materials and Resources:** Identify the materials and resources to be provided to participants (e.g., handouts, case studies, toolkits).
- **Participant Engagement:** Explain strategies for engaging participants and ensuring active participation.
- **Evaluation:** Describe how the effectiveness of the training will be evaluated.

## 6. Profile of the Consultant/Organization

The selected consultant or organization should demonstrate:

- In-depth understanding of carbon markets and climate finance.
- Proven experience in delivering training on climate finance and carbon markets.
- Experience in developing e-mobility carbon projects. *(ideal but not essential)*
- Track record of working with social enterprises and understanding their unique challenges.
- Exceptional communication, training, and/or coaching skills.
- Ability to bring in specific technical expertise to support capacity-building strengths.

*Joint applications from multiple organizations are welcomed and encouraged, provided they demonstrate complementary skills and experience relevant to the scope of the assignment.*

## 7. Application Process

Please send your application in PDF format (cover letter, CVs, proposed approach for training modalities and work packages, detailed curriculum vitae of the main consultants/trainers, proposed budget with man-days, and list of relevant work experiences with references) to [e-mobility@siemens-stiftung.org](mailto:e-mobility@siemens-stiftung.org).

The maximum budget for this engagement is **EUR 15,000 - 20,000 (including travel cost if needed)**

We are offering a Q&A session for interested bidders on Thursday, 18<sup>th</sup> July 2024, 10am EAT. Please send a mail to [e-mobility@siemens-stiftung.org](mailto:e-mobility@siemens-stiftung.org) for registration.

**Deadline for submission: 31<sup>st</sup> July 2024 11:59 pm EAT**