

# Request for Proposals: Monitoring, Evaluation, Learning, and Impact Assessment of Solar Powered Micro Cold Storage Pilots Across Six Sites in India

May 1, 2025

## Introduction

[CLASP](#) is the leading global authority on efficient appliances' role in fighting climate change and improving people's lives. We are an international non-profit and together with the [UK's Energy Saving Trust](#), we jointly co-ordinate Efficiency for Access. [Efficiency for Access](#) is a global coalition working to promote high-performing appliances to boost incomes, reduce carbon emissions, improve quality of life and support sustainable development.

The [Low Energy Inclusive Appliances](#) (LEIA) programme is Efficiency for Access' flagship initiative. LEIA is funded by UK aid, via the Transforming Energy Access (TEA) platform and the IKEA Foundation. Transforming Energy Access (TEA) is a research and innovation platform supporting the technologies, business models and skills needed to enable an inclusive clean energy transition.

## Background

Agriculture is a cornerstone of India's economy, contributing approximately 20% to the GDP and supporting the livelihoods of 44% of the population. India holds global significance as the largest producer of milk and dairy products, the second-largest producer of fruits and vegetables, and the third-largest producer of fish. However, despite its critical role, inefficiencies in the postharvest value chain continue to pose significant challenges to farmers and the economy. Currently, only 4% of the country's agricultural produce benefits from cold chain infrastructure, leading to substantial post-harvest losses. These losses are estimated to cost \$179.88 billion (annually, with approximately 30% of fruits and vegetables wasted each year. Furthermore, just 1% of India's horticulture produce is exported, indicating significant untapped potential in domestic and international markets.

In this context, the project aims to introduce solar-based micro cold chain systems to bridge the critical gap in India's agricultural value chain. The pilot shall be deployed in the state of Andhra Pradesh, Himachal Pradesh, Rajasthan and Punjab. These solutions will empower farmers by reducing losses, enhancing income, and addressing climate change concerns through energyefficient technologies. The initiative aligns with India's priorities under the Doubling Farmers' Income program and the India Cooling Action Plan (ICAP), contributing to sustainable agricultural growth and the nation's broader economic and environmental goals.

## Key Objectives

- Evidence generated on the scalability and income-generation potential of solar micro cold chains through utilization and market linkage support to FPOs

- Generate Knowledge for Policy Advocacy by documenting learnings through case studies and success stories to inform and influence the development of cold chain policies.
- Build Ecosystem Support for Sustainable Cold Chains in the region by engaging with various local stakeholders including FPOs, agri-entrepreneurs and technology vendors.
- Catalyze Energy-Efficient Cooling in Agriculture by providing actionable recommendations and evidence in support solar MCS technology for scale up.
- Demonstrate the impact of solar MCS through comprehensive monitoring and evaluation assessment, developing learnings and insights to validate the technical and business case of the technology

## Scope of Work

The aim of the project is to prepare an impact assessment and evaluation report and deck to present lessons for viability and scale-up of solar powered micro cold storages in India, drawing on monitoring data, robust evaluation, program experiences through end users interviews and building of case studies (separate deliverable). The contractor will carry out following tasks in consultation with CLASP:

- **Task 1:** Draft and submit Inception Report including research plan, method of analysis and updated Gantt chart with key milestones, annotated outline for draft report, and Log Frame for review and approval by the LEIA team.
- **Task 2:** Develop the monitoring plan, timelines for data collection, analysis and reporting for review and approval by the LEIA team.
- **Task 3:** Schedule the formal kick off meeting in collaboration with LEIA Research Team
- **Task 4:** Collect and analyse qualitative and quantitative data to generate insights into the key objective
- **Task 5:** Develop the insights report, Insight Deck, and case studies for review and approval by LEIA team and external peer reviewers

Key Tasks	List of Potential Deliverables
Project Kick-off	Kick-off Deck including research plan, method of analysis and updated Gantt chart with key milestones, annotated outline for draft report, Monitoring Plan, Log Frame, timelines for data collection, reporting
Data Collection	Completed surveys (Monthly/Quarterly), photos, videos, minutes of consultative meetings/focus group discussions, Interview Transcripts and summaries
Data Analysis and Reporting	Qualitative and Quantitative analysis sheets, monthly progress reports, Midterm, final report and Insight Deck documenting evaluation and learning insights, sustainability and scalability potential (ROI, Payback period and other metrics) and opportunities including success factors, potential bottlenecks and long-term viability.
Dissemination	Case studies (to be discussed and planned with CLASP LEIA Team)

## Timeline

The project is expected to commence in May/June 2025 and should be completed by September 2026

## Key Qualifications

- The organization should have overall knowledge and expertise in developing and/or conducting an MEL assessment for projects.
- The organization should have a local presence in Delhi, India.
- Extensive experience in the social sector, specifically in projects related to renewable energy or clean energy access, preferably within agriculture/Cold chain sector.
- Proven track record of effectively communicating the impacts of their work to a nontechnical audience, using clear and accessible language.
- Strong understanding of the environmental, social, and economic benefits of social impact programs and the ability to articulate these benefits to diverse stakeholders.
- Ability to have a collaborative approach to working with partners and stakeholders.

## Evaluation Procedure

A committee appointed by CLASP will evaluate proposals received from respondents. Selection of qualified companies or organizations will be based upon the following criteria:

- **Technical Evaluation Factors** • **Cost Evaluation Factors**

All bids will be evaluated and ranked using Quality and Cost Based Selection (QCBS), with 80 percent of the score accorded to the technical proposal, and 20 percent to the financial proposal.

## Submission

### Interested parties must:

1. Register as a [CLASP Consulting Partner](#)
2. Complete the Pre-Qualification Questionnaire

All candidates must fill out the PQQ. The PQQ is a thorough due diligence screening aimed at gathering legal and financial information on prospective partners/vendors. If questions are not applicable, please type "N/A" and go to the next question. While the form can be saved, we recommend completing it in one sitting to avoid potential complications. You will be notified once you submit the PQQ.

Organizations that have already completed the PQQ do not need to complete it again unless the structure of the business has changed. If you are unsure, please email Andrea Testa ([atesta@clasp.ngo](mailto:atesta@clasp.ngo)) to determine next steps.

## Submit Technical and Financial Proposals

Interested parties should submit separate technical and financial proposals electronically, in English, via this [form link](#) (preferably in PDF format).

The files should be named as per the following example:

- [CONTRACTOR\_NAME] \_Technical Proposal\_ RFP\_23\_04\_2025\_ Impact Assessment cold chain
- [CONTRACTOR\_NAME] \_Financial Proposal\_ RFP\_23\_04\_2025\_ Impact Assessment cold chain

The deadline for applications is **5 PM IST, 26 May 2025**. Proposals must be submitted via the form link above. Proposals must be submitted online via the CLASP website, filling out all the requested information and attaching both technical and financial proposals. The length of the proposal should not exceed 9 pages.

The technical proposal should include:

- **Detailed approach and methodology for the design, implementation, and management of the project.**
- **Detailed timeline for all project activities, tasks, milestones, and deliverables for the project within the time-frame indicated above.**
- **Background and experience of conducting similar activities.**
- **A summary of qualifications and experience of key personnel that will execute the project.**

CVs and related summaries of experience and qualifications of proposed project team staff should be included in an Annex and should not exceed 6 pages.

The financial proposal (in USD) should include:

- **Detailed budget that includes all direct and indirect cost estimates for executing the project, including a breakdown (in days) of the level of effort and costs associated with each team member that will be engaged in the project.**

All questions may be addressed to Mr Jatin Mathur at [jmathur@clasp.ngo](mailto:jmathur@clasp.ngo)

The last date for submission of questions related to this RFP is **14 May 2025**. We request all inquiries be made by e-mail and not by phone.

*CLASP is an equal opportunity employer that celebrates diversity and are committed to creating an inclusive environment for all employees. CLASP's goal is to be a diverse workforce that is representative, at all job levels, of the citizens we serve. CLASP complies with all federal, state and local employment law in the countries we operate and is committed to providing equal opportunity for all employees and applicants without regard to race, color, religion, national origin, sex, age, marital status, sexual orientation, gender identity or expression, pregnancy, disability, political affiliation, personal appearance, family*

*responsibilities, matriculation, genetic information, military or protected veteran status, credit information or any other characteristic protected under federal, state or local law.*

*Each person is evaluated based on personal skill and merit. CLASP's policy regarding equal employment opportunity applies to all aspects of employment, including recruitment, hiring, job assignments, promotions, working conditions, scheduling, benefits, wage and salary administration, disciplinary action, termination, and social, educational and recreational programs.*