

DOCUMENT OF THE INTER-AMERICAN DEVELOPMENT BANK

REGIONAL

**REGIONAL ENERGY SAVINGS INSURANCE AND RISK MANAGEMENT
PROGRAM**

(RG-X1258)

TECHNICAL COOPERATION DOCUMENT

This document was prepared by the project team consisting of: José Juan Gomes (IFD/CMF), Team Leader; Maria Netto (IFD/CMF), Co-team Leader; Gloria Visconti (INE/CCS); Claudio Alatorre (INE/CCS); Asger Garnak (INE/CCS); Daniel Hincapié (ORP/PTR); Claudia Oglialoro (OPR/GCM); Leticia Riquelme (CMF/CME), Luciano Schweizer (CMF/CBR); Mônica Conceição (CMF/CBR); Alexander Vasa (IFD/CMF); María Margarita Cabrera (IFD/CMF); Natacha Marzolf (INE/ENE); Rodrigo Aragón (ENE/CME); Arturo Alarcón (ENE/CBR); José Ramón Gomez (ENE/CCO); Betina Hennig (LEG/SGO); Liza Lutz (LEG/SGO); Micha Martin Van Waesberghe (KNL/KNM); Gloria Lugo (IFD/CMF); and Cecilia Bernedo (IFD/CMF).

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Technical Cooperation Document

I. Basic Information for TC

Country/Region:	Regional
TC Name:	Regional Energy Savings Insurance and Risk Management Program
TC Number:	RG-X1258
Team Leader/Members:	José Juan Gomes (IFD/CMF), Team Leader; Maria Netto (IFD/CMF), Co-team Leader; Gloria Visconti (INE/CCS); Claudio Alatorre (INE/CCS); Asger Garnak (INE/CCS); Daniel Hincapié (ORP/PTR); Claudia Oglialoro (OPR/GCM); Leticia Riquelme (CMF/CME), Luciano Schweizer (CMF/CBR); Mônica Conceição (CMF/CBR); Alexander Vasa (IFD/CMF); María Margarita Cabrera (IFD/CMF); Natacha Marzolf (INE/ENE); Rodrigo Aragón (ENE/CME); Arturo Alarcón (ENE/CBR); José Ramón Gomez (ENE/CCO); Betina Hennig (LEG/SGO); Liza Lutz (LEG/SGO); Micha Martin Van Waesberghe (KNL/KNM); Gloria Lugo (IFD/CMF); and Cecilia Bernedo (IFD/CMF).
Taxonomy:	Research and Dissemination
TC Abstract authorization date:	N.A.
Beneficiary:	Development Bank of Espírito Santo (BANDES), Brazil; Development Bank of South (BRDE), Brazil; Development Agency of Goiás, Brazil; Development Bank of Colombia (BANCOLDEX), Colombia; Development Bank of El Salvador (BANDESAL), El Salvador; Energy Efficiency Trust Fund (FIDE), Mexico; Development Financial Corporation (COFIDE), Peru.
Executing Agency:	The Inter-American Development Bank (IDB), through the Capital Markets and Financial Institutions Division (IFD/CMF)
Donors providing funding:	Government of Denmark – Ministry of Foreign Affairs (MFA)
IDB Funding Requested:	US\$5,002,500 ¹
Local counterpart funding:	US\$1,000,500
Disbursement period:	60 months (execution period: 54 month)
Required start date:	January 15, 2016
Types of consultants:	Firms and individual consultants
Prepared by Unit:	IFD/CMF
Disbursement Responsibility Unit:	Institutions for Development Sector (IFD/IFD)
TC Included in Country Strategy:	Yes
TC included in CPD	N/A
GCI-9 Sector Priority:	(i) Institutions for growth and social welfare; and (ii) protect the environment and respond to climate change

II. Objectives and Justification of the TC

2.1 Financial instruments and strategies that foster and finance climate change (or green finance) associated projects are still fairly underdeveloped in many Latin America and the Caribbean countries (LAC). The lack of integrated financing strategies, combining financial and non-financial instruments needed to address the different financial and non-financial barriers of these projects, is present throughout the region. National Development Banks (NDBs) represent strategic partners to stimulate financing to such projects and are in a unique position to bridge that gap. These climate change-associated projects include a wide variety of opportunities, and studies have shown that LAC countries severely lack the capacity to identify those opportunities and put together technically robust and bankable projects. This is particularly the case for projects in the area of energy efficiency (EE) which is

¹ These funds will be administered by the Inter-American Development Bank (IDB) through a non-reimbursable Project-Specific Grant (PSG). The MFA will contribute DKK34,500,000, equivalent to US\$5,002,500 at an exchange rate of 0.145 (Source: <http://www.xe.com/currencyconverter/> (July 18, 2015)). This PSG will be administered by the IDB pursuant to document SC-114. In accordance with that document, MFA's commitment for the PSG will be established through a separate Administrative Agreement.

considered one of the most cost-efficient investments that a country can make to reduce its increasing energy bill.² There is a market disconnect not only on the requirements for this type of projects, but also among final beneficiaries, Energy Services and Technology Providers (ESTP), Local Financial Institutions (LFI), and other market players such as insurance companies.

- 2.2 As a result, local markets lack mechanisms to build trust and facilitate a win-win outcome for all relevant actors. NDBs are not yet equipped with the financing strategies that could be offered once the demand is untapped, including insurance products that are still incipient in the local markets. While all countries in LAC have undertaken initiatives to promote investments in EE, most of them have not managed to address the most important barriers and risks in an integrated fashion, aligning, at the same time, the interests and needs of key actors.
- 2.3 The proportion of EE projects financed through LFIs in LAC is still relatively small due to several barriers, including, among others:³ (i) limited availability of credit at adequate conditions; (ii) lack of knowledge of LFIs on the risks and returns of such projects, and on how to market, analyze, structure and finance them; (iii) lack of knowledge by potential beneficiaries about the economic benefits of this type of investments; (iv) longer pay back periods, as compared to other investment projects funded by LFI; (v) high, real or perceived, risks by investors, LFI and/or ESTP, including regulatory risks; (vi) the perception that EE projects are not “business as usual” investments; and (vii) lack of financial capacity of the ESTP.⁴
- 2.4 To address these barriers, a financing line needs to be accompanied with risk mitigation instruments which ensure that any real or perceived risk is addressed,⁵ and that the projects financed result in energy savings that repay the investments.
- 2.5 National Development Banks (NDBs) are in a unique position to engage private investors and LFIs in the undertaking and financing of this type of investments, align development finance with national mitigation actions, and intermediate international climate funding to promote the scaling up of private investments in EE.⁶
- 2.6 The IDB, the entity with the longest track record of work with NDBs in the region, has been supporting NDBs in structuring and financing integral strategies to promote private investments with productivity and environmental sustainability objectives. In recent years, the IDB has been working increasingly with NDBs to integrate climate change and environmental concerns in their businesses through the development of financial strategies geared to promote green private investments,⁷ mobilizing in many cases international sources of climate finance.⁸

² IEA 2014 [World Energy Investment Outlook](#); IEA 2014 [Energy Efficiency Market Report 2014](#).

³ [Sarkar, A. & Singh, J. \(2010\): Financing energy efficiency in developing countries – lessons learned and remaining challenges.](#)

⁴ Although ESTP are knowledgeable on EE technologies, and on how to structure technically robust EE projects, they tend to have an insufficient capital base to invest directly on these technologies under performance contracts. In other more advanced economies, ESTPs are able to finance EE projects more easily under the Energy Service Company (ESCO) model. See Fang, W. S., Miller, S. M., & Yeh, C.-C. (2012). [The effect of ESCOs on energy use](#)

⁵ Mills, E. (2003). [Risk transfer via energy-savings insurance](#); Jones, et al. (2014). [Quantifying the Financial Value of Insurance for Energy Savings Projects.](#)

⁶ Smallridge, D. et al. (2012). [The Role of National Development Banks in Intermediating International Climate Finance to Scale Up Private Sector Investments.](#)

⁷ This TC will complement and consider lessons learnt from other TCs underway ([ATN/MC-13341-RG](#), [ATN/OC-13283-RG](#), [ATN/FI-13401-RGR](#), [ATN/OC-14741-RG](#), [ATN/OC-13944-RG](#) and [ATN/FI-14376-RG](#))

- 2.7 The proposed Technical Cooperation (TC) seeks to scale up IDB's current activities to promote NDBs' efforts on green finance, in this case through innovative structured financing strategies. It aims to support the scaling up of private sector investments in EE by empowering NDBs to coordinate and support the structuring of innovative EE financing strategies in Brazil, El Salvador, Peru, Mexico and Colombia, including the replication in other sectors of two financing strategies already in execution in the last two countries.⁹ To that effect, the program will support: (i) assessment of niche markets opportunities; (ii) development and combination of tailored risk sharing and financial and non-financial mechanisms to scale up private investments in EE; (iii) engagement of LFI in the deployment of new financial products; (iv) identification and engagement of ESTPs and other key market stakeholders to support the structuring of technically robust, and bankable projects; (v) development of standards and mechanisms for monitoring, reporting, validation, and monetizing results; and (vi) sharing lessons learned among stakeholders. Through these activities, NDBs would also be able to structure proposals to climate funds.
- 2.8 The types of technologies to be promoted and the economic sectors to be supported will vary by country and type of NDB, to adapt to national/NDB mandates/priorities.
- 2.9 This TC is expected to have an important long-term market transformation effect, as it should create conditions for ESTP and LFIs to expand their clients' base. The TC is also expected to support the creation of an enabling environment to ensure that the market has sufficient ESTP to develop pipelines of bankable EE projects, and that final beneficiary firms are able to invest in them assuming relatively low risks.
- 2.10 This TC is consistent with two sector priorities of the Bank under the GCI-9: (i) institutions for growth and social welfare, as it supports private sector investments and employment through financial market deepening; and (ii) protect the environment and respond to climate change, by reducing Greenhouse Gas (GHG) emissions through energy savings. It is also consistent with priority areas under the Bank's country strategies with the five beneficiary countries. The project team will also ensure that the supported mechanisms are fully compatible with relevant Bank's policies and sectoral frameworks.

through which the Bank has been supporting NDBs in the design and implementation of green finance programs. The experience with those TCs showed the importance of tailoring green financing strategies to specific conditions of sectors and countries where the NDBs work, and the need to consider "integrated" approaches that offer a combination of financial and non-financial activities to support both the supply of and the demand for financing (i.e. adequate funding and risk mitigation instruments and the promotion of a pipeline of technically-robust, bankable projects through the efforts of reliable ESTPs). Those TCs also have supported the exchange of experiences of NDBs regarding green finance – both regionally, through networks such as *Asociación Latinoamericana de Instituciones para el Desarrollo (ALIDE)*, and globally, under initiatives such as the [Global Climate Finance Innovation Lab](#). The knowledge tools and methodologies from those TCs will also support the implementation of this TC.

⁸ Examples include, for instance, blending IDB and NDB resources with Clean Technology Fund (CTF) resources in the cases of Colombia and Mexico. For more information see also: [IDB-BK-116, chapter 6](#), [IDB-MG-148](#) and [IDB-TN-437](#).

⁹ Some selected NDBs had already requested support from the Bank in the context of similar regional TCs in the past, but due to lack of resources it was not possible to attend their requests. It is also worth pointing out that the final list of beneficiary NDBs was agreed with the donor, privileging: (i) NDBs in large countries with a great potential for replication (Brazil, Mexico and Peru); (ii) NDBs in countries which were already implementing the strategy and wanted to promote it in other sectors (Colombia and Mexico); and (iii) NDBs in small countries (El Salvador).

III. Description of activities/components and budget

- 3.1 **Component 1 – Tailored financial strategies.** Each beneficiary NDB will be supported to develop ready-to-use and tailored financial strategies, consisting of a combination of financial and non-financial instruments through the following activities: (i) feasibility analyses, to determine investment appetite and financing constraints in priority EE sectors per implementation country/NDB mandate, including: (a) evaluation of EE investment and financing opportunities and priority sectors; (b) selection of large market opportunities; (c) assess relevant EE technology and ESTP; and (d) evaluation of country priorities and key partners; (ii) market assessment, including: (a) assessments of market size and key risks and barriers, including a review of existing regulatory frameworks to ensure the viability of the strategies and the success of the EE projects promoted under them; (b) technology analysis (economic and cost-benefit analysis, key market characteristics, identification and assessment of ESTP); (c) assessment of local insurance markets, players and products; (d) determination of financing requirements and availability; (e) identification and alignment of prior or existing initiatives and public/private efforts;¹⁰ and (f) identification and assessment of technical and performance validators of EE projects; (iii) support in the design of EE financing strategies, including: (a) proposal for financial, including insurance products, and non-financial instruments; (b) support, when appropriate, the development of project proposals to gain access to international climate finance; (c) business plan for their deployment (including legal and financial structure); (d) capacity building of LFI and other key actors; (e) guidelines for the promotion and marketing of the strategy; (f) NDBs' deployment plan, including budget and capacity assessment to integrate the strategy into their structure; (g) support mechanisms for the launch, promotion and operationalization of the strategy; (h) support for the identification of demonstrative pilot projects; and (iv) support in the design and implementation for a system to monitor and evaluate results, including: (a) proposal of specific methods to sample, collect, maintain and analyze all relevant data to assess progress and results; (b) design of information systems to register information on subprojects and each NDBs' program; and (c) technical support to assess the impact of each strategy.
- 3.2 **Component 2 – Implementation process.** This component will support each beneficiary NDB with the implementation of its strategy, through the following activities, among others: (i) definition of the source and final amount of funding;¹¹ (ii) support, when needed, to gain access to international sources of climate finance; (iii) deployment of the strategy, including its launching and promotion through events with relevant stakeholders; and (iv) undertaking of demonstrative pilot projects.
- 3.3 **Component 3 – Knowledge Platform.** The TC will promote the collection of information and the dissemination of lessons learnt in EE, financing both at national and regional levels as one of its key outputs. Planned activities in this regard include: (i) development of studies, webinars, presentations, newsletters and guidelines showing specific experiences in structuring EE strategies; (ii) organization of events,

¹⁰ As part of this process, the technical support efforts offered by the Bank, through the Energy Division (INE/ENE), and other international organizations will be taken into account.

¹¹ Each NDB's financing strategy is expected to be financed by a mix of resources, including their own resources, IDB resources and/or sources of domestic or international climate finance sources.

in collaboration with national and regional networks such as energy services company and relevant SME associations and [ALIDE](#), respectively, to share experiences and disseminate knowledge among relevant stakeholders; (iii) organization of training and outreach efforts for relevant stakeholders through the NDBs' own training and promotion systems and facilities; and (iv) design and maintenance of dedicated web interfaces for the program and its activities under IDB's dedicated web pages: "[Klave Finanzas Verdes](#)" and the [community of practices for Financial Institutions on green finance](#). Furthermore, all TC information will be made available publicly through a [dedicated web page](#), in accordance with [IDB transparency and access to information policies](#)). The TC will also take advantage and collaborate with other IDB initiatives to support EE financing, including specific initiatives from divisions, such as INE/ENE, and departments of the IDB as well as regional initiatives like the [GREENPYME initiative](#) from the Inter-American Investment Corporation (IIC) and the [Regional Energy Efficiency Program from the IDB's Structured and Corporate Finance Department \(SCF\)](#). The TC will also benefit from ongoing IDB collaborations with international initiatives such as the United Nations Sustainable Energy for All (SE4ALL).

Indicative Results Matrix

	Unit	Baseline		Year 1 - 5		Expected Completion Date*	Data Source, means of verification
		Value	Year	Plan- ned	Actua		
Component 1: Feasibility analysis studies completed, identifying EE sectors to be prioritized	#	0	2015	7		04/2016	Beneficiary NDBs' information systems and IDB systems
Component 1: Market assessments completed, identifying financial and non-financial barriers to be addressed	#	0	2015	7		12/2016	Beneficiary NDBs' information systems and IDB systems
Component 1: Ready to use financing strategies developed **	#	0	2015	7		09/2017	Beneficiary NDBs' information systems and IDB systems
Component 1: Monitoring and evaluation systems for results developed	#	0	2015	7		03/2018	Beneficiary NDBs' information systems and IDB systems
Component 2: Number of NDB divisions / structures dedicated to support implementation of financing strategies	#	0	2015	7		06/2018	Beneficiary NDBs' information systems and IDB systems
Component 2: Training and outreach events for LFIs on the financing strategies organized	#	0	2015	35		06/2018	Beneficiary NDBs' information systems and IDB systems
Component 2: Training and outreach events for technical validators on the financing strategies organized	#	0	2015	10		06/2018	Beneficiary NDBs' information systems and IDB systems
Component 2: Training and outreach events for ESTP on the financing strategies organized	#	0	2015	40		06/2018	Beneficiary NDBs' information systems and IDB systems
Component 2: Demonstration projects supported with investment credit	#	0	2015	35		03/2019	Loan applications and approvals for demonstration projects to test run ESI mechanism. NDBs' and IDB information systems
Component 3: Knowledge platform - Number of learning products (reports, tools, e-learning) prepared, edited and published for target groups	#	0	2015	52		10/2020	Knowledge Platform linked within " Klave Finanzas Verdes ", Finanzascarbono.org
Component 3: Positive feedback from participants benefitting from workshops and events who report use of knowledge	%	0	2015	80%		10/2020	IDB Systems and Surveys

* The exact dates of deliverables may vary depending on specific work plans developed with each of the beneficiaries.

** The financing strategies are expected to result in financing allocated by NDBs (and potentially by IDB and other sources of international climate finance).

- 3.4 The total cost of this TC is US\$6,003,000, with US\$5,002,500¹² financed by the Danish Ministry of Foreign Affairs (MFA). There will be in kind counterpart resources from beneficiary NDBs for US\$1,000,500 (around US\$144,000 by each beneficiary NDB),¹³ including staff time, facilities for events, and office space for consultants.

Indicative Budget (US\$)

Activity/ Component Description	IDB/Fund Funding (MFA)	Counterpart Funding	Total Funding US\$
Component 1	2,573,750	626,400	3,200,150
Component 2	1,609,500	232,000	1,841,500
Component 3	362,500	142,100	504,600
Contingencies	206,625	-	206,625
Fee 5%	250,125	-	250,125
Total	5,002,500	1,000,500	6,003,000

- 3.5 The MFA's contribution will be provided to the Bank through a Project Specific Grant (PSG).¹⁴ A PSG is administered by the Bank according to the "Report on COFABS, Ad-Hocs and CLFGS and a Proposal to Unify Them as Project Specific Grants (PSGs)" (Document SC-114). As contemplated in these procedures, the commitment from MFA will be established through a separate Administration Agreement (AA). Under such agreement, the resources for this project will be administered by the Bank, and the Bank will charge a 5% administrative fee, which is duly identified in the budget of this project. The 5% fee will be charged after the contribution had been received and converted into United States dollars (US\$).
- 3.6 There might be the possibility that additional donors would be interested in supporting this TC with additional financial contributions after the project is approved. In this case, and to the extent that a future donor or donors may contribute resources to support any of the project's components listed herein in the form of a Project Specific Grant (PSG), the IDB will establish a commitment from each donor through an AA without the requirement of preparing or approving a separate project proposal. Under such AA, the resources provided by the donor will be administered by the Bank and it will charge an administrative fee according to the Bank's current policy on administration for fees from donor contributions to trust funds and PSGs.¹⁵
- 3.7 IDB will sign agreement letters with each NDB to disburse PSG resources once the donor has signed the AA with the IDB and disbursed the resources.
- 3.8 Based on previous experience, it is expected that the beneficiary NDBs will provide, on average, financing to the private sector (directly or through LFI) of around US\$25 million and that this finance would mobilize/leverage private sector financing for EE investments. It is expected that, on average, by December 2020, for every US\$ financed by an NDB, at least US\$1 in private sector financing would be leveraged for EE investments.

¹² Final resources in US\$ will be subjected to the exchange rate of the date when the contribution (DKK34,500,000) is disbursed to the Bank and converted into US\$. If an adverse movement in the exchange rate reduces the amount of US\$ in this budget, and such amount cannot be covered by the contingency line, the activities of the project will be decreased appropriately to the US\$ amount available.

¹³ The budget allocated to each NDB will depend on the complexity of sectors and country size.

¹⁴ This PSG is based on the following [MFA-IDB Project Document](#) and [Gantt Chart](#).

¹⁵ Co-financing resources raised in support of this operation will be incorporated in accordance with the corresponding co-financing agreements and channeled towards the components set forth above, thus increasing their reach and impact. The approval of a separate proposal would only be required if a donor wishes to finance a component not included in this Board approved operation, or if a proposed co-financed operation falls outside established Bank policies and procedures.

IV. Executing agency and execution structure

- 4.1 In principle, the proposed TC will support seven counterparts NBDs: [BANDES](#), [BRDE](#), [Development Agency of Goiás](#), [BANCOLDEX](#), [BANDESAL](#), [FIDE](#), [COFIDE](#), from five countries (Brazil, Colombia, El Salvador, Mexico, and Peru). Given the need to coordinate the work to be undertaken with the beneficiary NBDs, and extract the best practices and lessons learned stemming from these experiences in order to eventually disseminate them among other NBDs in the region, it is appropriate for the IDB to execute it. To ensure a consistent working methodology and proper execution, launching, mid-term and final review meetings will be organized with beneficiary entities and consultants for each of the phases contemplated in each subproject.
- 4.2 The Bank will contract individual consultants, consulting firms, as well as services other than consulting, in accordance with the Bank's current procurement policies and procedures. In addition, the project team will prepare and submit to the donor all execution reports in compliance with AA stipulations. If, at the end of its execution, the TC is closed with a positive uncommitted and unspent balance, the project team will inform ORP/GCM to transfer the unspent balance as agreed to by the donor pursuant to the terms of the PSG AA.¹⁶
- 4.3 The execution activities of this operation will not initiate until respective government non-objection letters from the beneficiaries countries have been received.

V. Major issues

- 5.1 Existing regulatory frameworks or their future changes may affect the attainment of the goals of the strategies supported by this TC. To mitigate this risk, their design will review the countries regulatory framework and their evolution to ensure their viability and the success of the EE projects promoted under them. This TC requires also a strong ownership and involvement by beneficiary NBDs' officers. To that effect, it will ensure their continuous training. It is also expected that beneficiary NBDs will dedicate appropriate resources for TC implementation. The Team Leader will ensure that NBDs agree on these conditions, through jointly signed letters of agreement, and will request non-objection letters from their governments, to obtain any support.

VI. Exceptions to Bank policy

- 6.1 No exceptions to Bank policy are envisioned.

VII. Environmental and Social Strategy

- 7.1 Based on the Environment and Safeguards Compliance Policy (OP-703), the TC has been classified as category C (see [classification toolkit](#)). No potential negative environmental and/or social impacts of the TC were identified and therefore no mitigation strategy is required to address any impact.

Required Annexes:

- Annex: [Procurement Plan](#)

Required Electronic Link:

- [Terms of Reference for activities/components to be procured](#)

¹⁶ All PSG Administration Agreements include provisions for the use of any unspent balances.

Period covered by this Procurement Plan: January 2016 to November 2017¹

Description of the Contract and Estimated Cost of Acquisition	Estimated Cost (US\$)	Acquisition Methodology ²	Source of Funding and Percentage		Pre-qualification (Yes/No)	Estimated Date		Status	Comments
			BID	Local / other (in kind from NDBs)		Publication/ Procurement Announcement	Termination of Contract		
Component I: Market assessment and financing line designed									
Individual consultants (14 consultants) - Proposal of financial and non-financial mechanisms	2,680,150	IICC / NICQ	2,103,750	576,400	No	Q1 2016	Q3 2017		
Individual local consultant (7 consultants) - institutional capacity/coordination	350,000	NICQ	350,000	0	No	Q1 2016	Q4 2016		
Consultation meetings with key stakeholder's (including travels)	170,000	PC	120,000	50,000	No	Q1 2016	Q3 2017		
Component II: Implementation of each financing strategy.									
Consultancy firm per beneficiary country (7 firms)	985,900	QBS	843,900	142,000	No	Q1 2017	Q1 2018		
Individual consultant to support Project Team (1 consultant)	435,000	IICC	435,000	0	No	Q1 2016	Q4 2018		

¹ See [detailed Procurement Plan](#).

² **Goods and Works:** **ICB:** International competitive bidding; **LIB:** limited international bidding; **NCB:** national competitive bidding; **PC:** price comparison; **DC:** direct contracting; **FA:** force account; **PSA:** Procurement through Specialized Agencies; **PA:** Procurement Agents; **IA:** Inspection Agents; **PLFI:** Procurement in Loans to Financial Intermediaries; **BOO/BOT/BOOT:** Build, Own, Operate/Build, Operate, Transfer/Build, Own, Operate, Transfer; **PBP:** Performance-Based Procurement; **PLGB:** Procurement under Loans Guaranteed by the Bank; **PCP:** Community participation procurement. **Consulting Firms:** **QCBS:** Quality- and Cost-Based Selection **QBS:** Quality-Based Selection **FBS:** Selection under a Fixed Budget; **LCS:** Least-Cost Selection; **CQS:** Selection based on the Consultants' Qualifications; **SSS:** Single-Source Selection. **Individual Consultants:** **NICQ:** National Individual Consultant selection based on Qualifications; **IICC:** International Individual Consultant selection based on Qualifications; **CCIN:** National Individual Consultant selection based on Comparison of Qualifications.

Description of the Contract and Estimated Cost of Acquisition	Estimated Cost (US\$)	Acquisition Methodology ²	Source of Funding and Percentage		Pre-qualification (Yes/No)	Estimated Date		Status	Comments
			BID	Local / other (in kind from NDBs)		Publication/ Procurement Announcement	Termination of Contract		
Individual consultants - Awareness raising and capacity building (7 consultants)	312,300	NICQ	252,300	60,000	No	Q4 2017	Q1 2018		
Coordination /Consultation /Training Monitoring,	108,300	NICQ	78,300	30,000	No	Q1 2017	Q1 2018		
Component III: Dissemination and promotion strategy									
Individual consultants per beneficiary partner (7)	293,000	IICC	293,000	0	No	Q1 2016	Q4 2016		
Dissemination and promotion plan, including events and knowledge products	211,600	PC	69,500	142,100	No	Q1 2016	Q3 2018		
Contingencies	206,625	---	206,625	---	---	Q1 2016	Q4 2020		
Cost sharing fee	250,125	---	250,125	---	---	Q1 2016	Q4 2020		
TOTAL	6,003,000	---	5,002,500	1,000,500	---	---	---	---	

DOCUMENT OF THE INTER-AMERICAN DEVELOPMENT BANK

PROPOSED RESOLUTION DE-___/15

Regional. Nonreimbursable Technical Cooperation ATN/_____
Regional Energy Savings Insurance and Risk Management Program

The Board of Executive Directors

RESOLVES:

1. That the President of the Inter-American Development Bank ("Bank"), or such representative as he shall designate, is authorized, in the name and on behalf of the Bank, to enter into such agreement or agreements as may be necessary for the purpose of granting a nonreimbursable technical cooperation for a sum of up to US\$5,002,500 chargeable to the resources granted by the Government of Denmark, pursuant to the agreement or agreements specified in paragraph 2 below, and to adopt any other measures as may be pertinent for the execution of the project proposal contained in document AT-_____.

2. That the President of the Bank, or such representative as he shall designate, is authorized, in the name and on behalf of the Bank, to enter into such agreement or agreements with the Government of Denmark as may be necessary to receive and administer resources for the purposes described in the project proposal specified in paragraph 1 above, and to adopt any other measures as may be pertinent for the execution of said agreement or agreements.

3. That the authorization granted in paragraph 1 above will be effective once the Bank and the Government of Denmark have entered into the corresponding agreement or agreements to which reference is made in paragraph 2.

(Adopted on ___ _____ 2015)