

SUPPLY CHAIN ANALYSIS – TERMS OF REFERENCE - LAOS

PURE Project

06 May 2025

1 - CONTEXT AND INTRODUCTION

1. Purpose

GRET is an international solidarity organisation that aims to reconcile satisfaction of basic needs, social rights and environmental imperatives. Since 1976, its teams have been implementing locally appropriate solutions and partnerships to improve populations' living conditions while preserving our planet.

For the implementation of a feasibility study for Productive Use of Renewable Energy Project (PURE) in Luang Prabang, GRET is fine tuning PURE scale-up strategy, exploring the opportunity of extending the approach to the sub-region for addressing preliminary demands raised by rural entrepreneurs especially in Laos (Luang Prabang region) alongside other GRET projects (DEAR WATER , ASSET) targeting rural businesses.

As a part of the scale-up strategy of PURE, the present ToR falls under the financial study is part of the framework of PURE Phase 4 – Activity 3. This collectively aim at providing the new insights for GRET Energy Team to enable advocating funding agencies through the result of the study.

The study is broken down into five parts:

- Workstream 1: Regulatory, Policies and Programs Review
- Workstream 2: Renewable Energy Project Assessment – End users
- Workstream 3: Supply Chain Analysis
- Workstream 4: Assessment of Finance Institutions' challenges and appetite in financing Productive uses of Energy projects
- Workstream 5: Results and advocacy strategy

2. Objectives of the Consultancy

This ToR is mainly focus only for Workstream 3-The Supply Chain Analysis of the Scale-up Study that aims to assess the economic viability and sustainability of Productive Use of Renewable Energy (PURE) projects in Laos. The analysis has to focus on examining the business environment, supply chain structure, and economic impact of renewable energy (RE) and productive use of energy (PUE) in rural areas of Laos.

The objective of this consultancy is to conduct an in-depth supply-chain analysis of the PUE sector in Laos. The consultant will:

- Analyze the economic and business context for RE and PUE.
- Identify key supply-chain actors and challenges.
- Assess supply-chain efficiency and value-adding opportunities.
- Develop recommendations to support business opportunities for suppliers and installers.

3. Scope of Work

The consultancy service will be structured into three key sections :

3.3 Understanding the Economic and Business Context

- Conduct a literature review and analyze comparable projects, programs, and commercial initiatives.
- Perform key stakeholder interviews to develop an overview of :
 - Economic environment (microeconomics, RE & PURE market, and climate investment).
 - Regulatory environment for green economy supply chains.

Deliverable:

- A written report section on the economic and business landscape of Laos related to the RE and PURE sectors.

3.3 Mapping of Local Actors and Identifying Supply-chain Challenges

- Identify key local actors in the green economy at the downstream of the supply chain.
- Analyze their roles and influence in the implementation and sustainability of RE projects.
- Assess economic feasibility factors such as :
 - Availability and quality of raw materials.
 - Cost of transportation and logistics.
 - Taxes on RE products and exemptions.
 - Accessibility of end-users to RE technologies.
- Conduct focus group discussions with local actors.

Deliverables:

- A written report section on green economy actors, engagement plan, mapping, and matrix of RE and PURE actors along the value chain.
- A written report section on existing supply-chain challenges, potential barriers, mitigation risks, and value-added activities.
- A quantified assessment of the current RE market size and PURE sales share among energy actors.

3.3 Recommendations for Business Opportunities in the PURE Market

- Propose and quantify financial and operational support measures for suppliers/installers.
- Quantify and forecast market evolution for supply-chain actors.

Deliverable:

- A written report section on recommended incentive measures and actions to improve rural suppliers' and installers' access to the PURE market.

4. Duration and Timeline

The consultancy is expected to be completed within 4 weeks between July and August 2025 from the contract signing date, with the following milestones:

Activities	Deliverables	Date
Scope of work note including methodology, work plan	Inception Report and Work plan	T0 + 2 weeks
Understand the economic and business contexts	The economic and business landscapes of Laos	T0 + 3 weeks
Mapping of Local Actors	Green economy actors, engagement plan, mapping, and matrix of RE and PURE actors along the value chain	T0+ 5 weeks
Identifying Supply-chain Challenges	Analysis of supply-chain challenges	T0 + 6 weeks
Recommendations for Business Opportunities in the PURE Market	Recommendations incentive measures and actions to improve rural suppliers' and installers' access to the PURE market as well as Final Report Submission	T0 + 8 weeks

5. Qualifications and Experience

The consultant(s) should have:

- Advanced degree in economics, business, energy policy, or a related field.
- Expertise in supply-chain analysis, renewable energy, and rural electrification.
- Proven experience in market research, financial modeling, and policy analysis.
- Familiarity with the economic and regulatory context of Laos.
- Strong analytical, report-writing, and stakeholder engagement skills.

6. Reporting and Supervision

The consultant will report to Project Manager of PURE in GRET and provide regular updates on progress. Deliverables will be reviewed by the project team before final acceptance.

7. Application Process

Interested consultants should submit the following:

- Technical proposal outlining methodology and approach.
- Financial proposal detailing costs.
- CV(s) of the consultant(s).
- Samples of relevant past work.

Interested consultant(s) should send a Technical proposal outlining methodology and approach, a financing proposal detailing costs, detailed CV(s) and sample of references of relevant past work to:

GRET - P.O. Box 2483 - Ban Saphanthong Neua – Vientiane Capital - Tel: 021 454 198
Email: vasana.laos@gret.org and lamphong.laos@gret.org

Deadline for submission of application: 13th of June 2025

Questions (inc full ToR request) could be addressed during the bidding period till 6th of June 2025