
**Consulting Services for the Promotion of
Energy Efficiency through the Turkish
Banking Sector, here: Sekerbank, Turkey**

**Deadline: Wednesday,
28th October, 2009**

Republic of Turkey

Ref-N°: 209910761 / 24773 / 5466

Prequalification

***Ref.: International Open Tender for Consultancy Services for the Promotion of
Energy Efficiency through the Turkish Banking Sector, here: Sekerbank, Turkey***

***Tenderer: KfW Development Bank on behalf of Sekerbank as well as on behalf of
the Austrian Development Bank as Cofinancier***

Programme Description:

KfW and Sekerbank are preparing a new credit line to be allocated to energy efficiency (EE) measures in order to promote and facilitate private sector investment in EE measures. The credit line to Sekerbank is to be used to finance EE loans to SMEs and private households. In preparation and implementation of the credit line consultant services shall be provided for banking product development and credit methodology that aim to facilitate the introduction of EE-loans with client-oriented lending features. In addition to EE loans a small portion of the credit line may be available for financing renewable energy (RE) investments.

Required Consultant Services:

The purpose of deploying a consultant is to assist in the preparation and implementation of the Programme by establishing a new loan product for EE-financing to SME and households within Sekerbank and secondly raising the overall awareness of energy efficiency issues on the part of the bank's employees and among its clients. This may be extended to include financing of RE investments on a small scale and respective awareness building. International and local experts shall over a period of up to eighteen months support the Programme preparation and implementation. The services shall address the following key areas:

1. Identification and analysis of business cases
2. Credit procedure enhancement
3. Staff training
4. Marketing Assistance
5. Performance of an impact analysis
6. Continuous monitoring and reporting.

It is foreseen to employ an international consultant or a consortium of an international and a Turkish consultancy firm with a minimum annual turnover of EUR 300,000 over the past 3 years at least. The consultants shall have a experience in providing effective and sustainable expert advice to the banking sector, in the promotion of target group oriented credit lines, in the EE & RE sectors and respective financing as well as appropriate country and/or regional experience with regard to Turkey.

Assignment Procedure and Principles:

The prequalification of experienced Consultants will follow the latest version of the „Guidelines for Assignment of Consultants in Financial Co-operation Projects“ (please refer to the homepage of KfW development bank http://www.kfw-entwicklungsbank.de/EN_Home/Tender_Procedures/index.jsp)

Further information concerning the prequalification (Invitation for Expression of Interest) is available from the Tender Agent Mr. Michael Sumser only upon written request at the e-mail address: michael.sumser@arcor.de