

Terms of Reference

Call for R&D in E-Mobility: Testing and piloting sustainable transport for social, socio-economic or ecological impact in Kenya

About 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 Connect-ed 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.

About the Project

The Kenyan and German governments have formed a climate and development partnership which covers areas such as expanding energy sources, electrical mobility projects and the green hydrogen economy. As part of this bilateral partnership, Siemens Stiftung implements a research program for e-mobility solutions in Kenya.

By offering a *Pilot and Prepare to Scale E-Mobility Solutions* program in Kenya, Siemens Stiftung plans to accelerate the adoption of e-mobility solutions in Kenya. Market tested products and business models have the potential to increase the social and ecological impact of the enterprises. **Resultantly, these market tested products and business models create opportunities for localized value chains with job creation and the adaptation of the technology for underserved user groups.**

Context

Siemens Stiftung's e-mobility program as part of German International Cooperation Agency's (GIZ) "Promotion of e-mobility in Kenya" project, has launched a new call for research and development (R&D) to validate and test products and business models in the e-mobility sector. The call is open for enterprises operative in the e-mobility value chain in Kenya (or related sectors relevant to e-mobility). 3-5 enterprises with a product or service in the e-mobility sector will conduct R&D projects for about 12 months to develop effective market-based solutions and increase the social and ecological impact of e-mobility. The candidates will support Siemens Stiftung and GIZ in getting insights on how e-mobility and need to leverage social, socio-economic or ecological benefits topics by conducting field-based R&D.

Results will be published in the format of study reports and in the format of event formats such as conferences and webinars. The form of publication and dissemination will be discussed together with the participating ventures. The idea of dissemination is to encourage other ecosystem players to replicate and learn from the results.

Applicant's Profile

Minimum eligibility criteria for enterprises:

- Registered and operative in Kenya;
- Market experience in Kenya;

- A market-tested prototype/business model which attracted first users and clients;
- Demonstrate the social and/or ecological impact;
- Operative in the battery, waste recycling, charging/swapping or electric vehicle and technology in the e-mobility value chain;
- No pending litigations against the enterprise or its management team;
- Female-led enterprises, enterprises with female founders, and enterprises addressing specific gender challenges are encouraged to apply.

The foundation conducts a feasibility and eligibility check of all applications. In case your proposal addresses essential market gaps, develops the social and/or ecological impact of an innovative solution, or researches a relevant ecosystem service, Siemens Stiftung will get in contact with you and schedule an interview. Shortlisted candidates will be asked to elaborate and finalize their R&D projects (including a project plan, milestones, and timeline). The winning candidates will be selected after a round of final interviews.

Siemens Stiftung will **not** work with entities that are:

- Subsidizing commercial projects that do not result in social/ecological impact;
- Looking for refinancing opportunities on debt or other liabilities;
- Companies that currently have an active contract with Siemens Stiftung;
- OR companies looking for unrestricted grant funding

Contract Details

We offer to selected applicants:

- A service contract value of min. USD 30,000 and up to USD 75,000 for max. 12 months (project durations of 15 months are possible, but need to be justified in detail),
- Joint applications of more than one company focusing on two or more solutions (product/service/business model) are eligible; such candidates can apply for up to USD 110,000 for a duration of 12 to max. 18 months.

The selected applicants are expected to deliver a report demonstrating the applied research methodology, results, financial sustainability of the tested solution, and main learnings from the R&D project (Any potentially sensitive data or intellectual property rights can be considered during the contracting process) latest by 3 months after the end of the project.

Application Process

Interested candidates are asked to submit the following documents using their own format:

- Project idea for an R&D project (problem/challenge, proposed methodology, financial sustainability strategy, and expected project outcome); (no longer than 2 pages in Word or 8 slides in PowerPoint).
- Brief budget (staff, material, and other costs) and expected project duration;
- Proof of an available prototype (including photos, protocols, or certification of local registration);
- Proof for initial users and clients (e.g. financial statement of the previous 12 months);
- Registration certificate;
- Shareholder information;
- CVs of the R&D team.

Deadline for submission: 15th January 2024 through e-mobility@siemens-stiftung.org;

The call opens on November 20th 2023, and applications will be accepted until January 15th, 2024, or until suitable candidates are contracted. Interested bidders can register for a Q&A session on December 6th, 2pm EAT [here](#).

As part of the application process, Siemens Stiftung offers you the opportunity to take part in a Human Centred Design (HCD) workshop to offer you the resources and support you need to develop strong project proposals and discuss your R&D project idea in an individual session before your final submission. You can apply for the HCD Workshop **here**: <https://bitly.ws/32bNi>

Please reach out to e-mobility@siemens-stiftung.org in case of any questions.