November 2025

Terms of Reference

Consultancy (Individual or Organization) to support Siemens Stiftung with facilitating a carbon project development clinic for E-Mobility enterprises in Kenya

About Siemens Stiftung
Siemens Stiftung is a non-profit foundation committed to sustainable social development. The foundation focuses on three thematic areas: Secured Essential Services, Climate & Sustainability, and Connected Societies. Working across Africa, Europe, and Latin America, Siemens Stiftung partners with local institutions, social enterprises, and stakeholders to build resilient, locally anchored solutions.

Siemens Stiftung supports entrepreneurs and professionals from the social entrepreneurship scene that are changing society for the better through innovative ideas and technical solutions. The program provides assistance in conducting research projects on sustainable energy, e-mobility, and water and hygiene, alongside capacity building through training, coaching, and mentoring. You can find more information on Siemens Stiftung's social entrepreneurship program here.

Siemens Stiftung implements the *Piloting and Preparing to Scale E-Mobility in Kenya* project under the Gesellschaft für Internationale Zusammenarbeit (GIZ) *"Promotion of E-Mobility in Kenya*" program. The initiative supports enterprises in the e-mobility sector to conduct research and development (R&D) activities that accelerate the adoption of electric mobility and strengthen the social, environmental, and economic impact of sustainable transport solutions. It also builds the capacity of enterprises through targeted training and ecosystem development efforts that enable the scaling of e-mobility solutions across the country. Learn more here.

Context
Kenya's e-mobility sector is scaling, with enterprises deploying electric two- and three-wheelers, e-buses, and charging networks across urban and peri-urban areas. These deployments contribute to national goals of reducing emissions and building inclusive transport systems. The sector's growth potential is evident, driven by innovation and early investment. As enterprises expand, carbon markets represent an additional pathway through which e-mobility actors could access revenues linked to verified emission reductions.

Globally, carbon markets continue to mature under both voluntary and compliance frameworks, as countries and market actors continue to refine the frameworks established under Article 6 of the Paris Agreement. This evolution is driving greater alignment between integrity standards, transparency requirements, and national climate priorities, creating clearer pathways for enterprises seeking to participate in credible crediting systems.

For Kenya's e-mobility enterprises, these developments present an opportunity to position their operations within both compliance and high-integrity voluntary markets, building partnerships and financial models that monetise emission reductions from low-carbon transport solutions.

In practice, many e-mobility enterprises collaborate with specialist carbon project developers to structure and register projects. These partnerships are instrumental in translating operational data into credible, market-ready carbon assets that can meet the integrity standards of both voluntary and compliance markets. As carbon finance opportunities expand, enterprises that build internal literacy on project design and evaluation are better positioned to engage confidently, negotiate equitable terms, and align carbon revenue strategies with their broader business objectives.

Siemens Stiftung intends to organize a clinic on carbon markets to enable Kenyan e-mobility enterprises to move from conceptual understanding to practical readiness for engagement and project development. The clinic will provide an applied learning environment where participants can work through transport-relevant case studies that reflect real market conditions. Facilitators will guide participants through the process of assessing methodology options, outlining monitoring and reporting approaches, and exploring indicative financial implications using examples drawn from both voluntary and compliance market settings. These sessions focus on equipping participants with clarity on how market requirements translate into concrete project design considerations.

Participants are expected to leave with practical tools and a clearer understanding of how to evaluate carbon finance opportunities, engage with project developers and investors, and determine appropriate next steps for their enterprises. The clinic will engage up to ten e-mobility enterprises in Kenya, ensuring targeted interaction, peer learning, and outputs that directly support enterprise decision-making and strategic planning.

Objective

The overall objective of the clinic is to enable Kenyan e-mobility enterprises to translate their understanding of carbon markets into practical readiness for engagement and early-stage project development. The clinic should strengthen participants' ability to interpret carbon market requirements, apply concepts to realistic transport-relevant scenarios, and identify viable pathways for participation in voluntary or compliance markets. Consultants may refine or expand these objectives in their proposals, provided alignment with the purpose of the clinic is maintained.

Scope of Assignment

The consultant or consortium will:

- Design the clinic, including the structure, facilitation approach, and materials that integrate perspectives from both voluntary and compliance carbon markets. The clinic is expected to run over three to four days, with the final duration and delivery format (in-person, virtual, or hybrid) to be proposed by the consultant.
- Provide a short refresher on carbon market fundamentals to establish a common baseline before transitioning into applied sessions. This should include a brief introduction to Article 6 mechanisms, market entry pathways, key risk considerations, and an overview of the mitigation activity (project development) cycle.
- Facilitate applied sessions using participatory methods that engage participants in practical case studies and structured exercises simulating project design and evaluation processes.
- Guide participants through exercises that explore methodology options, monitoring and reporting approaches, and indicative financial analysis using simplified templates or tools.

- Facilitate a peer learning session where participants review and discuss case-based exercises, drawing lessons from one another's approaches.
- Deliver a practical reference toolkit for continued use, such as a sample MRV checklist, a carbon pathway mapping template, and a simplified financial viability framework with guiding notes.
- Ensure the clinic reflects current developments across both voluntary and compliance markets, with an emphasis on their practical implications for e-mobility enterprises.
- Document the clinic process and produce a final report summarizing the design, facilitation approach, key insights, and recommendations for follow-on support. The report should focus on anonymized lessons and practical recommendations.

The consultant or consortium may propose their preferred delivery structure, provided the total engagement offers sufficient depth for applied learning. This may take the form of a concentrated 3-to-4-dayprogram or a blended model delivered over multiple weeks. For example, the consultant may propose two in-person workshop days complemented by a series of virtual sessions, or a sequence of virtual modules followed by an in-person consolidation session. The proposed structure should clearly demonstrate how it supports practical, hands-on exercises and ensures consistent participant engagement.

Expected Deliverables
The consultant will be responsible for delivering the following outputs:

- *Clinic design and materials:* An indicative agenda, facilitation plan, and tailored learning resources (slides, case studies, templates, and practical tools) that reflect the realities of Kenya's e-mobility sector and the key requirements for credible carbon market engagement. Materials should be designed for reuse and serve as practical reference tools for participants after the clinic.
- *Clinic delivery*: Facilitation of an interactive three to four-day clinic for up to ten e-mobility enterprises (one participant per company), structured around applied exercises, case-based learning, and peer exchange. The consultant may propose a hybrid format combining virtual and in-person sessions, ensuring balanced time for technical input and practical exercises.
- *Final report*: A report to Siemens Stiftung summarizing the clinic design, methodologies applied, participant feedback, key lessons, and recommendations for follow-on support. The report should not include company-specific or confidential information but may synthesize anonymized insights and sector trends.

Profile of the Consultant
The assignment requires a consultant or consulting team with the following qualifications:

- Demonstrated technical knowledge of carbon market standards and methodologies, with practical experience applying these to enterprise contexts, ideally within transport or e-mobility related activities.
- Strong knowledge of monitoring, reporting, and verification (MRV) systems and their practical application in project design and enterprise-level implementation.
- Proven experience in designing and facilitating applied, interactive training programs that translate complex carbon market concepts into actionable tools or processes for participants.

- Familiarity with international carbon standards and evolving market trends, combined with understanding of the Kenyan carbon market landscape, including national policies, regulatory frameworks, and emerging Article 6 readiness efforts.
- Excellent facilitation and communication skills, with the ability to engage diverse stakeholders and convey technical content clearly to non-specialist enterprise participants.

Joint applications are eligible.

Budget
The budget available for this assignment is up to EUR 15,000, inclusive of consultancy fees, travel, accommodation, and all applicable taxes. Venue and participant-related costs will be organized and paid directly by Siemens Stiftung and must not be factored into the consultant's quotation.

Application Process
Interested consultants are invited to submit a proposal that includes:

- A technical approach and proposed methodology.
- A draft workplan and indicative agenda.
- Profiles of the consultant(s), highlighting relevant expertise and experience.
- A list of comparable past assignments, with client references.
- A financial proposal detailing fees and expenses.

The technical proposal (including proposed methodology and approach) should not exceed 10 pages, excluding annexes such as CVs, references, and company registration documents.

Clarification Window
Interested bidders may submit clarification questions by email to *winnie.njogo.ext@siemens-stiftung.org* no later than **28th November 2025**, 11:59 pm EAT. All responses will be compiled and shared with all parties who express interest.

Applications
Applications should be submitted by email to *winnie.njogo.ext@siemens-stiftung.org* no later than **12th December 2025, 11:59 pm EAT**.

Proposals will be evaluated based on the relevance and quality of the technical approach, the experience of the consultant team, and value for money. Shortlisted consultants will be notified, and contracting is expected to be completed by the end of January 2026. The tentative expected month of delivery for the clinic is end of February to early March 2026.