



**PARTNERING FOR ACCELERATED
CLIMATE TRANSITIONS**

Colombia Fund

**Just Energy Transition & Green
Finance**

Call for Proposals Q&A

October 2024

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1. Introduction

This document compiles questions and answers from the Colombia-UK PACT Call for Proposals (CfP) on Just Energy Transition and Green Finance¹. It is divided into five categories:

- Post Market Engagement Event Communication
- Scope and focus of the CfP for Just Energy Transition
- Scope and focus of the CfP for Green Finance
- Application process & requirements (applicable for both JET and GF)
- Finance requirements

2. Post-Market Engagement Event communication

Q. Is attendance at the Market Engagement Event (MEE) mandatory to participate in the call?

A. Attending to the MEE is not mandatory to apply to this CfP.

Q. Will the MEE session be recorded and shared, along with the presentation?

A. You can find the MEE recording and the presentation on our webpage in the ['Market Engagement Event'](#) section.

Q. Where will the terms of reference be published?

A. The Terms of Reference can be found on our [webpage](#) in the 'How to Apply' section of each sector. You can find the Terms of Reference for Green Finance [here](#) and for Just Energy Transition [here](#).

Q. Will the Terms of Reference (ToRs) be in English?

A. Yes, the Terms of Reference are available in English on our webpage.

¹ Please note these are **two separate** Call for Proposals. Applicants can submit proposals to each sector (Green Finance and Just Energy Transition) separately. It is **not possible** to present a single project applying across both sectors.

Q. What is the timeframe for application?

A. On our [webpage](#), in the 'Application Timeline' section for each sector, you can see the full schedule. The deadline for submitting the Expression of Interest (EOI) for both sectors is 15 November 2024, by 17:00 COT/22:00 UTC.

Q. When is the shortlisting invitation stage?

A. Shortlisted candidates will be notified by 2 December 2024 and will be required to submit full proposals by 17 January 2025, 17:00 COT/22:00 UTC.

Q. How will the results of this call be communicated?

A. Results of this CfP will be informed by email to the point of contact indicated in the Expression of Interest.

Q. Will there be assistance to structure projects in a way that makes them acceptable for the programme?

A. UK PACT is not in a position to offer assistance to structure projects. We invite you to visit our [webpage](#) and review the Terms of Reference and [Applicant Handbook](#) for more information.

Q. Does the program assist the organisations during the process of submitting proposals?

A. UK PACT will not be able to provide individual guidance or recommendations about your proposal. However, if you run into any technical issues with accessing or using the relevant formats for the proposal, please contact colombia@ukpact.co.uk

Q. Is it a requirement to know Spanish if awarded?

A. Yes, capabilities in both English and Spanish are required. The project must be carried out in Colombia, but reporting will be carried out in English.

Q. Can you extend the deadline for the submission of the Expression of Interests until November 22nd of 2024?

A. Unfortunately, we are not in a position to extend the deadline of the submission of the Expressions of Interest.

Q. Is this call for proposals only for Colombia or is it also open to other countries?

A. This CfP is for Colombia; however, we invite you to visit our [Colombia-UK PACT webpage](#) where you'll find information about other calls for proposals around the world.

3. Scope and Focus of the Call for Proposal for Just Energy Transition

Q. Do organisations need to have experience working with solar energy projects?

A. Applicants must demonstrate capacities to successfully deliver on the areas of interventions being applied to and provide clear references of having successfully delivered a similar project over the last 5 years.

Q. Are pilots for new energy systems accepted?

A. To be eligible for funding, all projects must respond to at least one of the three specific intervention areas described. Technical assistance and capacity building related to pilot projects may be accepted if relevant to these intervention areas. Direct funding for capital expenditures (CapEx) or tangible assets is not eligible.

Q. What defines a large-scale project in UK PACT CfP?

A. This CfP targets large-scale projects with a nominal installed capacity of more than 5 MW, connected to the national grid.

Q. Besides large-scale unconventional energy projects, can complementary options for localised power installation and large-scale microgrid operation be evaluated?

A. This CfP emphasises activities that promote the expansion of large renewable energy projects and the modernisation of the electricity market, which are expected to include energy solutions connected to the grid with a nominal installed capacity higher than 5 MW. The emphasis on connecting to the grid ensures that the projects contribute significantly to the national energy system, supporting the transition to a more flexible electricity market.

Q. Are projects related to electromobility, electric vehicle charging infrastructure, and the necessary ecosystem for deploying zero- and low-emission technologies in the transport sector considered of interest in this call and valid in any of the three defined areas?

A. While electromobility and transport-related projects are important for the broader just energy transition, this particular CfP does not focus on those areas. The aim of this CfP is to accelerate Colombia's Just Energy Transition through activities directly linked to large-scale non-conventional renewable energy integration, modernising the electricity market, and transitioning away from coal.

Q. Are there opportunities for developing products based on renewable energy?

A. To be eligible for funding, all projects must respond to at least one of the three specific intervention areas described. Technical assistance and capacity building related to developing products based on renewable energy may be accepted if relevant to addressing the prioritised intervention areas. Direct funding for capital expenditures (CapEx) or tangible assets is not eligible.

Q. Will the information necessary to develop the qualitative and quantitative recommendations for Intervention Area 2 (modernisation of the electricity market) be provided by Colombia-UK PACT, or will it be the consortium's responsibility to collect this data?

A. No, the information necessary to develop qualitative and quantitative recommendations for Intervention Area 2 (support the modernisation of the electricity market) will not be provided by Colombia-UK PACT. It will be the consortium's responsibility to conduct their own data collection and analysis to support the development of recommendations. Projects should demonstrate a clear methodology for obtaining the necessary information and engaging with relevant stakeholders to inform their recommendations for electricity market modernisation.

4. Scope and Focus of the Call for Proposal for Green Finance

Q. In Intervention Area 2 for the Green Finance sector, should the proposed initiative provide a general framework for all types of projects, or should it be for a specific green project aiming for financial closure?

A. It should be for green projects aiming for financial closure.

5. Application Process & Requirements for the Call for Proposals in Just Energy Transition and Green Finance

Q. When you refer to 'Applicant' are you referring to the organisation or to an individual, such as a Project Investigator (as a staff member)?

A. An 'Applicant' refers to an organisation, not to an individual person.

Q. If a project doesn't fall into any of the areas of intervention, can it still participate?

A. No, the project is expected to respond to at least one of the areas of intervention established in the Terms of Reference.

Q. Is it necessary to present a counterpart?

A. Yes, counterparts are defined as main recipients (beneficiaries) of the project's outputs. Please review in the Terms of Reference for each sector the indicative list of key counterparts. Each proposal must specify who the key counterpart (s) for each project is.

Q. Do the projects need to include any of the main counterparts specified in the terms of reference, or can they be different?

A. Key counterparts should be amongst those listed in the terms of reference, depending on the specific call for proposals and intervention areas. Other counterparts and key stakeholders can be included as deemed relevant and should be well justified in the proposal.

Q. Can public companies or those with majority public ownership be designated as counterparts?

A. Yes, counterparts are main recipients (beneficiaries) of the project's outputs. Counterparts can include the Colombian Government, non-government organisations (NGOs), civil society, and the private sector (including mixed organisations). Projects are expected to engage with relevant counterparts to effectively coordinate interventions and to adopt the project's outputs. Each proposal must specify who the key counterpart (s) for each project is.

Public entities cannot directly apply to the proposal, either as leads or as consortium partners.

Q. Can public entities such as the Regional Autonomous Corporations (CAR) or public entities representing indigenous communities apply?

A. No, government agencies, departments and public entities are not eligible to apply either as a lead organisation, or as a partner organisation within consortium. However, government agencies/departments are expected to be involved in the projects as direct counterparts (beneficiaries) and recipients of the project's outputs.

Q. Can a public university apply?

A. Government institutions, agencies and/or departments are not eligible to apply either as a lead organisation or partner in a consortium. Mixed organisations are welcome to apply as long as they are ruled under private law/regulation.

Q. Can United Nations apply?

A. Yes, all types of non-profit organisation can apply as lead partners or within a consortium, provided they are not a government agency or department. Both local and international organisations are eligible to apply individually for this Call for Proposals. However, international organisations are strongly encouraged to form consortiums with local organisations.

Q. Can Financial institutions, be part of a consortium?

A. Yes, both for-profit and not-for-profit organisations can apply, but all projects must be delivered on a not-for-profit basis.

Q. Can for-profit private companies lead a consortium?

A. Yes, a for-profit private company can lead a consortium, but all projects must be delivered on a not-for-profit basis. All consortia must have at least one local partner. The local organisation does not need to be the consortium lead. A local organisation is defined as an organisation that operates in Colombia under a National Register of Legal Entities, and includes NGOs, companies of different size (large or SMEs), grass-root organisations, community associations, among others.

Q. Can a for-profit private company apply directly without a consortium?

A. Yes, a for-profit private company can apply as solo applicant, but all projects must be delivered on a not-for-profit basis. International organisations are strongly encouraged to form consortiums with local organisations.

Q. Can a local entity apply in consortium with a foreign entity?

A. Yes, a local entity can apply in consortium with a foreign entity, either as a lead or as a partner within the consortium. All consortiums must have at least one local partner. A local organisation is defined as an organisation that operates in Colombia under a National Register of Legal Entities, and includes NGOs, companies of different size (large or SMEs), grass-root organisations, community associations, among others.

Q. Can mixed organisations participate as leaders or as part of the consortium?

A. Mixed organisations can apply to the Call for Proposals as long as they are ruled under private law/regulation and a percentage of its composition is privately owned.

Q. Can a local development bank which are not Government Agencies or Sectoral Ministries lead a proposal?

A. Yes, mixed organisations can apply to the Call for Proposals as long as they are ruled under private law/ regulation and a percentage of its composition is privately owned and has private capital. Government agencies are not eligible to apply either as leads or consortium partners.

Q. Can the project references include projects carried out outside of Colombia?

A. The technical reference can be a project executed outside of Colombia. However, for the financial management reference you must submit one reference project implemented in Colombia which executed a budget above GBP 300.000 and had a duration of minimum one year.

Q. Can experience be demonstrated with a project carried out by an organisation that was part of a consortium?

A. Yes, for technical references this can be valid as long as the project reference evidence the technical capacities and responsibilities of the applicant organisation. However, for management references, the project must have been delivered by the lead organisation.

Q. Is it necessary to present, in the expression of interest, a project reference demonstrating the technical experience of each consortium partner? Or should only a project reference executed by the consortium leader be presented?

A. If applying in a consortium, the technical reference can come from any partner of the consortium. However, the Project and Financial Management reference must come from the lead organisation.

Q. Does the Project and Finance Management reference project exceeding £300,000 need to be related to any intervention area?

A. No, the Project and Finance Management reference project does not need to be related to any intervention area. However, the technical reference does.

Q. For the reference project on financial and project management, does a budget execution exceeding £300,000 refer to the total requested budget, the actual expenditure during the project, or the total value including in-kind contributions from project partners?

A. For the reference project for project and financial management, the budget of above £300,000 should refer to the total actual budget executed.

Q. For the selection criteria of the Expression of Interest under the management category, can multiple projects be submitted that together total more than £300,000, or must it be a single project?

A. It must be a single project. This management project reference must have a budget above GBP 300,000, a minimum of one year of implementation (from start to closure) and have been implemented in Colombia.

Q. Does the technical reference project need to be funded by international cooperation funds?

A. No, the technical reference project could be funded by other types of funding.

Q. What information should be submitted about the reference projects?

A. You will need to upload in the provided links at least one document as evidence of project delivery, impact, completion, and budget execution. Acceptable documents include:

- Certification of project implementation, describing achievements and budget.
- Reference letters from funders or counterparts (beneficiaries)

- Final project report with budget and impact
- Project website clearly specifying outcomes and budget

Q. If participating as a consortium, can the reference projects submitted in the Expression of Interest come from both organisations, or must they exclusively come from the lead company?

A. Only the lead organisation must submit the Expression of Interest on behalf of the consortium. The technical reference(s) submitted can come from any partner of the consortium. However, the Project and Financial Management reference project should come from the lead organisation.

Q. Is a project reference from the founder of a recently established company valid if they previously served as a project director at a former company?

A. No, the project reference must have been delivered by the applicant organisation(s), not at an individual level. The technical reference can be a project delivered by any of the partners of the consortium; however, the management reference must have been delivered by the lead organisation. Please refer to the Terms of Reference for more information.

Q. Are newly established companies eligible to lead a proposal?

A. There is no minimum time of establishment to be eligible.

Q. If the consortium includes an international entity, does that entity also need to have legal registration in Colombia?

A. No, a legal registration in Colombia is not required for international organisations.

Q. If the company/consortium is based abroad and has no prior experience in Colombia, is it still eligible?

A. The applicant or consortium must demonstrate prior general experience in Colombia; however, specific technical experience in the intervention area does not necessarily need to be in Colombia. The lead applicant must submit a Project and Financial Management reference project that was implemented in Colombia, with a total executed budget exceeding GBP 300.000 and a minimum duration of one year. Additionally, the applicant or consortium must demonstrate technical capacities to deliver a project in the intervention area(s) applied for, by submitting a technical reference project. This technical experience, however, does not need to have been conducted in Colombia.

Q. Can Implementing Partners with current grant contracts from previous UK PACT calls participate?

A. Yes, implementing partners previously funded by UK PACT are welcomed to apply to this new call for proposals.

Q. Can projects complement ongoing ones, or must they be entirely new?

A. Yes, UK PACT funding can complement ongoing projects.

Q. Do ongoing projects count toward demonstrating technical experience?

A. Yes, as long as the project evidences the technical capacities and can demonstrate results already achieved.

Q. We understand that only one proposal per line of action is allowed. If a proposal covers two intervention areas, would this prevent us from submitting another proposal that impacts only one of those intervention areas?

A. Correct, you will not be able to submit a proposal addressing an intervention area already covered in another proposal. Applicants can submit more than one proposal, as long as there is no more than one application that includes the same area of intervention.

Q. What is the limit on the number of projects an organisation can submit?

A. The same organisation can submit more than one proposal, as long as there is no more than one application that includes the same area of intervention. Each proposal will be assessed independently.

Q. Is it possible to apply to multiple intervention areas?

A. Yes, applicants can address multiple intervention areas under a single proposal. Also, applicants can submit more than one proposal, as long as there is no more than one application that includes the same area of intervention. Each proposal will be assessed independently.

Q. Is it necessary to have the consortium formally established in order to submit the expression of interest?

A. No, it is not necessary to have the consortium formally established in order to submit the expression of interest. However, if granted an award, a consortium legally binding collaboration agreement must be signed.

Q. Can an ally/consortium partner (who is not leading the proposal) apply through multiple offers in the same sector or area of intervention?

A. The same organisation cannot apply multiple times to the same area of intervention, whether as the lead or as consortium partner. However, applicants can submit more than one proposal in the same sector, as long as each proposal addresses a different area of intervention.

Q. Is it possible for the same organisation to appear in two applications, one as the consortium leader and another as a partner?

A. Yes, the same organisation can submit more than one proposal as a leader and as a consortium partner, as long as the organisation does not apply to the same area of intervention more than once. Each proposal will be assessed independently.

Q. If an organisation is the lead implementer in one project and part of a consortium in another, is it considered as submitting only one project?

A. No, those will be different projects. Each proposal will be assessed independently.

Q. Does addressing both intervention areas in a call for proposals improve the evaluation score?

A. Not necessarily. Applicants can address a single area of intervention or multiple intervention areas within the same proposal, and they will be evaluated based on the overall impact of their project within each intervention area.

Q. If tangible assets are not eligible expenses, what are considered project deliverables?

A. Some of the potential deliverables considered in this CfP include: training materials (handbooks, guides), reports and related documentation, completed workshops or training sessions, software applications or tools developed, policy recommendations, stakeholders

engagement activities, among others. The ToR indicates potential intermediate and illustrative outcomes that complement this answer.

Q. Is it necessary to have a participant or actor from the UK, and if so, what role should they play?

A. No, it is not necessary to have a partner from the UK.

Q. Can the applicant subcontract the consultants who will execute the project? If so, what considerations should be taken into account?

A. The organisation can hire the personnel it considers necessary to successfully deliver the project based on UK PACT's guidelines and standards.

Q. Is there a specific format for the EOI?

A. On our webpage, in the 'How to Apply' section, you'll find a link to complete the form. You can also view it in PDF format beforehand to see its content.

Q. For the submission of the EOI, is it more valuable to present letters of support from potential beneficiaries or partners?

A. It is not necessary to submit letters of support at the EOI stage. Letters of support are welcomed at the second stage, if invited to present a full proposal, although not compulsory.

Q. What criteria are used to evaluate the technical capacity of local partners?

A. Please refer to the selection criteria section in the Terms of Reference for each sector. You can find the ones for Green Finance [here](#) and for Just Energy Transition [here](#).

Q. How will progress be evaluated annually?

A. Each quarter, projects must submit a narrative and financial report, along with supporting evidence of progress and results. Additionally, the implementing partner must submit an annual report and an annual audit. Further detail can be found in the Applicant handbook in our [webpage](#).

Q. What is the procedure if the project requires a budget increase or time extension?

A. The established budget cannot be increased during the project, and applicants are expected to adhere to it. All projects are expected to start around May 2025 and end no later than 31 March 2027. Any request for a time extension must be submitted with a clear justification and approved in advance. However, under no circumstances can project implementation extend beyond 31 March 2027.

Q. What are the consequences if the project does not meet expected results in the annual evaluation?

A. Each payment is subject to the delivery of established results. If these are not met or are delayed, the payments will be withheld until the annual objective proposed in the workplan is achieved. If given the case, the grant may be suspended or terminated where the Activities or Budget are not provided to satisfaction.

Q. What are the expected outcomes and indicators to be measured for the project?

A. This information can be find in the [Applicant handbook](#) in our pages 7-8.

Q. Is it necessary to have the consortium formally established in order to submit the expression of interest?

A. No, it is not necessary to have the consortium formally established in order to submit the expression of interest. However, if granted an award, a consortium legally binding collaboration agreement must be signed.

Q. Does the project that demonstrates technical capacities need to be one of the projects that demonstrates financial management capacities?

A. Not necessarily. The technical reference project(s) could be different to the financial and project management reference.

Q. What is the profile of the applicant you are looking for?

A. All organisations with relevant experience in the areas of intervention may submit proposals, considering aspects such as cost-effectiveness, project management, impacts on GEDSI (Gender Equality, Disability and Social Inclusion), and technical capacity of the organisation or consortium. Applicants must demonstrate capacities to successfully deliver at

least one of the areas of interventions and must provide clear references of having successfully delivered a similar project over the last 5 years.

Both for-profit and not-for-profit organisations can apply, but all projects must be delivered on a not-for-profit basis.

Government agencies, departments and public entities are not eligible to apply either as a lead organisation, or as a partner organisation within consortium. Please refer to the Terms of Reference for more information.

Q. Does the call allow projects to be submitted for any region of the country?

A. Yes, projects for any region of the country are accepted. Applicants should justify the geographical prioritisation.

Q. Are projects with a national focus rated higher, or are regional projects preferred?

A. This CfP does not specifically indicate a preference for either national or regional projects but emphasizes the potential impact and scalability of the proposed interventions. Projects can operate at national, subnational, or local levels, allowing for flexibility in the geographic scope, depending on the project's goals and expected impact. Applicants should justify the geographical prioritisation.

Q. When referring to describing the experience with a GEDSI approach, are you referring to projects whose scope is directly related to GEDSI or that during the execution of the projects the participation of the work team with Gender Equality, Disability and Social Inclusion was considered?

A. Projects could be directly related to GEDSI or with demonstrated GEDSI elements throughout the project approach, design, and project cycle. This criterion refers to expertise and experience around mainstreaming GEDSI in programmes/projects or initiatives (including those examples with GEDSI as a critical objective of the intervention).

6. Finance requirements

Q. How much will be allocated to each project?

A. Successful projects will receive grants of up to £500,000 per financial year (1st April – 31st March), with a maximum of £1,000,000 total budget over 23 months in duration.

Q. How is the funding itemized? For example, how much is allocated for consulting, travel expenses, etc.?

A. There are no budget caps for each category; it depends on how each project allocates its budget.

Q. Under the consulting category, does this include staff currently employed by the company executing the project?

A. Staff that is currently working at the organisation that will implement the project can be included under a personnel cost category. UK PACT will only pay for the staff hours dedicated solely to the project.

Q. Is there a maximum allowed percentage for overheads?

A. There is no maximum percentage for overheads, as they are calculated based on the financial statements of each organisation. Value for money will be assessed.

Q. Can tangible assets be included as project costs as part of a counterpart contribution?

A. Co-funding for tangible assets from other organisations and counterparts is allowed. However, UK PACT does not fund tangible assets. }

Q. Are financial service expenses (e.g., a subsidy to reduce interest rates or incentives to minimize the risk of a green investment) eligible costs?

A. No, these are not part of UK PACT eligible costs. You can revise the eligible cost at the [Applicant Handbook](#) in our [webpage](#).

Q. Can the project finance the physical construction of alternative renewable prototypes?

A. No, UK PACT cannot award funding for tangible assets.

Q. Is the leading partner of the consortium obligated to fulfil any specific conditions, such as a minimum share of the budget?

A. We welcome applications from consortia consisting of eligible organisations. Where a consortium is proposed, a lead organisation must be nominated. The lead organisation will form the main point of contact for the project and will hold the grant agreement with UK PACT. Consortia can be formed of multiple types of organisations.

Lead organisations will be expected to have appropriate consortium agreements in place with any consortium partners at the start of the project and this will be a key condition for grant signing to proceed. The consortium agreement must detail the requirements and liabilities of the consortium partner(s) and should reflect the terms of the lead organisation's Grant Agreement with UK PACT.

For successful projects, UK PACT will disburse all project payments directly to the lead organisation; consortium partners will receive UK PACT funding via the lead organisation. Applicants will be expected to outline how they expect to disburse payments to any consortium partners as part of the full proposal.

Q. A consortium partner can directly receive the funds for the activities to be implemented?

A. Consortium partners are expected to manage and execute a portion of the funds as outlined in the proposal budget. However, all payments will be made exclusively to the lead organisation by the Delivery Partner (Palladium). The lead organisation is responsible for disbursing the allocated funds to each consortium partner to support/reimburse the costs of their specific activities.

Q. Can additional funding from the implementing partners be taken as a better qualification?

A. Matching fund or co-funding are not mandatory but it will be taken into consideration when evaluating the proposal. Additional funding from the lead organisation or other members of the consortium is welcomed.

Projects may operate with co-funding from other donors. Implementers must demonstrate how the funding from UK PACT is additional and necessary, and not duplicative. The funding portion received from UK PACT must be for distinct activities with distinct, measurable outputs and outcomes. Implementers must also be able to separately track and report on spending against UK PACT funding.

Q. Can additional partners be included after the proposal submission?

A. If you submit an Expression of Interest on a consortium behalf, and are invited to present a full proposal, you are expected to submit a proposal with that consortium. Additional consortium partners may be added after the Expression of Interest is submitted, subject to prior assessment. No new partners can be added after the full proposal has been submitted.

Q. Is it possible to receive other international funds while executing a UK PACT-funded project?

A. Yes, it is possible to receive other international funds while executing the project.

Q. Is it possible to maintain rent as a direct cost and include it as part of the hourly rate calculation?

A. Rent costs are eligible as an overhead, not as a direct project cost.

Q. Could you please explain in more detail what it means for a project to be developed under “a not-for-profit basis”?

A. Developing a project on a not-for-profit basis means that profit is not eligible as a direct or overhead cost to be financed through this call. The project must be structured to achieve the specific goals in each of the intervention areas, rather than on generating profits for shareholders or owners.

Certain overhead costs are eligible. You can revise how overhead costs are managed in the Applicant handbook in our [website](#).

Q. How will you ensure that projects do not generate profits?

A. This will be validated with the quarterly financial reports the Implementing Partner has to submit, as well as through an annual financial audit and submission of financial statements. The only eligible costs are the ones related to the delivery of the activities of the project. You can find the eligible costs in the [Applicant Handbook](#).

Q. When it is mentioned that projects must be non-profit, does this mean that the use of the results (deliverables) cannot generate profit in the future?

A. Organisations must deliver these projects on a non-profit basis, such that profit cannot be included in costs or daily rates. All forms of profit are ineligible costs for reimbursement. The deliverables of the projects will be provided to the counterparts for their use and must be made available free of charge to UK PACT recipients throughout the delivery of the project.

The project should focus on creating deliverables that strengthens counterparts to drive transformational change rather than on creating products (deliverables) intended for direct profit generation by the implementing partner. However, the project's results or deliverables may contribute to generating profit in the future for the beneficiaries and counterparts.