



Terms of Reference (ToR)

Event organisation services for the Lesotho Energy Access Dialogue 2025

Commodity/Service Required:	Event organisation services for the Lesotho Energy Access Dialogue
Project:	Lesotho Energy Access Dialogue (LEAD) 2025
Type of Procurement	One-off Procurement
Type of Contract	Contract for External Services
Date of Issue	9 May 2025
Date Questions from Vendor Due:	13 May 2025
Deadline to Submit Proposals:	19 May 2025
Approximate Date Purchase Order Issued to Successful Vendor	30 May 2025
Solicitation Number	ARE-LEAD-25-002

This document serves as a formal Request for Proposals and provides comprehensive terms of reference for the event logistics, branding, and additional associated services for the upcoming "Lesotho Energy Access Dialogue 2025." The Forum, organised by the Alliance for Rural Electrification (ARE) and the National University of Lesotho (NUL) Energy Research Centre (ERC), is scheduled to take place on 125-26 June 2025 in Maseru, Lesotho.

Attachments to this document:

1. Attachment A: Context and Scope of Work
2. Attachment B: Instructions to Vendors
3. ARE's Code of Conduct for Vendors is available on ARE Website: <https://www.ruralelec.org/wp-content/uploads/2024/06/ARE-Code-of-Conduct-for-Vendors.pdf>. Vendor's delivery of products, performance of services, or issuance of invoices in connection with this purchase order establishes Vendor's agreement to the ARE's Code of Conduct for Vendors. All vendors are responsible to carefully review each attachment and follow any instructions that may be relevant to this procurement.



Background information

ARE is an international business association that promotes a sustainable decentralised renewable energy (DRE) industry for the 21st century. ARE activates markets for affordable energy services and creates local jobs and inclusive economies in Africa, Asia-Pacific and Latin America. ARE also enables improved energy access through business development support for its Members along the whole value chain for decentralised renewable energy technologies.

As part of its UN Energy Compact, ARE strives to enable the private sector to:

- deliver sustainable electricity services to at least 500 million additional people in sub-Saharan Africa, Asia-Pacific and Latin America & the Caribbean
- catalyse the creation of at least 5 million green jobs
- avoid at least 1 billion tonnes of CO₂ emissions by 2030

More information: www.ruralelec.org

Attachment A

Context and Scope of Work

ARE and ERC take the lead in addressing Lesotho's energy challenges by organising the Lesotho Energy Access Dialogue. Scheduled tentatively for 25–26 June 2025, this event aims to showcase the potential of renewable energy, particularly DRE, in overcoming obstacles to universal electricity access in Lesotho. The event is supported by Renewable Lesotho, a joint initiative of the European Union Delegation to Lesotho, the German Federal Ministry for Economic Cooperation and Development (BMZ), the European multi-donor programme GET.invest and other partners, and the Department of Energy of Lesotho (DoE).

The Forum seeks to leverage Lesotho's abundant renewable energy resources to address its low electrification rate and reliance on imported energy. By bringing together industry stakeholders, government representatives, and international investors, the event aims to facilitate discussions on legislative measures, financing opportunities, and business models to propel Lesotho's renewable energy market forward.

- Website: <https://www.lesotho-energy.org/>
- Date: 25–26 June 2025
- Location: Maseru, Lesotho (Venue to be confirmed)
- No. of Expected Participants: 120 To be determined
- Organised by: ARE and ERC
- Supported by: Renewable Lesotho, BMZ, GET.invest and the EU Delegation to Lesotho, DoE

Event Programme:

Date	Activity
25–26 June 2025	Lesotho Energy Access Dialogue 2025 (1 Track Forum featuring panels, sessions, roundtable discussions)
25–26 June 2025	Exhibition

To support the organisation of LEAD 2024, **ARE seeks the services of an independent organisation to carry out the following tasks:**

- Direct coordination with the venue for the event.



- Implementing the check-in and registration of participants at the entrance to the venue, with protocol (the registration of participants is done through the b2match platform which is managed by ARE, responsible for providing the data of those registered for printing and management by the company).
- Development and placement of event branding products.
- Coordination of media including local media coverage for press conference.
- Compilation and dissemination of a post-event media report.

Working Approach:

The selected firm will report to designated ARE staff throughout the assignment. All deliverables will be reviewed by ARE before the final acceptance. All communication will be conducted in English.

Deliverables: All deliverables are intended for the duration of a 2-day event by default, unless specified otherwise.

Deliverables	Unit	Price in EUR
Branding (Graphic designs will be produced and shared by ARE)		
Background banner (stage)	1	
Roll-ups	4	
Signage (cubes)	4	
A4 programme, 8 pages, recto-verso, booklet format, recycled paper 150mg	200	
Badges & lanyards	200	
Blank badges	100	
Communications		
Photographer	1	
Other services		
Ushers	8	
Crowd control barriers (+ extra cords)	8	
TOTAL		
VAT, taxes and other fees (if applicable)		
TOTAL (all VAT, taxes and fees included)		

By signing this attachment, the vendor confirms he has a complete understanding of the specifications and fully intends to deliver items that comply with the above listed specifications.



Signature and stamp	
Name, Surname	
Title	
Company	
Date	

Attachment B

Instructions to Vendors

1. The Buyer (ARE) intends to purchase commodities and/or services identified in Attachment A. The term of the Ordering Agreement shall be from Award Date to the Delivery date of the Offer or unless extended by mutual agreement of the parties. The Buyer intends to award to a single “approved” vendor based on conformance to the listed specifications, the ability to service this contract, and selling price. We reserve the right to award to more than one vendor. If an Ordering Agreement is established as a result of this ToR, vendor understands that quantities indicated in the specifications (Attachment A) are an estimate only and ARE does not guarantee the purchase quantity of any item listed.
2. This procurement will be made by the Alliance for Rural Electrification (ARE) located at Rue d’Arlon 63-67, 1040 Brussels, Belgium.
3. **Technical criteria:** The firms with a proven track record in successfully planning, coordinating, and executing medium-scale business events are eligible to submit their proposals for this ToR. All applying firms must be duly registered and in compliance with the legal and regulatory requirements of Lesotho.
4. **Proposal Requirements:** All Vendors will submit a quote/proposal which contains offers for all items and options included in this ToR. All information presented in the Vendors quote/proposal will be considered during ARE’s evaluation. Failure to



submit the information required in this ToR may result in Vendor's offer being deemed non-responsive. Vendors are responsible for submitting offers, and any modifications, revisions, or withdrawals, so as to reach ARE's office designated in the ToR by the time and date specified in the ToR. Any offer, modification, revision, or withdrawal of an offer received at the ARE office designated in the ToR after the exact time specified for receipt of offers is "late" and may not be considered at the discretion of the ARE Staff.

5. **Evaluation & Award Process:** ARE will award an agreement contract resulting from this solicitation to the responsible Vendor whose offer conforms to the ToR will be most advantageous to ARE, price and other factors considered. The award will be made to the Vendor representing the best value to the project and to ARE. For the purpose of this ToR, price, delivery, technical and past performance are of equal importance for the purposes of evaluating and selecting the "best value" awardee. ARE intends to evaluate offers and award an Agreement without discussions with Vendors. Therefore, the Vendor's initial offer should contain the Vendor's best terms from a price and technical standpoint. However, ARE reserves the right to conduct discussions if later determined by ARE to be necessary.

The candidates must present a technical proposal of the deliverables, specifying the details of each item mentioned in the ToR and supporting it with photos if required.

The candidates must also present a detailed financial proposal according to the following points:

1. Individual prices of each item
2. Total price without and with tax or other charges expressed in Euros or US Dollars.
3. Payment methods according to point 10.
4. It is required to attach a Bank Information Statement (BIS) document (person's identity and bank details.)

Both proposals will be evaluated by an internal selection committee who will ensure the principle of economic efficiency and cost-effectiveness.

The evaluation factors will be comprised of the following criteria:

- a) PRICE: Lowest evaluated ceiling price (inclusive of option quantities).
- b) DELIVERY: Vendor provides the most advantageous delivery schedule.
- c) TECHNICAL: Items/Services shall satisfy or exceed the specifications described in ToR Attachment A.



- d) **PAST PERFORMANCE:** Vendor can demonstrate his/her capability and resources to provide the items/services requested in this solicitation in a timely and responsive manner.
6. **Validity of Offer:** This ToR in no way obligates ARE to make an award, nor does it commit ARE to pay any costs incurred by the Vendor in the preparation and submission of a proposal or amendments to a proposal. Your proposal shall be considered valid for 60 days after submission.
7. **Deadline**
8. The **deadline to receive offers is to 19 May 2025** to Okan Ozkan, Communications & Marketing Officer, ARE at o.ozkan@ruralelec.org.

9. Fees

The selected Vendor will be contracted by ARE. The **prices quoted** in the proposal **are not subject to change**. The Vendor sets the fixed price for the services, and ARE will pay accordingly.

10. Support staff meals

The awarded company shall be solely responsible for providing meals and refreshments for all support staff engaged in the project. All costs associated with the provision of food for support staff shall be borne by the awarded company and should be factored into their project budget and bid.

11. Payment schedule and details

Payments to the selected Vendor will be made along the following schedule:

- **50% of contract value upon contract signature by 6 June 2025** and submission of a valid and approved invoice by the Vendor to ARE.
- **50% of contract value** upon the full delivery of all services for the event, as well as submission of a valid and approved invoice by the Vendor to ARE.

The selected Vendor will be contracted by ARE and paid a service fee inclusive of VAT and any other government taxes, fees, duties, levies or similar.

Payment for services will be made via a valid invoice (VAT number included if applicable) that complies with the deliverables indicated in the payment schedule. Every invoice must have a unique invoice number and must include the date of service delivery.



Invoices must be sent in Euros and the vendor must have a valid account in U.S. dollars or Euros.

Invoices should clearly indicate which service lines/deliverables are covered by each invoice (i.e. they should not be an overall % of the total amount).

The Bank Information Statement (BIS) of the bank account of the recipient will be requested, the information of which must also be included on the invoice. Invoices should be addressed to:

Alliance for Rural Electrification AISBL
Rue d'Arlon 63-67
1040 Brussels
Belgium
VAT: BE 0883.277.545

Bank fees and Bank exchange rate costs are entirely at the expense of the Vendor. ARE only considers official National Bank exchange rates and not intermediary banks.

Payments will be payable within 60 days upon receipt and acceptance of deliverables and invoice (electronic version) indicating the contract number and instalment requested.