



Terms of Reference (ToR)

Branding & Marketing Services for the ARE Energy Access Investment Forum 2026

Commodity/Service Required:	Branding & marketing services for the ARE Energy Access Investment Forum 2026
Project:	ARE Energy Access Investment Forum 2026
Type of Procurement	One-off Procurement
Type of Contract	Contract for External Services
Date of Issue	22 December 2025
Date Questions from Vendor Due:	2 January 2026
Deadline to Submit Proposals:	7 January 2026
Approximate Date Contract Issued to Successful Vendor	16 January 2026
Solicitation Number	ARE-EAIF-26-002
E-mail	o.ozkan@ruralelec.org

This document serves as a formal Request for Proposals and provides comprehensive terms of reference for branding and marketing services for the ARE Energy Access Investment Forum. The forum, organised by the Alliance for Rural Electrification (ARE), is planned to take place on 21- 23 April 2026 at the Safari Park Hotel in Nairobi (Kenya) with 20 April being the set up day.

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

The Alliance for Rural Electrification (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

The ARE Energy Access Investment Forum (EAIF) is the top annual investment event, fostering partnerships for the purpose of energy access, renewable electrification and the green energy transition. With a track-record since 2016, ARE aims to mobilise 500 people in-person and over 1,000 people virtually for a total of more than 1,500 participants.

- Website: <https://www.eaif.energy>
- Date: 21-23 April 2026
- Location: Safari Park Hotel, Nairobi, Kenya
- No. of Expected Participants: 500+
- Organised by: ARE
- Supported by: GET.invest
- Under the patronage of: Ministry of Energy and Petroleum of Kenya

Event Programme:

Date	Activity
20 April 2026	Set up day
Day 1: 21 April 2026	ARE Energy Access Investment Forum
Day 2: 22 April 2026	ARE Energy Access Investment Forum
Day 3: 23 April 2026	ARE Energy Access Investment Forum

To support the organisation of EAIF 2026 exhibition, **ARE seeks a branding & marketing service provider for the four days of the event 20-23 April 2026 in Nairobi (Kenya).**

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 4 days (20-23 April 2026) by default, unless specified otherwise. The setup day mentioned below should be included in the pricing. **The graphic designs for the items below will be provided by ARE.**



Deliverables	Unit	Price in EUR
Track 1 – Jambo Hall		
Background stage banner	1	
Stage skirting + carpet	1	
Side tables with branding for panelists on stage	4	
Branding of lectern (100 x 60 x 20 cm)	1	
Track 2 – Bougainville Hall		
Background stage banner	1	
Stage skirting + carpet	1	
Side tables with branding for panelists on stage	4	
Branding of lectern (100 x 60 x 20 cm)	1	
General event branding		
Event initials cutout - #EAIF2026 (see sample)	1	
Exhibition plan backdrop	2	
Event directory backdrop	1	
Photo booth backdrop (see sample)	1	
Welcome backdrop (share photo of n-shape banner)	1	
General event backdrop	1	
Matchmaking backdrop Ivory Hall	1	
Press conference backdrop Borgoria room (see sample)	1	
Workshop rooms backdrop Lion 900 room	3	
Registration backdrop (see sample)	1	
Floor standing signs (see sample)	10	
Roll-ups (venue + airport)	10	
Feather flags	15	
Name badges	700	
Lanyards	700	
A4 folder recycled paper 300mg	600	
A4 programme, 8 pages, recto-verso, booklet format, recycled paper 150mg	600	
Cotton bags	600	
A5 notebooks	600	
Pens	600	
Reception branding – Nyama Choma Ranch or pool area		
11 th EAIF cutout or backlit sign (see sample)	1	
Handheld fun hashtags (see sample)	5	
Basic corporate venue branding with lighting, decorations (e.g. balloons, sparkles), centrepieces, etc.	1	
Memorabilia to bring home (e.g. <i>keychain, bookmark</i>)	300	
Communications		
Photographer	2	
1-min after-movie video (covering conference, matchmaking, exhibition)	2	
Press conference	1	
Media relations, plan and report	1	
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.

The maximum budget for this work is **EUR 28,000** (inclusive of VAT, management fees, miscellaneous charges, and all other costs).

By signing this document, the vendor further agrees not to add, remove, or modify any items in the list. If an item cannot be supplied, the vendor agrees to leave the price field blank; if an item is covered as part of another line, the vendor agrees to mark the price field as "complimentary." By signing this document, the vendor also confirms that all calculations are accurate and that the final total is correct.

Name, surname	
Title	
Company	
Signature	
Date	
Stamp	

Vendors are invited to fill in the following table to submit at least three references from their previous work:

Name, Date, Year of the event	Venue	Services provided	Name & contact info of the customer



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. Bidders are required to complete, sign, and date the Attachment A of this ToR and submit it to the designated contact person. 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. The terms and conditions set out in this document take precedence over any Vendor clauses or contracts. In the event of a dispute, Belgian law and authorities shall apply.
3. **Technical criteria:** The service providers with experience in organising corporate events are eligible submit their offers for this ToR. All applying vendors must be duly registered and in compliance with the legal and regulatory requirements of the host country, Kenya.
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 inquiries 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 EUR or USD.
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



The deadline to submit offers is **7 January 2026**. Please send offers to Okan Özkan, Communications & Marketing Officer, ARE at o.ozkan@ruralelec.org.

8. Fees

The selected Vendor will be contracted by ARE. **The prices quoted in the proposal are not subject to change unless ARE asks for a modification of the quantity.**

9. 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.

10. Payment schedule and details

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

- **50% of contract value upon contract signature by 28 February 2026** and submission of a valid and approved invoice by the Vendor to ARE.
- **50% of contract value by end of April 2026** 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 U.S. dollars or 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 is requested in the financial proposal as stated in point 5, 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 the correct approved invoice (electronic version) indicating the contract number and instalment requested.