

SERVICE PROVIDER ASSIGNMENT

Renewable Energy Policy Analysis, Business Case Assessment, and Stakeholder Dialogue for Solar PV and Battery Storage in Jordan

Assignment	Renewable Energy Policy Analysis, Business Case Assessment, and Stakeholder Dialogue for Solar PV and Battery Storage in Jordan
Country	Jordan
Duration	11 weeks

1. About EDAMA

EDAMA, which in Arabic means “sustainability”, is a Jordanian NGO established in 2009. As a business association, EDAMA cultivates an environment in which innovative solutions for energy and water independence and environmental conservation emerge.

Advancing Jordan’s movement towards a green economy is an ambitious and priority goal. Achieving it requires robust knowledge hubs, multi-stakeholder dialogue avenues, and private-sector mobilisation. EDAMA’s niche lies in providing a platform agile and inclusive enough to involve a large number of public, private, and NGO sector representatives. Together, these key players discuss and shape the future development of the Energy, Water, and Environment (EWE) sectors in Jordan.

2. Assignment Objectives

The overall objective of this assignment is to conduct renewable energy policy analysis and stakeholder dialogue to inform evidence-based policy discussions on solar PV and battery storage deployment in Jordan, with a particular focus on enterprise competitiveness and investment viability.

The specific objectives are to:

- Analyse the current renewable energy policy and regulatory framework affecting solar PV and battery storage deployment in Jordan.
- Assess the business case and investment feasibility of solar PV and battery systems under current and alternative policy and tariff scenarios.
- Collect and analyse evidence from renewable energy developers, energy-intensive enterprises, and relevant public and private stakeholders.
- Develop practical, evidence-based policy recommendations to strengthen the enabling environment for renewable energy deployment and enterprise competitiveness.
- Facilitate structured technical and policy dialogue among relevant public institutions, private sector actors, sector associations, and development stakeholders.
- Ensure that all research, consultations, and recommendations are neutral, evidence-based, technically sound, and aligned with the Contracting Authority's role as a facilitator of inclusive market systems and decent work outcomes. Any consultations or outreach must be done only with prior approval from the Contracting Authority.

3. Tasks Performed by The Service Provider

The service provider (consultant) shall carry out the following components of work.

A. Research and Policy Analysis

A.1 Holistic policy analysis

Conduct an integrated assessment of the renewable energy policy landscape in Jordan, with emphasis on solar PV and battery storage. The analysis shall assess the interaction between regulation, tariffs, grid integration, investment feasibility, and enterprise demand.

1. Provide an overview of the current legal and regulatory framework affecting renewable energy deployment.
2. Review recent policy and regulatory developments affecting solar PV, distributed renewable energy, wheeling, net metering, battery storage, and grid integration.
3. Assess how policy changes affect private sector investment, enterprise adoption, and renewable energy developers.
4. Identify key policy challenges, implementation bottlenecks, market distortions, and reform opportunities.
5. Analyse the implications for Manzuma's target sectors and energy-intensive enterprises, particularly food processing and chemicals.

A.2 Detailed review of current policies, laws, and regulations

Conduct a detailed review of relevant policies, laws, regulations, instructions, and implementation arrangements governing the electricity and renewable energy sector in Jordan, covering at minimum:

1. Electricity laws, renewable energy regulations, instructions, and relevant amendments.
2. Tariff structures, including retail tariffs, Time-of-Use options where applicable, and compensation mechanisms for exported electricity.
3. Grid connection procedures for distributed renewable energy systems, including technical and administrative requirements, timelines, and costs.
4. Licensing and regulatory requirements for generation, distribution, storage, and relevant system sizes or thresholds.
5. Net metering, wheeling, and any evolving arrangements for electricity transfer, export, or compensation.
6. Grid integration rules, system limits, curtailment practices, grid stability considerations, and technical standards.
7. Application of regulatory provisions in practice, including institutional coordination and administrative efficiency.

Identify policy gaps, inconsistencies, implementation challenges, and potential reform or operational improvement areas that can support a more predictable, and investment-friendly renewable energy market.

A.3 Stakeholder surveys and case studies

Design and implement structured surveys and interviews with renewable energy developers, selected energy-intensive enterprises, and relevant sector actors. Survey tools must be submitted to the Contracting Authority for review prior to use.

One structured developer survey, distributed across EDAMA's relevant members and energy users.

The surveys and interviews shall assess:

- Regulatory, technical, administrative, and financial barriers faced by renewable energy developers and consumers.
- Market opportunities and growth potential for solar PV and battery storage systems.
- Operational experiences with solar PV, hybrid systems, and battery storage where applicable.
- Enterprise perceptions of electricity costs, productivity gains, cost savings, and investment risks.
- Suggested improvements to laws, regulations, tariffs, grid connection procedures, and investment conditions.
- Electrification opportunities in industrial processes and the potential implications for renewable electricity demand.
- Develop selected case studies to illustrate economic and operational implications of renewable energy adoption, including cost savings, production cost impacts, investment considerations, and lessons learned from enterprises or developers

Scope:

- One structured developer survey, distributed across EDAMA's relevant members and energy users.
- Two case studies — one in the chemicals sector and one in the food processing sector — illustrating the economic and operational benefits of renewable energy adoption (they provide in-depth, sector-specific insight rather than a

fully representative view of the entire sectors, and they feed into — but do not by themselves determine — the policy recommendations, which are built primarily on the analysis of the current policy framework)

- 2–3 developer interviews focused specifically on licensing challenges and procedures

A.4 Business case and feasibility analysis

Assess the economic viability of solar PV and battery storage investments under current policies and under selected alternative scenarios, considering different enterprise types and sizes, with attention to SMEs and energy-intensive sectors.

- Capital expenditure, operational expenditure, and lifecycle cost assumptions.
- Expected savings, return on investment, payback period, and internal rate of return where data allows.
- Impact of grid access charges, wheeling fees, licensing requirements, and export compensation mechanisms.
- Project bankability, investment attractiveness, financing constraints, and risk perception.
- Feasibility implications for food processing and chemicals enterprises, including cost competitiveness and productivity.

A.5 Scenario building

Develop and analyse policy and market scenarios that examine how targeted regulatory or tariff adjustments could affect renewable energy feasibility, electricity costs, and enterprise competitiveness. Scenarios may include, but are not limited to:

- Business-as-usual trajectory under current policy and market conditions.
- Policy-adjustment scenario aligned with national renewable energy and climate priorities.
- Accelerated renewable energy deployment scenario with stronger solar PV and battery storage adoption.
- Time-of-Use tariff scenario assessing incentives to consume electricity during peak solar generation hours and improve grid balancing.
- Enterprise competitiveness scenario assessing production cost reduction and productivity implications for energy-intensive sectors.

A.6 Policy recommendations

Develop practical and evidence-based recommendations aimed at strengthening the renewable energy enabling environment. Recommendations shall be realistic, implementable, and relevant to policymakers, regulators, developers, enterprises, and sector associations.

- Measures to support sustainable growth of the solar PV and battery storage sectors.
- Measures to improve regulatory clarity, administrative efficiency, and investment predictability.
- Tariff and policy options that balance enterprise competitiveness, grid stability, and fair cost recovery.
- Options to enhance investment attractiveness and project bankability.
- Recommended pathways for continued policy dialogue and stakeholder coordination.

B. Stakeholder Engagement and Policy Dialogue

Organise structured stakeholder engagement activities throughout the assignment. Engagement shall be neutral, inclusive, and technically focused.

The stakeholder engagement process shall include, as relevant:

1. Renewable energy developers and consumers consultation session to validate market perspectives and gather technical input.
2. Engagement with relevant public institutions responsible for energy policy, investment, enterprise development, and labour market outcomes.
3. Technical session with relevant regulatory actors to discuss regulatory aspects and possible implementation improvements.
4. Engagement with electricity sector stakeholders to discuss grid integration, system stability, connection procedures, and policy scenarios.

5. Consultations with associations, social partners, and enterprises in energy-intensive sectors, especially food processing and chemicals.
6. Policy dialogue with parliamentary, policy, or national stakeholder groups where relevant and feasible.

Prepare agendas, participant lists, facilitation notes, presentation materials, meeting minutes, and consultation summaries for all formal stakeholder engagement activities.

C. Monitoring, Evaluation, Data Management, and Quality Assurance

Establish and maintain a monitoring and quality assurance system to track implementation progress, deliverable completion, stakeholder engagement, and evidence quality.

C.1 M&E objectives

- Track implementation progress against the approved workplan and deliverables.
- Monitor completion of surveys, interviews, case studies, and consultations.
- Ensure that findings and recommendations are supported by evidence.
- Generate lessons learned and practical recommendations for policy dialogue and future market systems interventions.

C.2 Data collection and management

- Use data collection tools agreed with the Contracting Authority prior to implementation.
- Securely archive survey data, interview notes, attendance sheets, consultation documentation, and primary evidence.
- Ensure that sensitive information and institutional inputs are treated confidentially.
- Disaggregate data where relevant by stakeholder type, sector, enterprise size, location, and gender, where applicable and feasible.
- Ensure compliance with Contracting Authority data protection, confidentiality, and ethical research standards.

C.3 Quality assurance

- Submit all major tools, methodologies, and deliverables to the Contracting Authority for review and clearance.
- Clearly reference data sources and assumptions used in policy, feasibility, and scenario analyses.
- Ensure that recommendations are technically sound, feasible, and clearly linked to findings.
- Hold periodic progress meetings with the Contracting Authority to discuss progress, risks, and necessary adjustments.

D. Communication, Visibility, and Dissemination

Prepare communication and dissemination materials related to the assignment in coordination with the Contracting Authority. All visibility and communication products shall follow Contracting Authority visibility requirements and shall be reviewed by the Contracting Authority prior to publication or dissemination.

- Presentation materials for consultations.
- A concise policy brief or executive summary highlighting key findings and recommendations.
- Documentation of stakeholder engagement, including attendance sheets and summaries.
- Final dissemination package, including final report, presentation, and policy recommendations.

E. Sustainability and Policy Uptake

Include a practical policy uptake and sustainability section in the final report, identifying how the evidence, recommendations, and stakeholder dialogue process can support continued market system improvement beyond the assignment period.

- Potential policy dialogue pathways and responsible stakeholders.

- Short-, medium-, and longer-term actions for improving the renewable energy enabling environment.
- Possible areas for further piloting, technical assistance, or stakeholder coordination.
- Recommendations for integrating findings into enterprise competitiveness and market systems programming.
- Potential linkages with national energy, climate, and private sector development priorities.

4. Deliverables and Timeline

Deliverables Schedule

Deliverable	Deliverable Package and Minimum Evidence Required	Deadline
D1: Mobilization and Inception Report	• D1.1 Confirmed project team and roles. • D1.2 Kick-off meeting. • D1.3 Initial work calendar and initial stakeholder list. • D1.4 Stakeholder mapping and engagement plan covering members, developers, enterprises, MEMR, EMRC, NEPCO, and Parliament Energy Committee. • D1.5 Approved survey/interview tools and case study approach. • D1.6 Data management, quality assurance, and risk mitigation plan. • D1.7 Preliminary policy and regulatory analysis. • D1.8 Draft business case and feasibility analysis, including investment costs, ROI, payback periods, financing considerations, and regulatory impacts. • D1.9 Inception report with final methodology and detailed workplan. • D1.10 Stakeholder consultation and engagement session with renewable energy developers and energy-intensive enterprises, including presentation of project objectives and methodology, and summary of key inputs received.	28.November 2026
D2: Data Collection, Analysis, and Drafting	• D2.1 Summary of surveys, interviews, consultations, and case studies completed. • D2.2 Preliminary policy and regulatory analysis. • D2.3 Draft business case and feasibility analysis, including investment costs, ROI, payback periods, financing considerations, and regulatory impacts. • D2.4 Draft scenario analysis covering impacts on electricity costs, solar feasibility, enterprise competitiveness, and productivity. • D2.5 Case study reports (minimum two completed case studies illustrating economic and operational benefits of renewable energy adoption).	3 January 2027
Final Report	• Final report	3 January 2027

Reporting Schedule

Report	Report Content
Report 1	Inception Report (stakeholders list, detailed data collection and analysis methodology)
Report 2	Policy and regulatory analysis
Report 3	Business case and case study
Report 4	Stakeholder Engagement Report
Final report	Final full report

5. Evaluation

Criterion	Weight
TECHNICAL OFFER	70%
Methodology (quantitative & qualitative)	35%
Action Plan (breakdown of activities & timeline)	25%
Past Experience & Similar Projects	10%
FINANCIAL OFFER (total cost)	30%
TOTAL	100%

6. Experience, Skills, and General Requirements

- Education: Master's or higher in energy policy, energy economics, economics, electrical or energy engineering, public policy, or a related field.
- At least 10-15 years of experience in energy policy, regulatory analysis, or energy-sector economics.
- Jordan and MENA knowledge: Proven work in Jordan's electricity sector or the region, and familiarity with MEMR, EMRC, NEPCO, and the Parliament Energy Committee.
- Regulatory expertise: Electricity law, tariffs (including Time-of-Use and export compensation), net metering, wheeling, licensing, grid connection, and grid integration rules.
- Solar PV and storage: Technical and market knowledge of distributed solar PV, hybrid systems, and battery storage.
- Business case skills: Financial modelling (capex, opex, ROI, payback, IRR), plus bankability and financing analysis, especially for energy-intensive SMEs in food processing and chemicals.
- Scenario building: Developing and testing business-as-usual, policy-adjustment, accelerated deployment, Time-of-Use, and enterprise competitiveness scenarios with clearly stated assumptions.
- Research and engagement: Designing surveys and interviews, producing at least two case studies, and facilitating consultations and a high-level policy event.
- Writing and languages: Policy briefs and reports in both Arabic and English, with all outputs in editable formats.

7. Reporting, Supervision, and General Requirements

- The final report shall cover the entire implementation period and include annexes documenting methodology, tools used, assumptions, and supporting evidence in both languages (Arabic & English).
- The consultant shall implement the assignment under the direct supervision of the Contracting Authority team. All technical deliverables, methodologies, data collection tools, reports, and final outputs shall be reviewed and cleared by the Contracting Authority.
- The consultant shall be responsible for all logistical arrangements required for implementation, including meetings, interviews, surveys, transport, data collection, and documentation, unless otherwise agreed in writing with the Contracting Authority.
- The consultant shall coordinate closely with the Contracting Authority throughout implementation and shall not communicate findings, recommendations, or policy positions externally without prior clearance from the Contracting Authority.
- Regular meetings with the Contracting Authority will be held to ensure communication, technical alignment, and progress updates.
- All data and information received from the Contracting Authority, and all information collected from stakeholders, shall be treated confidentially and used only for the execution of this assignment. Contents may not be disclosed to third parties without expressing prior written authorization of the Contracting Authority.
- All intellectual property rights arising from the execution of this assignment are assigned to the Contracting Authority, unless otherwise agreed in writing. Final outputs, datasets, tools, and materials must be provided in editable formats, with any third-party materials properly referenced and legally permissible for use.

8. Submission Requirements

Interested consultants shall submit both a technical proposal and a financial proposal. Both documents must be **submitted by email ONLY to info@edama.jo** no later than **17 October 2026**. Proposals received after the deadline, or submitted through any other channel, will not be considered.

- **Technical proposal** shall include the consultant's understanding of the assignment, proposed methodology, work plan, and relevant qualifications and experience.
- **Financial proposal** shall include a detailed cost breakdown covering professional fees, and any other applicable costs, in line with the deliverables and timeline set out in this ToR.