

NEFCO
Finland Ukraine Trust Fund
Energy Efficiency, Renewable Energy and
Alternative Types of Energy Sources
Country: Ukraine

FCG Finnish Consulting Group

FCG Design and Engineering



FCG - A unique expert center

- FCG provides services related to
 - development of public services
 - management consulting
 - multi-sector training
 - Software solutions and services
 - Infrastructural and urban planning
 - building and renovation construction
- The Group's client base consists of a wide spectrum of both private and public sector organizations in Finland and worldwide.
- The company is owned by the Association of Finnish Local and Regional Authorities
- The primary objective of the Group's strategic leadership is to secure stable and profitable operations both in Finland and abroad, while systematically renewing all business areas.



Celebrating 50 years of high quality results together with our partners in 2017

FCG's history: where we came from

1950

1960

1970

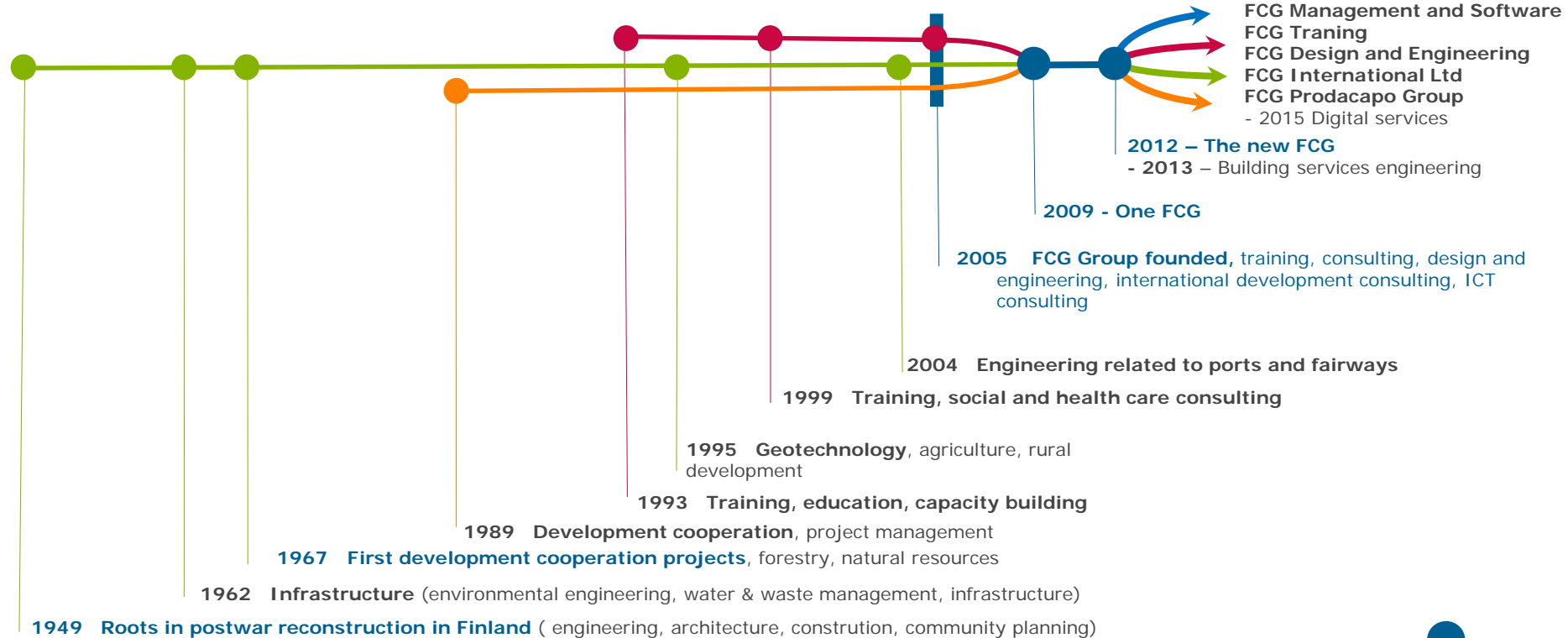
1980

1990

2000

2010

2020



FCG has a long history of international operations: the first project related to Northern Africa and forestry commenced in 1967.

Since then there has been over 5.000 international projects implemented in more than 150 countries worldwide.

Head Quarters at Helsinki, Finland

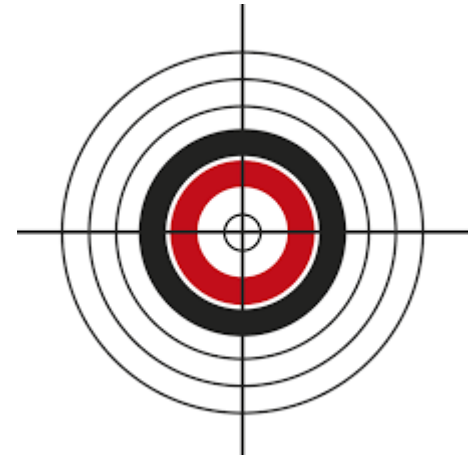
- Sweden (FCG Swedish Development)
- FCG Datawell Sweden Ab
- Norway (FCG Nirvaco As)
- Bulgaria (FCG POVVIK)
- New Zealand (FCG ANZDEC)
- FCG Asia (Singapore)
- FCG Turkey
- Greece (representative office)
- Ecuador (representative office)
- Kenya (FCG Sweden)

Blue areas reflect our projects in year 2017

Scope of Funding

The Trust Fund will target the following fields:

1. Renewable Energy and Waste-to-Energy
2. Power and heat generation
3. District heating networks
4. IT solutions and distribution networks
5. Development of partnerships in the context of multilateral development programs and projects of International Finance Institutions



Funding Terms

- Funding for TA and demonstrative projects (up to 1-2) can be provided as grant funding to the Ukrainian enterprises with preference to SMEs (small and medium sized enterprises) for both public and private projects.
- Project owner's own contribution is required, however technical assistance, such as e.g. consulting and software, can be supported with grant up to 100% of the cost.
- Procurement is to be tied to Finnish content meaning that each project must have a Finnish interest in the form of consulting, supplies or investment. The level of the Finnish content is at least 30% of the total value of the project. The consultants selected shall be mainly firms registered in Finland.
- Procurement related to the activities to be funded shall be carried out in accordance with [NEFCO Procurement Guidelines](#)
- There are blending opportunities of the grant with NEFCO's other financing tools – [Investment Fund loans](#), [Facilities for Cleaner Production](#) and [Energy Saving Credits](#).
- Funds can be used exclusively to activities that meet the ODA criteria set up by the OECD DAC.
- Funds are available for disbursement until the end of 2021.



Types of projects

Technical assistance

- Software services
- Legislation support
- Creation of funding instruments
- Know-how
- Renewables
- Waste Incineration

Demonstrative projects

- Transformative, innovative and introducing new technologies at the local markets
- Partner commitment (monetary or in kind contribution)
- The project would not be implemented without grant support

Eligible projects

TA & Consultancy

- Benefit not only locally but nationally
- Transformative, demonstrative and innovative
- Increase investor confidence in energy sector
- Support ratification of clean energy policies
- New opportunities for policy support
- Enable and unlock FDI Investments
- Support national funding instrument

Demonstrative Projects

- Benefit not only locally but nationally
- Innovative
- Well-known and proven technology
- Cost efficient
- Affordable & no negative impact on vulnerable consumers
- Increase energy efficiency on system, sub-system or component level
- Environmentally sustainable
- Financially sustainable after grant support
- BAT
- Replicable

Finnish expertise and know-how in the energy sector

Sector	Engineering	Software, automation	Equipment	Examples
Wind turbines	high-level	Remote control	wind turbines, gear boxes	Phoenix contact, ABB
Solar PV	at domestic level	Production measurement, remote readings	solar panels, inverters	Naps, Green energy
Solar Heat	at domestic level	Production measurement, remote readings	solar panels, inverters	Savo Solar
Geothermal energy	at domestic level	Energy potential investigations	heat pumps, numerous manufacturers	Gebwell, Oilon, Scancool, GTK
Bioenergy from traditional fuels	world class	logistics, plant automation, plant O&M	boilers, burners, scrubbers, pumps, fuel handling systems, fuel harveting	ÅF, Pöyry, Protacon, BMH, KPA Unicon, Laka, Nakkila, Oilon, Caligo, Kolmeks, Maintpartner, Ponsse
Bioenergy from alternative fuels	world class	logistics, plant automation, plant O&M	boilers, burners, scrubbers, pumps, fuel handling systems	see above
Hydro power	world class	automation	water turbines	ÅF, Pöyry, Tamturbine
Energy efficiency in industry	world class	automation, EMS systems	LED lights, inverters etc.	Motiva, Valtavalo, Coolics
Energy efficiency in energy distribution	world class	hydraulic simulations, GIS systems	pumps, frequency converters, DH pipes	Kolmeks, Vacon, ABB, Logstror, Uponor
End-use energy efficiency, household sector	world class	Remote metering, ESCO concepts	Heat substations, heat meters, TRVs, water taps, indoor pipes, LED lights	Danfoss, Gebwell, T&A, Oras, Uponor, Optiwatti, Lease Green, Granlund Manager, Valtavalo
End-use energy efficiency, service sector	world class	Property management systems, ESCO concepts	Heat substations, heat meters, TRVs, water taps, indoor pipes, LED	see above
End-use energy efficiency, transport	world class	Logistics optimization, satellite navigation	Bioethanol	Protacon

Finland Ukraine Trust Fund

Operations and Procedures

Web-pages of TF

Documents, as well as news and updates will be posted on the web-pages of TF, available on the NEFCO web-site (English) and SAEE web-site (Ukrainian):

<http://www.nefco.org/work-us/our-services/grants/finland-ukraine-trust-fund>

<http://sae.gov.ua/> (link to be updated later on Monday)



How to Apply

To apply for funding from the Trust Fund, please fill in the **Application Form** (the details will come further).

Available funding from the Trust Fund is based on proposals received from interested applicants, which are further assessed by the Evaluation and Monitoring Committee of the Trust Fund and approved by NEFCO's Investment Committee and no-objection approval by the Ministry for Foreign Affairs of Finland.

APPLY NOW!

Application Form

Application Form can be downloaded from the official web-pages (mentioned earlier) or requested from the CM Consultant (contact details further).

Applicant: name of the body that applies for funding of the project
Applicant's basic information: please put the general information about the body that applies (private/public, area of business, core activities etc)
Name of the Authorized representative: _____ Date: _____
Contact details of the Applicant: {Contact details of a competent person who is able to answer additional questions in particularity}
Phone: (including telephone area code)
Address:
Cell phone:
Email:

Nº	Question	Response
Summary		
1	Project Name	(please put the name of the Project that will be used for mentioning the project)
2	Summary/Introduction to the proposed Project	(please put a summary information about the project that describes project idea)
Description of the proposed Project		
3	Background	(please specify the background that is important to understand the Project)
4	Brief Description of the Project	(Till 400 characters – tasks and objectives of the project, proving the reasoning of its implementation and reasoning for grant financing.)
5	Timeline	(please indicate the next steps and its timeframe for the core activities proposed)
6	Description of the available project documentation	(please describe the status of the available project documentation – design documents, business plans, energy audits, commercial offers, own assessments etc)
7	Final Beneficiary / Recipient	Who will be the final beneficiary / recipient of the Project (if different from the Applicant)
Financial Information		
8	Total value of Project	(in total and itemized (please provide the basis for value calculation – explanation, how it was calculated))
9	Main Components of the Investment / Budget (for Technical Assistance Projects)	(itemized components of the investments and its values (please provide the basis for budget calculation – explanation, how it was calculated))
10	Financial plan	(please provide the brief schedule for investment)
11	Sources of financing	(Please specify the sources of financing – own funds, loan funds, grant funding from present programme)
12	Reasoning for grant funding	(please provide the reasoning for grant funding (i.e. why project cannot be implemented without present grant funding or why it should be priority for such a grant funding))
13	Financial Indicators	(project financials, profitability calculations or other financial indicators.)
Partners		
14	Local Partners and their financial statements	(please specify if any local partners are engaged into the projects (funding or implementation). Please include the financial statements for last 3 years)
15	Finnish Partner / Finnish Content	Each project must have a Finnish interest in a form of consulting, supplies or investment as defined by Finvera from time to time as Finnish content for export credit guarantees. The consultants procured shall be mainly firms registered in Finland
Social and Environmental Characteristics		
16	Environmental Impact	(please list the environmental benefits from the project)
17	Social Impacts and Gender Assessment	
Risk Assessment		
18	Market Risks	

Tips – how to apply

- Define clearly the Applicant / Beneficiary, and specify the Contact Person (which can be responsive while further development of application)
- Use tips marked in **BLUE** in the application form
- Specify the information fully and precisely, to avoid false interpretation of the information, and the need to request an additional information while selection of the projects.
- Pay attention to the “Finnish Content” requirement (to make sure project implementation will not be limited by this factor)
- Check carefully relevancy of the application to the TF requirements (sector, scope of funding, size etc)
- **Contact CM Consultant for further consultations and assistance**

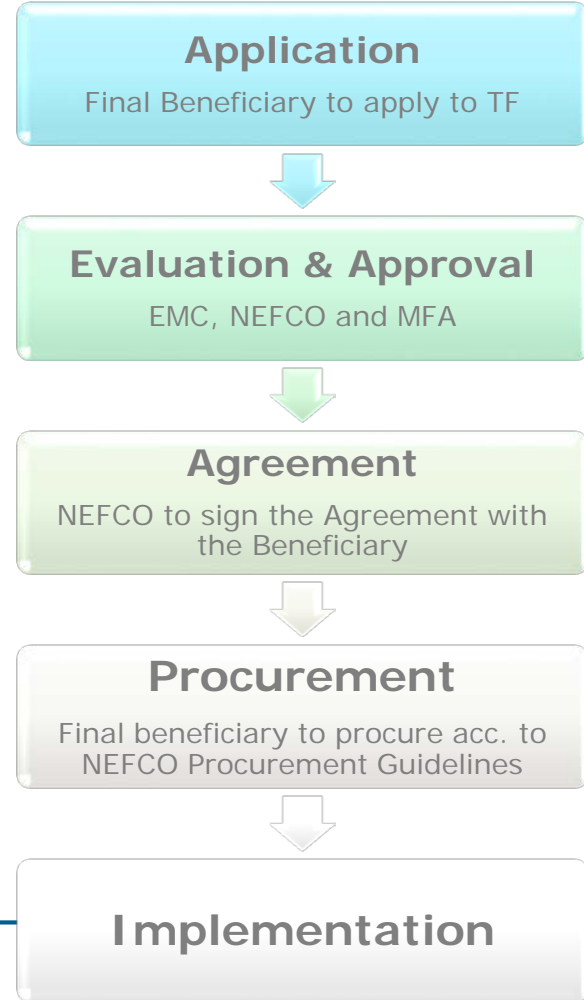


Project Flow

Technical Assistance



Demonstration/Investment Projects



Procurement

NEFCO Procurement Guidelines should apply for all types of the procurement happening under the Project.

Please see the link to the current revision of the Procurement Guidelines:

<https://www.nefco.org/news-media/publications-reports/general/nefco-procurement-guidelines-english>

There is Ukrainian version available as well:

<https://www.nefco.org/news-media/publications-reports/general/nefco-procurement-guidelines-ukrainian>



NORDIC ENVIRONMENT FINANCE CORPORATION

PROCUREMENT GUIDELINES

(12 December 2013)

CM Consultant

Role of CM Consultant

- Technical assistance for the Trust Fund (technical expertise to help design or implement the project)
- Trainings/Capacity building to the stakeholders (SAEE and others required)
- Coordinate closely with NEFCO Project Team on the development of a project pipeline of subprojects
- Provide help in developing sub-projects by supporting potential applicants, as well as screening of applications
- Technical assistance to the project preparation, procurement and implementation (incl. assistance to the EMC)



Contacts of CM Consultants

Coordination and Management Consultant (Finnish Consulting Group)

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Thank You