

Call for Tenders

Environmental Economic Study on Energy Efficiency for Manufacturing Companies

FAQs – as of 8th October 2026

- 1. How will the 30% price criterion be calculated? Will the score be based on the lowest compliant offer, the maximum budget, or another methodology?**

The maximum budget available for the assignment is EUR 24,500, inclusive of VAT. Offers exceeding this amount will not be considered. Among the compliant offers that are within the maximum budget, the price score will be calculated in proportion to the lowest compliant offer. The lowest compliant offer will receive the maximum score of 30%, with the remaining compliant offers receiving a proportionately lower score based on their submitted price.

- 2. What number of participating companies is anticipated across the six partner countries, and is a minimum number of companies or observations required for the study?**

The project aims to support 540 SMEs with the implementation of energy measures across all partner countries. However, this is a project-level KPI, and the actual number of companies implementing measures may vary. The study will focus on the companies that have participated in EcoSMEnergy activities and implemented relevant energy-efficiency measures. The purpose is to assess and report on the actual impact achieved by the project against the relevant LIFE/EcoSMEnergy KPIs highlighted in the Call document. There is therefore no fixed minimum sample size or predetermined number of companies per country specified in the Call. The selected Tenderer will be expected to work with the participating companies for which relevant data is available and, as part of the methodology, define the data requirements and support the project partners in collecting and verifying the necessary information.

3. What information has already been collected through the earlier stages of the project, and in what formats is it available? To what extent is existing data expected to include information from energy management systems, metering or energy audits, as opposed to company self-reporting?

Data collected to date relates primarily to company needs, energy audits funded through the project, and feedback questionnaires disseminated during training workshops. The study will now move the project to the next stage, which will focus specifically on collecting and assessing data relating to the energy-efficiency measures implemented by participating SMEs vis-a-vis the LIFE KPIs mentioned in the call document. The selected Tenderer will be expected to define the data requirements and support the project partners in collecting and verifying the information required. Data may be extracted from the EnMS, but only a subset of the 540 companies is expected to implement the system. Therefore, self-reporting will be important to make sure all implemented measures are captured. The format should follow the LIFE impact KPIs highlighted in the call document - e.g. Final Energy Savings (GWh/year) etc.

4. What are the respective responsibilities of the project partners and the selected Tenderer in relation to data collection? In particular, will partners be responsible for distributing the data-gathering tool, collecting responses and conducting initial follow-up with companies, while the Tenderer designs the tool, supports the partners and verifies the data? Should the tool be available in national languages, and if so, who will be responsible for translation?

The project partners will be responsible for distributing the data-gathering tool in their respective countries, collecting responses and carrying out the first-line follow-up with participating companies. The selected Tenderer will be responsible for designing data-gathering tools, defining the relevant data requirements, guiding the project partners in its use and verification of the data. The data-gathering tools should be developed in English. Where translation into national languages is considered necessary, this will be handled by the respective project partners.

- 5. What methodology and guidance should be followed for calculating and reporting the relevant project KPIs? Will the selected Tenderer be provided with the relevant provisions of the Grant Agreement, including KPI targets and baseline methodology, and will these be made available to tenderers at this stage?**

An extract from the project's Grant Agreement is annexed to this FAQ, which lists all LIFE mandatory KPIs. However, not all KPIs in this extract are relevant for the purposes of this report, and Tenderers are expected to focus on the ones listed in the call document.

- 6. How many meetings or presentations with project partners and stakeholders are anticipated in addition to the presentation at the final event, and are these expected to take place online or in person? Where in-person participation is required, how will any associated travel costs be treated?**

Meetings with project partners and stakeholders will be held online and will serve to align on the project requirements, present progress updates during the study, and request any additional input from the partnership. An initial kick-off meeting is expected during the first days following commencement of the assignment. A further meeting is expected towards the end of the assignment to present and discuss the draft report with the project partners before finalisation. Additional online meetings may be requested by the partners and/or the service provider as the study progresses, depending on the needs of the assignment. The Call does not prescribe a fixed number of additional presentations or meetings beyond the above. The Tenderer should therefore take the above requirements into account when preparing its offer. The presentation expected during the final project event is addressed in Q7.

- 7. Where and approximately when is the project's final event expected to take place? If the Tenderer is required to attend in person, are travel and accommodation costs expected to be covered within the EUR 24,500 maximum budget or treated separately?**

The final event will take place in Brussels. Participation in-person or online will depend on available project funds at the time. Travel and subsistence costs in

case of in-person participation is not expected to fall under the EUR 24.5k maximum fee and would be reimbursed separately.

- 8. Can it be confirmed that the EUR 24,500 maximum budget is inclusive of any applicable VAT? What payment arrangements are envisaged, and will payments be linked to the completion or acceptance of specific deliverables?**

No specific payment terms are stipulated in the call document. Tenderers may wish to propose payment terms in their offer, or these may be agreed with the eventual winning Tenderer.

- 9. What format should Tenderers use to demonstrate their previous experience—for example, project references, CVs or client references—and is there a maximum length or page limit for submitted offers?**

No preferred formats are requested, and there is no page limit for the offer.

The Malta Business Bureau is the EU business advisory organisation of The Malta Chamber and The Malta Hotels and Restaurants Association. It is also a partner of the Enterprise Europe Network.

Proposal ID
SEP-210994632

Call for Proposal
LIFE-2023-CET

Topic
LIFE-2023-CET-BUSINESS

Associated with document Ref. Ares(2024)5445114 - 26/07/2024
Type of Action
LIFE-PJG

LIFE Programme – Application Forms (Part C – KPI)

Horizontal KPIs for all LIFE applicants (Mandatory to report on all the KPIs of this section).

Innovation Is your project proposal developing, demonstrating and promoting innovative techniques and approaches? ☒ Yes ☐ No	Governance Is your project proposal improving governance through enhancing capacities of public and private actors and the involvement of civil society? ☒ Yes ☐ No	Plans & strategies Is your project proposal implementing key plans or strategies? ☐ Yes ☒ No
Catalytic effect - Financial Will your project trigger additional investments? ☒ Yes ☐ No	Catalytic effect - Spatial Will the results of your project be replicated beyond its intended geographical scope? ☒ Yes ☐ No	Catalytic effect - Thematic Will the results of your project be replicated (transferred) beyond its intended thematic scope? ☒ Yes ☐ No
Catalytic effect - Societal Will your project : a) Contribute to the development of new or existing national legislation, policies, regulations, incentives and voluntary commitments? b) Achieve a step-change in more effective compliance with and enforcement of Union environmental and climate legislation and/or in policy implementation? c) Achieve a step-change in awareness and support of environmental and climate matters? d) Establish a new macroregional or national model of cooperation (networking)? ☒ Yes ☐ No		Rio markers for climate, biodiversity and air quality Please indicate if your proposal: • Has climate change/ biodiversity/ air quality as their primary objective • Has climate change/ biodiversity/ air quality as their secondary objective and provide substantial contributions to these objectives • Does not contribute significantly to climate change/ biodiversity/ air quality Climate change Secondary Objective Biodiversity Not contributing Air quality Secondary Objective

Clean Energy Transition – Specific KPIs (Please report on KPIs you consider relevant).

Primary Energy Savings Please enter the Primary Energy Savings in GWh/year triggered by the project		
Project-End Value 178	5 years beyond Project-End Value 210	Unit GWh/year

Final Energy Savings

Please enter the Final Energy Savings in GWh/year triggered by the project

Project-End Value	5 years beyond Project-End Value	Unit
80	94	GWh/year

Renewable Energy generation

Please enter the Renewable Energy generation in GWh/year triggered by the project

Project-End Value	5 years beyond Project-End Value	Unit
64	116	GWh/year

GHG emissions

Please enter the reduction of greenhouse gas emissions in tons of CO2 equivalent per year (tCO2eq/year) triggered by the project

Project-End Value	5 years beyond Project-End Value	Unit
64	116	tCO2eq/year

Investments in sustainable energy

Please enter the amount of cumulative investments in sustainable energy triggered by the project

Project-End Value	5 years beyond Project-End Value	Unit
1	2.5	mEUR

Legislation And policy

Please enter the number of legislation, policies or strategies created/adapted [to include sustainable energy issues] at any governance levels due to the project

Project-End Value	5 years beyond Project-End Value	Unit
1	1	Number of documents

Innovation Uptake 1

Please enter the number of products (goods or services), processes and methods launched into the market by the project

Project-End Value	5 years beyond Project-End Value	Unit
1	1	Number of products / processes / methods

Innovation Uptake 2

Please enter the number of real life implementation sites carried out by the project

Project-End Value	5 years beyond Project-End Value	Unit
		Number of real life implementation sites

Skills

Please enter the number of market stakeholders trained with increased skills and competencies on energy issues due to the project

Project-End Value	5 years beyond Project-End Value	Unit
265	350	Number of people trained

Communication

Please enter the number of stakeholders reached through media and events during the project

Project-End Value	5 years beyond Project-End Value	Unit
10,000	15,000	Number of people

Employment
 Please enter the number of jobs created in FTE

Project-End Value	5 years beyond Project-End Value	Unit
		FTE