

August 2025

Request For Information (RFI)

By: Energy Efficiency and
Conservation Authority (EECA)

For: Corporate and commercial
energy users looking for energy
savings contingent finance

RFI released: 20 August 2025

Deadline for responses: 19 October 2025 @ 1700

EECA
TE TARI TIAKI PŪNGAO
ENERGY EFFICIENCY & CONSERVATION AUTHORITY

The information we require

This RFI is issued by Energy Efficiency and Conservation Authority, referred to below as “EECA” or “we” or “us” and not This RFI is issued by EECA (Energy Efficiency and Conservation Authority), referred to below as “EECA” or “we” or “us”.

What we are looking for

EECA is seeking input from businesses that are using energy intensive operating equipment or processes and are interested in implementing energy efficient measures through either demand reduction or equipment upgrades to transition to more energy-efficient and productive alternatives. We want to better understand the types of equipment businesses are looking to upgrade, and whether cost or access to capital is a key barrier.

We are especially interested in hearing from businesses that would consider using an energy savings contingent based finance solution, where no upfront capital is required and repayments are made over time using the energy savings generated from reduced energy use. These solutions can eliminate the need for capital outlay as well as tying repayments directly to verified savings. It can make it easier for businesses to invest in energy-efficient technologies sooner, particularly when facing competing priorities for capital.

If your business is interested in this type of finance, we encourage you to register your interest. This will help EECA assess demand and identify businesses we may be able to support through a list of energy finance providers on the EECA website.

EECA will not recommend or promote any specific energy finance provider. However, businesses that register their interest may be invited to connect directly with relevant energy finance providers to explore suitable funding options. EECA’s role is to help facilitate these connections to accelerate the transition to energy efficient and productive. projects and monitor the implementation of these projects to assess the impact and effectiveness of different delivery models

What we don’t want

We are not requesting detailed proposals or cost estimates at this stage. We are not offering loans or grants. This process is about gathering insights to understand business needs and potential demand for alternative funding options and types of projects that are looking for alternative finance.

Why should you respond?

By registering your interest, EECA will be able to identify your business and connect you with a shortlist of energy finance providers who may be able to offer you an energy savings contingent finance solution tailored to your operational needs.

These solutions differ from traditional lending in that repayments are made using your verified energy savings, often with no upfront costs. This approach can help unlock energy efficiency projects or upgrades that would otherwise be financially out of reach (e.g. due to lack of available capital, internal budget constraints, or debt ratio limits). This approach has been used successfully overseas to help businesses upgrade outdated, energy-intensive equipment and EECA wants to help accelerate access to similar opportunities here in New Zealand by connecting businesses with providers. A separate RFI for providers has also been issued to identify experienced energy finance providers offering energy savings

contingent finance solutions, so that EECA can help connect interested businesses with suitable financing partners.

A bit about us

EECA is New Zealand's lead agency and trusted expert on energy use, with a focus on driving energy efficiency and scaling proven renewable and innovative energy solutions. This delivers value across the energy system.

We identify and overcome barriers (like low awareness, affordability, and market coordination) and unlock progress in clean, clever energy use – across emerging efficient technologies and practices, smart flexible systems, and future fuel integration.

We work in partnership with other government agencies, local councils, community organisations, iwi, and the private sector to drive practical change. Our work includes providing advice, funding, tools, and information to support energy-saving and low-emissions projects making it easier for people and organisations to take action.

EECA also helps shape policy and regulatory settings, delivers public awareness campaigns, and supports the uptake of innovative technologies that promote energy efficiency, conservation and the use of renewable energy. We focus our efforts where the biggest impact can be made, especially in sectors like process heat, transport and industry.

SECTION 1: Key Information

1.1 Context

- a. This Request for Information (RFI) seeks to identify businesses seeking to undertake energy efficiency and cost reduction initiatives such as replacing older, inefficient systems with newer, more efficient systems or technologies. It also seeks to understand the level of financial support required to enable these energy efficiency and renewable energy upgrades.
- b. Following this RFI, EECA will decide what form of procurement or engagement process, if any will be undertaken to progress this initiative.
- c. This Request for Information (RFI) is part of EECA's broader initiative to help businesses reduce energy use and operational costs. While EECA does not provide energy savings contingent finance solutions or grants, it aims to support interested businesses by connecting them with energy finance providers offering energy savings contingent based funding models.
- d. These models are already in use internationally and can provide New Zealand businesses with alternative ways to fund energy efficiency and demand reduction projects without upfront capital and with repayments made through verified energy savings. EECA's role is simply to connect interested businesses with relevant providers, without preference or promotion of any particular option.

1.2 Our timeline

Here is our timeline for this RFI (New Zealand times and dates):

RFI issued	20 August 2025
Deadline for Responses	17:00, 19 October 2025

1.3 How to contact us

- a. Contact us through our Point of Contact via email or the Government Electronic Tenders Service (GETS) (www.gets.govt.nz).

- b. Our point of contact:

Name: Procurement Manager

Email address: applications@eeca.govt.nz

1.4 Developing and submitting your information

- a. This is not a tender process.
- b. Take time to read and understand the RFI. In particular, understand our Requirements. These are in Section 2 of this document.
- c. If you have questions, ask our Point of Contact before the Deadline for Responses (see 1.3 above).
- d. Submit your Response before the Deadline for Responses using the Response Form provided.

1.5 Address for submitting your response

Submit your Response to the following address: applications@eeca.govt.nz

We will not accept Response sent by post or delivered to our office.

1.6 Our RFI Terms

The RFI is subject to the RFI Terms in Section 3 below.

1.7 Later changes to the RFI or RFI process

- a. After publishing the RFI, if we need to change anything or provide additional information, we will let all Respondents know by placing a notice on the Government Electronic Tenders Service (GETS at www.gets.govt.nz).
- b. If you downloaded the RFI from GETS you will automatically receive notifications of any changes through GETS.

SECTION 2: Our requirements

2.1 Background

This Request for Information (RFI) relates to EECA's work to support commercial and industrial businesses across New Zealand in their transition to more efficient and productive energy systems.

As part of its commitment to accelerating renewable energy adoption and improving energy efficiency, EECA is exploring innovative funding pathways that can reduce the financial barriers to implementing energy-saving projects, including both demand reduction initiatives and equipment upgrades or replacements.

One such model is an energy savings contingent finance solution, which allows businesses to implement new energy-efficient or renewable technologies without the need for upfront capital. Instead, the arrangement is repaid over time using the cost savings generated through reduced energy use and lower maintenance requirements—essentially enabling the project to “pay for themselves.”

EECA is currently undertaking a Request for Information to identify energy finance solution providers that offer, or are willing to offer, energy savings contingent finance arrangements tailored to the needs of New Zealand businesses. The aim is to create a list of providers that can assist businesses looking to:

- Replace aging, high-energy-use equipment with more efficient alternatives;
- Improve energy efficiency;
- Reduce operational costs;
- Enhance environmental sustainability and long-term resilience.

EECA is not offering finance directly and is not brokering financial agreements. Instead, its role is to facilitate a more transparent and connected system—one where businesses seeking funding options can more easily find reputable providers offering appropriate energy savings contingent finance solutions.

How an energy savings contingent finance solution could work – example

Business type: Industrial or commercial operation using low-temperature (<100°C) process heat supplied by fossil base or electric system.

Objective: Replace a boiler system with a more efficient and productive electric high temperature heat pump system that is more efficient (up to 300% compared to potentially 80- 99% previously).

Barrier: Limited capital to prioritise for energy efficiency projects and existing debt constraints prevent access to traditional finance.

What a solution could look like:

- Full project funding: The cost of purchasing and installing the new system is fully covered by the finance provider.

- Repayments from savings: Energy savings contingent finance repayments are made over a fixed period using energy cost savings from the new equipment.
- Measurement and Verification: Independent verification ensures transparency and accuracy of actual savings.
- No financial burden: Repayments under the contingent finance solution do not exceed verified savings, creating no added cost to the business. The outcome:
 - Lower energy bills and reduced maintenance
 - Elimination of older, inefficient equipment
 - Improved equipment reliability
 - Strengthened sustainability credentials
 - Long-term savings post-repayment

International models can include full project scoping, delivery, and ongoing monitoring (including optimisation), with an agreed share of energy cost savings provided to the business from the point of project commissioning. Savings are measured and verified using pre-agreed methodologies (such as IPMVP). If savings fall short of expectations, the business still benefits from their share, and the provider absorbs the shortfall ensuring projects are cash-positive from day one.

2.2 Key outcomes

This RFI is focused on identifying energy finance providers who can support New Zealand businesses through energy savings contingent finance models. These models will help unlock energy efficiency improvements and renewable energy projects that may otherwise be financially out of reach.

The outcomes EECA seeks to achieve through this process are summarised in the table below:

1	Identify New Zealand businesses interested in implementing energy efficiency and cost reduction projects by reducing demand or upgrading high-energy-consuming equipment and improving energy performance but needing support to do so financially.
2	Understand the types of projects or upgrades businesses are seeking—such as heat recovery, electrification, solar PV, boiler systems, heating/cooling systems, or energy efficiency retrofits.
3	Connect interested businesses with finance and solution providers offering energy savings contingent finance solutions that reduce or eliminate the need for upfront capital.
4	Reduce the information and access barriers preventing currently many businesses from pursuing energy improvements, by making available a curated list of providers who may be able to help.

SECTION 3: RFI Terms

Defined terms are shown using capitals. You can find definitions at the end of this Section.

Preparing and submitting a Response

3.1 Preparing a response

a. Respondent obligations

The Respondent must:

- i. read the complete RFI and any additional information provided and referred to by EECA
- ii. respond using the RFI Response Form and include all relevant and key information EECA requests
- iii. consider the risks and contingencies relating to the delivery of the RFI requirements and outline how it will manage those risks and contingencies
- iv. include any assumptions, dependencies and/or qualifications in the Response
- v. obtain independent advice before submitting a Response (if necessary)
- vi. make sure the Response is correct and includes all the relevant and key information requested

b. Process acceptance

By submitting a Response, the Respondent accepts the RFI-Terms.

c. No obligation, no penalty

Suppliers are not expected or required to submit a Response in order to remain on any prequalified or registered supplier list.

3.2 Respondent questions

- a. The Respondent must make sure they understand the RFI.
- b. If the Respondent has any questions or needs clarification, they:
 - i. must submit their questions to our Point of Contact or via GETS
 - ii. must clearly indicate any commercially sensitive information in their questions
 - iii. may withdraw their questions at any time.
- c. When EECA receives questions:
 - i. EECA will respond on or before the Deadline for Responses.
 - ii. EECA may provide details of both the questions and the answers to other Respondents. In these circumstances EECA will summarise the questions and will not disclose the Respondent's identity.
 - iii. Unless stated otherwise in the RFI, EECA will post both the questions and answers on GETS.

- iv. EECA will not publish the Respondent's commercially sensitive information. However, if EECA considers the information to be significant for all Respondents, EECA may modify the question and publish both this and the answer. In that case EECA will first give the Respondent the opportunity to withdraw the question or remove any of their own commercially sensitive information.

3.3 Submitting a response

- a. The Respondent must ensure EECA receives the Response at the correct address on or before the Deadline for Responses.
- b. After the Deadline for Responses, EECA will acknowledge receipt of the Response.
- c. The Respondent must ensure that all information they provide to EECA:
 - i. is true, accurate and complete
 - ii. is not misleading in any material respect
 - iii. does not contain material that infringes a third party's intellectual property rights
- d. EECA may rely on the Response and all information provided by the Respondent during the RFI process (e.g. correspondence and negotiations).

3.4 Clarification of Response

- a. EECA may ask the Respondent for more information or clarification on the Response at any time during the RFI process.
- b. EECA need not ask all Respondents for the same clarification.
- c. The Respondent agrees to provide the information or clarification as soon as possible, in the format requested.

Standard RFI conditions

3.5 EECA's Point of Contact

- a. The Respondent must direct all RFI enquiries to EECA's Point of Contact in Section 1 of the RFI.
- b. Only the Point of Contact, or a person authorised by EECA, may communicate with the Respondent on any aspect of the RFI. EECA will not be bound by any statement made by any other person.
- c. EECA may change its Point of Contact at any time. EECA will notify the Respondent of any change by email or posting a notification on GETS.
- d. If a Respondent has an existing contract with EECA, business as usual communications, for the purposes of managing delivery of that contract, will continue using the usual contacts.
- e. If the Respondent has an existing contract with EECA, the Respondent must not use its business-as-usual communications to contact EECA regarding the RFI.

3.6 Conflict of Interest

- a. The Respondent must complete the Conflict of Interest declaration in the RFI Response Form. If a joint Response is being submitted, each party must complete the Conflict of Interest declaration separately.
- b. If a Conflict of Interest arises during the RFI process, the Respondent must inform EECA immediately.
- c. EECA may exclude a Respondent from the RFI process if a material Conflict of Interest arises.

3.7 Confidential Information

- a. Without limiting any other confidentiality agreement between them, EECA and the Respondent will both take reasonable steps to protect the other party's Confidential Information.
- b. Except as permitted by the other provisions of this Section 3.7, neither party will disclose the other party's Confidential Information to a third party without that other party's prior written consent.
- c. Each party may each disclose the other party's Confidential Information to anyone who is directly involved in the RFI process on that party's behalf, but only for the purpose of participating in the RFI. This could include (but is not limited to) officers, employees, consultants, contractors, professional advisors, evaluation panel members, partners, principals or directors. Where this occurs, the disclosing party must take reasonable steps to ensure the third party does not disclose the information to anyone else, and does not use the information for any purpose other than participating in the RFI process.
- d. The Respondent acknowledges that EECA's confidentiality obligations are subject to requirements imposed by the Official Information Act 1982 (OIA), the Privacy Act 2020, parliamentary and constitutional convention, and any other obligations imposed by law. Where EECA receives an OIA request that relates to a Respondent's Confidential Information, EECA may ask the Respondent to explain why the information is considered by the Respondent to be confidential or commercially sensitive.
- e. The Respondent may disclose EECA's Confidential Information to the extent strictly necessary to comply with law or the rules of any stock exchange on which the securities of the Respondent or any related entity are currently listed. Unless prohibited by law, the Respondent must consult with EECA before making such a disclosure.
- f. EECA will not be in breach of its obligations if it discloses Confidential Information to the appropriate authority because of suspected collusive or anti-competitive tendering behaviour.

3.8 Costs of participating in the RFI process

Except as otherwise stated in the RFI, the Respondent must meet their own costs associated with the preparation and presentation of the Response.

3.9 Ownership of documents

- a. The RFI and its contents remain the property of EECA. All Intellectual Property rights in the RFI remain the property of EECA or its licensors.
- b. EECA may request the immediate return or destruction of any RFI documents and any copies, in which case the Respondent must comply in a timely manner.

- c. All documents forming part of the Response will, once they are delivered to EECA, become the property of EECA. The Response will not be returned to the Respondent.
- d. Intellectual Property rights in the Response remain the property of the Respondent or its licensors.
- e. The Respondent grants to EECA a licence to retain, use, copy and disclose information contained in the Response for any purpose related to the RFI process, including keeping appropriate records.

3.10 Limited rights and obligations

- a. Except as stated otherwise in this paragraph, nothing in the RFI, these RFI Terms or the RFI process creates a contract or any other legal relationship between EECA and Respondent.
- b. The following are binding on the Respondent:
 - i. The Respondent's signed declaration (contained in the RFI Response Form).
 - ii. The Respondent's obligations under paragraphs 3.1, 3.3 and 3.6. Nothing in this Section 3 takes away from any rights or remedies EECA may have in relation to the Respondent's statements, representations or warranties in the Response or in correspondence with EECA.
 - iii. The standard RFI conditions in Section 3.
- c. Paragraphs 3.4 and 3.9 are binding on EECA.
- d. All terms and other obligations that are binding on EECA are subject to EECA's additional rights in paragraph 3.11.

3.11 EECA's additional rights

- a. **Changes to the RFI**
 - i. EECA may amend, suspend, cancel or re-issue the RFI, or any part of it, so long as it notifies the Respondent.
 - ii. EECA may change material aspects of the RFI, such as the timeline or Requirements, provided it gives the Respondent time to respond to update its Response in relation to the changes.
- b. **Timeline**
 - i. EECA may accept a late Response if it is EECA's fault it is late, or if EECA considers there is no material prejudice to other Respondents in accepting a late Response.
- c. **RFI Process**
 - i. EECA may liaise with any Respondent without informing, or doing the same, with any other Respondent.
 - ii. EECA may provide Respondents with information arising from questions about the RFI.
 - iii. EECA may withhold information arising from questions about the RFI. This may be the case if the information is unnecessary, is commercially sensitive, is inappropriate to supply at the time of the request or cannot be released for legal reasons.
 - iv. EECA may waive requirements or irregularities around the RFI process if EECA considers it appropriate or reasonable to do so.

3.12 New Zealand law

The laws of New Zealand govern the RFI. Each Respondent agrees New Zealand courts have non-exclusive jurisdiction to rule in any dispute concerning the RFI or the RFI process. The Respondent agrees that it cannot bring any claim in relation to the RFI except in a New Zealand court.

3.13 Disclaimer

- a. Nothing contained or implied in the RFI, or RFI process, or any other communication by EECA to the Respondent is to be construed as legal, financial or other advice.
- b. EECA will endeavour to provide accurate information in any communication, but the Respondent accepts this information is not independently verified and may not be up-to-date.
- c. EECA will not be liable in contract, tort, equity, or in any other way for any direct or indirect damage, loss or cost incurred by the Respondent or any other person in respect of the RFI process, whether as a result of EECA exercising its rights under paragraph 3.11, EECA's negligence or breach of these RFI Terms, EECA failing to select the Respondent as the Successful Respondent, or any other cause.
- d. To the extent that liability cannot be excluded, the maximum aggregate liability of EECA, its agents and advisors in connection with the RFI process, to all Respondents combined, is NZ\$5,000.
- e. The limitations and exclusions in paragraphs c and d above do not apply to any liability EECA may have for breach of confidentiality or infringement of the Respondent's intellectual property rights.

3.14 Precedence

- a. Any conflict or inconsistency in the RFI shall be resolved by giving precedence in the following descending order:
 - i. these RFI-Terms
 - ii. all other Sections of the RFI document
 - iii. any additional information or document provided by EECA to Respondents through EECA's Point of Contact or GETS.
- b. If there is any conflict or inconsistency between information or documents having the same level of precedence the more recent information or document will prevail.

Definitions

In relation to the RFI the following words and expressions have the meanings described below.

EECA	The government agency that has issued the RFI with the intent of obtaining information.
Confidential Information	<p>Confidential Information of a party (Provider) means information acquired by the other party (Recipient) from the Provider in connection with the RFI process, where that information:</p> <ol style="list-style-type: none">a. is by its nature confidentialb. is marked at the time of disclosure to the Recipient as 'confidential', 'in confidence', 'restricted', 'sensitive', 'secret' or 'top secret', and/or

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	<p>c. the Recipient knows, or ought to know, is confidential to the Provider or a third party who supplied it to the Provider.</p> <p>However, this does not include information that is publicly available through no fault of the Recipient, or that the Recipient acquired entirely independently of the Provider.</p>
Conflict of Interest	<p>A Conflict of Interest arises if personal or business interests, relationships or obligations of the Respondent or any of its personnel do, could, or could be perceived to:</p> <ol style="list-style-type: none"> conflict with the Respondent's obligations to EECA under the RFI or in the provision of the goods or services, and/or call into question the independence, objectivity or impartiality of any person involved in the RFI process on behalf of EECA. <p>A Conflict of Interest may be:</p> <ol style="list-style-type: none"> actual: where the conflict currently exists potential: where the conflict is about to happen or could happen, or perceived: where other people may reasonably think that a person is compromised.
Deadline for Answers	The deadline for EECA to respond to questions submitted by a Respondent stated in Section 1.2 of the RFI.
Deadline for Responses	The deadline for delivering or submitting Responses to EECA as stated in Section 1 of the RFI.
Deadline for Questions	The deadline for submitting questions to EECA as stated in Section 1 of the RFI.
GETS	Government Electronic Tenders Service available at www.gets.govt.nz .
Intellectual Property	All industrial and intellectual property rights whether conferred by statute, at common law or in equity, including (but not limited to) copyright, trademarks, designs and patents.
Point of Contact	EECA and each Respondent are required to appoint a Point of Contact. This is the channel to be used for all communications during the RFI process. EECA's Point of Contact is identified in Section 1 of the RFI. The Respondent's Point of Contact is identified in its Response.
Respondent	A person, company or organisation that submits a Response in response to the RFI. The term Respondent includes each member of any consortium.
Response	The response a Respondent submits in reply to the RFI. It comprises the Response Form and all other information submitted by a Respondent.
Response Form	The form and declaration prescribed by EECA and used by a Respondent to respond to the RFI, duly completed and submitted by a Respondent as part of the Response.

EECA	The government agency that has issued the RFI with the intent of obtaining information.
RFI	Means the Request for Information.
RFI-Terms	Means the RFI Terms as set out in Section 3 of the RFI.

For more definitions, click [HERE](#).