

August 2025

Request For Information (RFI)

By: Energy Efficiency and
Conservation Authority (EECA)

For: Providers of 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 information from providers that offer, or are capable of offering, structured energy savings contingent finance arrangements to help New Zealand businesses increase their energy efficiency and achieve cost reductions and affordability while increasing renewable uptake. These solutions typically involve full project funding with repayments made through future energy savings, eliminating the need for businesses to draw on their own capital reserves.

We want to understand who in the market provides these types of energy finance offerings or similar for businesses. Many of these businesses are actively exploring ways to adopt more efficient and productive technologies. In some cases, businesses may not prioritise allocating their own capital to energy efficiency projects at this stage due to competing business priorities, even though they may have strong financial fundamentals that could support the use of alternative finance models.

We are especially interested in solutions that enable businesses to implement energy efficiency or demand reduction projects with minimal upfront capital, where repayments are linked to verified energy savings. These types of finance models can help businesses reduce operating costs, improve energy efficiency and improve productivity, while avoiding the need to reprioritise existing capital or disrupt current investment plans.

The information collected through this RFI will be used to create and publish a page on the EECA website listing potential providers that businesses can consider when seeking energy efficiency or cost reduction upgrades but require the financial means to do so. Our goal is to help accelerate the uptake of energy efficient technologies by connecting capable finance and energy providers with businesses ready to take action.

What we don't want

We are not requesting detailed quotes, formal proposals, or commercial offers at this stage. We are purely seeking information to help us understand:

- What energy financing solutions are available in the market or are planned to be brought to market
- Which providers provide them
- What standard terms and eligibility criteria apply
- Whether there is flexibility to support businesses with limited access to traditional finance
- What support, if any, providers may require from EECA to be able to offer their product in New Zealand.

Why should you respond?

This is an opportunity to help shape how New Zealand businesses access energy finance to improve their energy efficiency and productivity and lower their energy costs. By responding, your organisation may be included on a EECA website page of potential solution suppliers shared with energy-using businesses that are actively seeking practical alternatives to traditional capital expenditure.

You'll be contributing to a nationally important goal of supporting New Zealand's commercial and industrial sectors in their transition to cleaner, more sustainable energy systems—while also gaining exposure to businesses that are ready to take action but need financial pathways to do so. Your input will help address one of the key challenges in this space: access to fit-for-purpose energy finance that supports the shift to low-emission technologies.

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, support, tools, and information to support energy efficiency and energy affordability projects making it easier for people and organisations to take action.

EECA operates a dedicated regional engagement model, complemented by a targeted portfolio of direct engagement with businesses across New Zealand. This approach ensures tailored support and relationship-building at a local level, helping businesses identify and implement energy efficiency. In addition, EECA maintains strong links with key industry bodies and sector organisations, enabling coordinated action, knowledge sharing, and strategic alignment across priority sectors.

EECA also helps shape policy and regulatory settings, delivers public awareness campaigns, and supports the uptake of innovative technologies that increase energy efficiency. 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 market insights into energy savings contingent based finance models that can help New Zealand businesses implement energy efficiency and cost reduction projects. Implement energy efficiency, cost reduction projects.
- b. EECA is not running a procurement process and is not seeking to engage a provider at this time. Instead, our goal is to identify practical energy finance solutions that businesses could access as they upgrade their operations or move to more energy efficient technologies.
- c. Following this RFI EECA will use the information to support energy-using businesses and referring them to suitable financial solution providers that can help them overcome upfront capital barriers, particularly through mechanisms like energy savings contingent finance.

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 RFI relates to EECA's ongoing commitment to supporting New Zealand businesses implement energy efficiency, cost reduction projects. Through its Regional Energy Transition Accelerator (RETA) programme (<https://www.eeca.govt.nz/co-funding-and-support/products/about-reta/>), EECA has identified over 650 businesses still reliant on legacy equipment and energy-intensive systems for their operations to implement energy efficiency, cost reduction projects. Many businesses are exploring how to improve their energy use and reduce costs, but may face competing demands on internal capital or limited flexibility in current borrowing arrangements. While they may have strong financial fundamentals, traditional finance may not always be the preferred or most accessible route for progressing energy efficiency improvements. In these cases, tailored finance options that align with cost savings and performance outcomes may offer a more practical path forward.

To address this, EECA is looking to establish a page on its website to actively direct demand-side businesses that are willing to explore the opportunity to financial organisations and solution providers that can offer an energy savings contingent based financing model. Under this model, businesses would repay the cost of implementing energy efficiency measures using the savings generated on their energy bills and removing the need for businesses to have the upfront capital on hand. EECA is particularly interested in finance solutions that can help businesses navigate internal financing constraints and offer repayments contingent on the savings achieved through energy efficiency.

Some international models include full project scoping, delivery, and ongoing optimisation, with guaranteed savings measured and verified using pre-agreed methodologies. These solutions are designed to reduce financial risk by structuring repayments around actual, verified energy savings rather than fixed loan terms—with projects often delivered in a cash-positive position from day one. These models can enable businesses to upgrade without increasing financial risk, as the energy finance provider only recovers their costs from actual, verified energy savings.

This RFI aims to:

- Identify providers currently offering, or capable of offering, energy savings contingent based finance solutions to New Zealand businesses;
- Gather details of each supplier's standard commercial terms (e.g. minimum and maximum loan values, repayment periods, eligible technologies);
- Facilitate introductions between providers of finance and businesses currently seeking finance to improve energy performance and reduce operating costs.
- At the same time, EECA is engaging with energy-using businesses that are interested in financing options for energy efficiency and cost reduction projects that align with their broader investment or sustainability goals. This dual-track approach is intended to foster a curated marketplace where suitable finance and demand can be rapidly matched, resulting in faster adoption of energy efficiency technologies across the sector.

Key outcomes

This RFI relates to the development of a system that supports connections between finance and energy solution suppliers and New Zealand businesses seeking energy efficiency, cost reduction projects. The services being explored include structured energy savings contingent based financing models that support upgrades or deployment of clean energy equipment. EECA is especially interested in understanding the availability of finance solutions that may offer greater accessibility for businesses facing traditional borrowing constraints.

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

1	Identify providers offering energy savings contingent based finance models suitable for business energy users.
2	Understand the key commercial parameters of these loan offerings – including interest rates, loan sizes, eligibility criteria, repayment structures, and required guarantees or security. This includes identifying how offerings may be flexibly structured to align with different business needs.
3	Develop a shortlist of pre-qualified finance providers that EECA can confidently refer New Zealand businesses to as part of its support for cleaner energy transitions.
4	Explore whether finance providers are willing to co-design or tailor their products to better meet the needs of businesses with limited capital or constrained borrowing capacity that are looking to implement energy efficiency and cost reduction projects.

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. quote prices and/or lending limits in NZ\$, exclusive of GST
- vi. obtain independent advice before submitting a Response (if necessary)
- vii. 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

Providers 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

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.
- e. The Respondent grants to EECA a licence to retain, use, copy and disclose information, ideas, suggestions and models contained in the Response for any purpose related to the RFI process, including keeping appropriate records for the purpose of helping to identify practical finance pathways for businesses transitioning from fossil fuels to cleaner energy sources.

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.

RFI Process

- ii. EECA may liaise with any Respondent without informing, or doing the same, with any other Respondent.
- iii. EECA may provide Respondents with information arising from questions about the RFI.
- iv. 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.
- v. 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/orc. the Recipient knows, or ought to know, is confidential to the Provider or a third party who supplied it to the Provider. <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">a. conflict with the Respondent's obligations to EECA under the RFI or in the provision of the goods or services, and/orb. 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">c. actual: where the conflict currently existsd. potential: where the conflict is about to happen or could happen, ore. 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 of the RFI.
Deadline for Responses	The deadline for delivering or submitting Responses to EECA as stated in Section 1 of the RFI.

EECA	The government agency that has issued the RFI with the intent of obtaining information.
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.
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](#).