

CALL FOR EXPRESSION OF INTEREST (EOI) Transcript of the Online EOI Form

DEADLINE FOR SUBMISSION OF EOI(s):
12TH DECEMBER 2017 (TUESDAY), 17:00 EAST AFRICA TIME

Please complete the [online EOI form](#), answer all questions and submit it on time together with all the required documents:

<https://uncdf.forms.fm/renewable-energy-challenge-fund-recf-solar-window>

PAGE 1

Name *
Email *

Before you begin, please download and read carefully the General Information document and the FAQ document. You can also print the EOI Form in PDF format and use it as a reference while filling up the online form.

PAGE 2

Eligibility Check:

If you answer NO to any of these questions, we encourage you to review the eligibility requirements in the guidelines before submitting a full EOI. If you have any questions please contact the RECF management team: recf.uganda@uncdf.org

- Are you working on an innovative and commercially driven business ideas that can lead to breakthroughs in the uptake of decentralised solar PV solutions by households, businesses and communities across Uganda? * YES/NO
- Does it target underserved, low-income customers in rural and peri-urban areas? * YES/NO
- Will it provide employment opportunities for Ugandan women and youth? * YES/NO
- Is the lead applicant legally registered as a business and operating in Uganda since at least 2 years as of January 2018? Or an established international player planning to enter the Ugandan market by May 2018? * YES/NO
- Does the lead applicant have a proven track record and adequate expertise in the field of solar PV either in-house or through partnerships? * YES/NO
- Can you begin implementation in June 2018 and deliver new sales/installations by Q3 2018? * YES/NO
- Is your company able to co-invest 40% to 60% of the total project costs? * YES/NO

* Mandatory questions

PAGE 3

I - About the Applicant(s)

1. General Information & Contact Details of Lead Applicant

The 'lead' applicant is the organization through which the grant will be channelled, who will be accountable for all the funds, and who will operate as the main point of contact with UNCDF for the duration of the project.

1.1 Company Name (Lead Applicant) *

Please enter the name of the company that will act as the lead applicant.

1.2 Type of Business Entity [Legal form] *

- Limited Liability Company (LLC)
- Public Limited Company (PLC)
- Uganda Branch Office (Registered in Uganda as Foreign Company)
- Partnership
- Other

1.3 Country of Registration: *

- Registered as a business in Uganda
- Registered in Uganda as a Subsidiary of a Foreign Company
- Not registered in Uganda

If registered as a business in Uganda or registered as a business in Uganda:

1.4 Date of registration (in Uganda) * MM/DD/YYYY

1.5 Company Address (in Uganda) *

If registered as a business in Uganda or registered as a business in Uganda:

1.4 When will your company be registered as a business and operational in Uganda? *
MM/DD/YYYY

International companies (with at least 2 years of operation) that wish to expand their business to Uganda are welcome to apply as lead applicants, as long as they are registered as a business and operational in Uganda by May 2018.

Where is your company registered as a business? * Country

When was your company registered in that country? * MM/DD/YYYY

1.5 Company Address *

1.6 Company Website

1.7 Contact person & lead project manager *

	Contact person	Lead project manager (if different)
Title		
First Name		
Last Name		
Email		
Tel		
Skype username		

1.8 In which regions of Uganda is your company currently active? *

- Central Region
- Eastern Region
- Northern Region
- Western Region
- Islands
- None

1.9 In which other countries does your company operate? *

If registered in Uganda as a Subsidiary of a Foreign Company

1.10 You mentioned your company is a Ugandan subsidiary of a foreign company. What is the name of the parent company? *

Address of the parent company: *

Date of registration of the parent company: * MM/DD/YYYY

PAGE 4

2. Partnerships & Consortia

2.1 Are you applying individually or as a consortium? *

- Individual Applicant
- Consortium

2.2 Please outline any partnership(s) or consortium you have developed to deliver the business idea, and the roles of the partners:

Partner [name of organization]	type of entity and role in implementing the project

Add another

Shortlisted applicants will be required to provide letters of commitment from all partners.

2.3 Does the lead applicant (or a partner) hold a valid membership to a relevant national industry association? and/or international industry association(s)? *

- Uganda Solar Energy Association (USEA)
- Global Off-Grid Lighting Association (GOGLA)
- Alliance for Rural Electrification (ARE)
- None
- Other

This is not required at the EoI stage. Please contact the RECF team if you have any questions.

PAGE 5

3. Your Business

This section refers to your company's core business model and its current activities.

3.1 How would you describe your business? *

- Solar PV System Integrator / Contractor
- Pay-As-You-Go/DESCO Solar Business
- Distributor of Stand Alone Off-Grid Solar PV Products
- Importer and supplier of Solar PV system components

- Regulated Financial Institution (e.g. Banks, MFIs)
- Mini-grid Developer
- Agribusiness
- Last-mile distributor
- Digital financial service provider
- Distributor of efficient appliances
- Solar Irrigation Company
- Other

You can select multiple answers and/or add a new description.

What is the main business model by which your company generates revenue? *

Enter up to 50 words.

Do you operate primarily through: *

- Cash sales
- Credit sales / PAYG
- Energy as a service / Utility model

3.2 What is your track record so far in the solar business? What types of products do you sell? *

Enter up to 80 words.

If you do not have direct experience, provide your partner(s)'s information.

3.3 How many products have you sold in 2015, 2016 and 2017? *

YEAR	UNITS SOLD (IN UGANDA)	UNITS SOLD (GLOBALLY)
2015		
2016		
2017		

Form mini-grids please indicate the number of new connections.

Provide details: *

Enter up to 50 words.

3.4 How many products/services have you sold to date in Uganda and/or globally? *

Enter up to 50 words.

For mini-grids please indicate the number of connections and the avg. power supplied per year.

3.5 What is your product pricing model? *

Enter between 20 and 80 words.

For mini-grids provide details on your tariffs.

3.6 How does your company distribute products (or provide services) to its customers? *

Enter up to 80 words.

For mini-grids: How do you acquire new customers? How do you increase demand from existing ones?

PAGE 6

II - The Proposed Business Idea

In this section, you can provide details about the proposed business idea for which you are seeking funding.

4. Summary

4.1 Business Idea title *

Enter up to 10 words.

Concise, easily understandable.

4.2 One sentence description of the proposed business idea *

Enter between 10 and 30 words.

4.3 Stage of development of the business idea *

- Ideation
- Prototype
- Testing
- Pilot
- Scale up
- Expansion
- Other

This refers specifically to the business idea for which you are seeking funding and the new products/services being offered (not your business as a whole). The RECF is looking for innovative business ideas that have a strong potential for scale up and replication. Projects should not focus on the development of new technology but rather the deployment of existing/proven technologies - RECF does not fund R&D. Projects must be implementable by June 2018.

Provide details: *

Enter up to 50 words.

4.4 Business Idea Duration: 24 months, starting in June 2018.

Please confirm your company will be ready to launch the proposed business idea in June 2018, and generate new sales by Q3 2018.

4.5 Budget Summary

Before filling up this section, please complete and submit the EOI Budget Template: *

Upload a file

We'll accept .csv, .xls and .xlsx

The template can be downloaded here:

https://screendoor.dobt.co/attachments/IHq3b093BOvTgJ_MLGc-0CiSteajmihM/download

Requested RECF Grant * USD

Enter between 100000 and 500000.

Do not use commas ',' or other punctuation '.'

Please ensure that the value entered here matches the number in the Budget Template.

Applicant's cash contribution: * USD

Do not use commas ',' or other punctuation '.'

Please ensure that the value entered here matches the number in the Budget Template.

Applicant's in-kind contribution: * USD

Do not use commas ',' or other punctuation '.'

Please ensure that the value entered here matches the number in the Budget Template.

Note: For large grant applications (greater or equal to US\$250,000), the RECF team will ask additional questions on the EOI and full application forms and require additional documents during the due diligence process.

PAGE 7

5. Description of the Business Idea

This section does not refer to the proposed product or technology but rather the proposed business model.

5.1 Please outline the business case for the proposed business idea: *

Enter between 200 and 300 words.

Describe the business model and the customer value proposition. What gap or barrier in the market does it address?

5.2 What is the innovation? *

Enter between 150 and 200 words.

The proposed business idea can be innovative in terms of the proposed product or service, the delivery mechanism, the business model, financing model, and/or market reach. The business idea must go beyond "business as usual".

5.3 How will the proposed business idea become commercially sustainable after the RECF grant period? Can it be scaled or replicated? *

Enter between 50 and 100 words

PAGE 8

6. The proposed Decentralized Solar PV Solution

Please refer to the General Information document for guidelines regarding the acceptable solar PV solutions.

6.1 What type of decentralized solar PV technology do you propose to use for this project? *

- Stand-alone / Off-Grid Solar PV Systems
- Mini-grids (Isolated Grids)

Select one or multiple solutions. Mini-grids include: Pico-Grids, Nano-Grids, Micro-Grids, Mini-Grids and Hybrid Systems.

If Stand-alone / Off-Grid Solar PV Systems

What type of Stand-alone / Off-grid Solar PV Systems? *

- Pico PV Systems
- Small Solar Home Systems
- Larger SHS and Single facility Systems
- Other

Select one or multiple solutions.

If Mini-grids (Isolated Grids)

What type of Mini-grid (Isolated Grid)? *

- Solar PV (only)
- Hybrid

Hybrid systems with a strong solar PV component will be considered but other renewable energy solutions (e.g. hydroelectric power, wind power, biogas, etc.) that do not include solar PV are not included in this call. Solar thermal solutions are not included in this call.

For hybrid systems what is the other power generation solution(s) provided in combination with solar PV (e.g. Diesel generator, small wind, etc.)? * Enter up to 10 words.

What is the status of the mini-grid project? Is it an existing project you wish to work on? Is it a new project? If so, what stage of development is it at? Do you have the necessary licenses and permits already? By when will the mini-grid be commissioned? *

Enter up to 100 words.

Note: The RECF will only consider existing mini-grids or mini-grid projects that are in an advanced stage of development, with all the necessary licenses and permits in place (at the time of the application), and that will be commissioned by Q3 2018.

What is the size of the proposed system(s) [in Wp, kWp or MWp]. *

For companies providing multiple types of systems please provide a range (e.g. 100Wp-1000Wp)

6.2 What will be the target sector for the system(s)? *

- Residential (Households)
- Institutional / Community (e.g. schools, health centres, etc.)
- Services / Commercial (e.g. barber shop)
- Industrial (e.g. small manufacturing facility)
- Agricultural (e.g. irrigation)
- Other

Select one or multiple applications.

Provide details: * Enter up to 80 words.

6.3 What types of energy services will be provided together with the solar PV system(s)? *

- Single light
- Multiple lights
- Mobile phone charging
- Battery charging
- Fan
- Radio
- TV
- Refrigeration
- Air conditioning
- Haircutting
- Other Efficient Appliances
- Food processing, drying and milling
- Food storage, refrigeration and freezing
- Water pumping
- Irrigation
- Communications, Media & Entertainment
- Industrial/Manufacturing equipment
- Workshop tools
- Other

Select one or multiple solutions. Note: This is not an exclusive list, and other services outside of these categories are also accepted. Please provide more details below.

Please provide more details. * Enter up to 100 characters.

What type of energy services will be provided through your solution? Are you supplying the appliances in addition to the solar PV? Are you providing systems for specific productive uses? Please explain.

6.4 Have your products undergone a Pre-export Verification of Conformity (PVoC) from UNBS? *

Yes/No

All products sold with support from the RECF must have undergone a Pre-export Verification of Conformity (PVoC).

6.5 Do your products abide by specific performance and quality standards or guidelines? *

- UNBS
- Lighting Global
- IEC
- ISO
- Other

Note: The PVoC is the only requirement for this call. However, the RECF will pay particular attention to the performance, quality and durability of the proposed solutions. Hence products that have been tested (both lab and field testing) and/or abide by specific performance and quality standards or guidelines will be preferred.

6.6 Do your products come with a warranty? * Yes/No

What is the duration of the warranty? * Years

Provide more details on your warranty programme: * Enter up to 20 words.

Is there a different warranty period for the panels? For the installation? etc.

6.7 Do you provide after-sales, maintenance, repair services and customer support? * Yes/No

Companies applying to the RECF must provide after-sales, maintenance and repair services to their customers.

6.8 You are encouraged to submit product photographs, specifications, brochures, test results and certificates of compliance with standards, etc.

Upload a file

PAGE 9

7. Market Scoping & Target Market

7.1 Describe the target market for your business idea: * *Enter between 100 and 200 words.*

Describe their current constraints in accessing solar services (affordability, income level, availability of products, awareness, etc.)

7.2 Target regions of Uganda *

- Central Region
- Eastern Region
- Northern Region
- Western Region
- Islands

7.3 Target districts (indicate region) * *Enter up to 100 words.*

7.4 Target Setting *

Setting	% of Product Sales (or connections)
Urban	
Peri-Urban	
Rural (at least 50%)	

Projects should focus on underserved, low-income customers in rural and peri-urban areas – At least 50% of product sales (with RECF support) must be in rural areas.

7.5 Do your target customers have the ability to pay for your products? Do you have a financing scheme in mind? * *Enter up to 150 words.*

7.6 How have you assessed the target customer's ability and willingness to pay? How have you assessed competitor solutions and their challenges? * *Enter up to 150 words.*

E.g. market research; consumer research and surveys; tariff/pricing comparisons; comparison with competitors' products or services.

7.7 How do you plan to raise consumer awareness on solar services and market your service? * *Enter up to 100 words.*

7.8 Additional details on the country context and knowledge of the target customer: (optional)

Enter up to 100 words.

Refer to market analyses or company data used to undertake this assessment.

PAGE 10

8. Energy Access Targets & Impact

8.1 How many new customers/clients will the business idea help you reach during the 24-month project period? *

Enter up to 100 words.

Indicate the number of Household/Institution/Enterprises reached. Indicate your sales targets for that period (number of units sold/installed).

8.2 How will your business idea promote women and youth employment? How many jobs will it create? What kind of jobs? *

Enter up to 100 words.

Provide the number of jobs created and the % of those jobs that will be women and youth.

PAGE 11

9. Implementation & Project Management

9.1 Briefly describe your implementation strategy. What are the key implementation risks? *

Enter between 50 and 120 words.

We are particularly interested in your product distribution or service provision strategy.

9.2 Please list the key activities for implementation: *

#	Brief description	Timeline
1.		
2.		
3.		
4.		
5.		

Add another

9.3 What activities need to take place and/or key resources are required before you can begin implementation of the business idea and deliver results? (Indicate if there are needs for working capital, technical assistance, partnership support, etc) *

Enter between 50 and 100 characters.

Example: Revised business plan; initial funding, delivery and/or manufacture of products; further development of the product; going from prototype to mass production; recruitment of senior staff; or setting up partnerships; purchase and installation of new equipment; securing a permit or license; etc.

9.4 Why do you think your company will be successful in implementing the proposed business idea? * Enter between 40 and 80 words.

Provide an example of a similar project your company (or your implementing partner) has implemented in the past.

9.5 Describe how the business idea will be managed and the involvement of senior leadership in the implementation. * Enter between 40 and 80 words.

9.6 Experience/Skills of the proposed Project Manager: * Enter between 15 and 25 words.

PAGE 12

10. Leverage & Additionality

10.1 If you are successful in obtaining RECF funding, how will you leverage this to obtain funding from other sources? * Enter between 20 and 50 words.

10.2 Why do you need grant funding from RECF to implement this business idea? * Enter between 20 and 50 words.

Would this business idea take place at all, or on a different scale or address a different group without RECF funding?

10.3 Have you already secured additional funding for the proposed project? * Yes/ No

IF YES: How much? In which form (e.g. grant, loan, etc.)? Will this be used as part of your cost-sharing contribution? * Enter between 25 and 50 words.

IF NO: Why have you not been able to raise the required funding from other sources? Are you currently seeking funding for this business idea from other sources? * Enter between 25 and 50 words.

PAGE 13

Your Company's Financials

Please download, complete and submit the Financials Template: * Upload a file
We'll accept .csv, .xls and .xlsx

Financials Template for grants smaller than US\$250,000:

<https://screendoor.dobt.co/attachments/adIVTzI7R7dGJlRceSJ5ITAw-tDUwLpH/download>

Financials Template for grants greater or equal to US\$250,000:

https://screendoor.dobt.co/attachments/wH0s8Pr5Az2viojP36f4UxWEL_YpxrNa/download

Fill up the form that is relevant to your business: 1) Form for cash sales OR 2) Form for Developers & Contractors OR 3) Form for PAYG and Financial Institutions

PAGE 14

Additional Questions

The following questions will not be evaluated.

They are there to help UNCDF better understand the solar PV sector's needs so that it can tailor its support and design interventions that address those needs.

UNCDF is often approached by other funders seeking ideas and businesses to invest in. Do you authorize the RECF team to share details provided in this application with third party funders? *

- Yes, you can share applicant information with third party funders.
- No, you cannot share applicant information with third party funders.

What type of additional support do you foresee requiring once your business idea is implemented, to help grow your business? *

- Technical Assistance (e.g. business development, processes, accounting and financial systems, etc.)
- Skills building (e.g business management, marketing, etc.)
- Partnership facilitation
- Improve data capability, analytics and usage
- Market data / Intelligence
- Working capital
- Commercial debt
- Equity
- Other financial support
- Other

Please indicate the amount you need (are seeking to raise) per annum: *

Describe your company's current data capabilities and practices: *Enter up to 100 words.*

How do you collect data? What type of data do you collect? What kind of data infrastructure / data management solutions do you have in place? How do you make use of the data you collect? Describe your in-house data analytics capabilities?

What kind of support does your company need in order to improve its data practices and make better use of its data?

PAGE 15

Submission

I hereby certify that the information provided in this form is true, complete and accurate to the best of my knowledge. *

DO YOU WANT TO SHARE A DRAFT EOI WITH US BEFORE A TECHNICAL ASSISTANCE MEETING? (OPTIONAL)

- 1) Complete the EOI online form (all sections)
- 2) Click "Preview" [Do not click "Submit"]
- 3) Click "Export a PDF"
- 4) Email us the PDF

You can still edit your draft and submit it when ready