

Productive Use of Energy (PUE), Market Expansion RFA Submitted Questions and Answers

Q1. Can Our battery rentals be considered to meet the criteria of 100 sales? We do not sell PUE equipment but rather rent it to the households. We have carried out over 280,000 battery rentals in Chad which qualify as PUE and we have also used to power PUE devices.

A1. Our target for this call is market development for PUE devices. We want companies that are manufacturers, retailers, or distributors to expand into other markets thus increasing their sales.

Q2. Eligibility criteria emphasize proven experience in PUE sales and an existing inventory. We would like to inquire if there is any flexibility regarding these requirements.

A2. Yes. Depending on the devices that one is involved in.

Q3. The case for FENA Solar is that in the first two and half years of existence our major focus was on solar lamps and solar home systems because PUE systems require high working capital. With support from EEP Africa (Grant period April 2020 - April 2026), we have been supported to purchase solar powered sewing machines and we're just rolling out the sales. We also have in stock 10 fishing lights, that we purchased to add them to our product offering. Please advise if FENA Solar is eligible to apply.

A3. Yes.

Q4. Is it possible to combine rental and sales offers (e.g. we do rent batteries but sell PUE equipment such as cables for charging devices, fans, and the batteries are equipped with lights already but additional lamps.) within the same proposal?

A4. Please separate the number. You can have a column on leased devices and those that have been sold previously.

Q5. Is a consortium allowed? If so, what mechanisms are permitted for collaboration between the lead entity and a partner for the development, operation, and maintenance of the Project?

A5. Yes. Agreement between the partners should be spelt out in the proposal and define what each partner will do. EECA will only recognize the lead partner and funds will be disbursed to the lead partner. It will be the responsibility of the lead partner to report to EECA.

Q6. I do not see e-Mobility listed as a qualifier for either electric 2 wheels or electric 3 wheels.

A6. We will have a different call on E-Mobility.

Q7. The overall duration of our program is 5 years. We are thinking of presenting for funding a part that we can complete in 12 months. What will be the conditions for possible renewal of the grant so that we can acquire a larger result?

A7. We anticipate that you will be able to complete the activities within 12 months. If that is not the case, you will need to request for period extension formally. The extended period will not automatically attract budget increment.

Q8. Does the requirement of having inventory in stock concern the ability to order and have on-site inventory of PUE devices? What type of documentation will be acceptable? Will detailed offers from producers or importers suffice?

A8. Proof of available inventory is important as it will proof that you are in that business. If inventory is not available by the time of awarding, you should provide proof that there are orders placed for the supply of inventory. Signed Purchase Orders will suffice.

Q9. The links are broken. Are there any requirements for the sourcing of PUE devices?

A9. There are no requirements, so long as you do not procure from prohibited vendors/countries. You can check on this website <http://www.sam.gov>- which companies/vendors that are listed/prohibited to be procured from

Q10. Specifically, I would like to confirm whether participants from India are eligible to apply for this program?

A10. If you want to work/expand to EECA focus countries, you are eligible.

Q11. Is this grant applicable to a utility scale (>100MW) hybrid wind and solar energy project under development in East Africa (i.e. Whether such projects fall under Productive Use of Energy).

A11. For the purposes of this RFA, PUE is defined as the use of renewable energy to power appliances or devices to increase income and productivity. The proposed PUE devices can be in any of the following main categories:

- **Off-grid energy solutions to mechanize agriculture value chain processes:** grain milling, oil extraction, refrigeration, transport, etc. It is expected that the power's use will address business solution(s) that will generate ongoing revenue and profits to sustain the enterprise.
- **Solar water pumps.**
- **Agricultural post-harvest processing and storage devices:** mill, huller, thresher, crusher, paste maker, packers, oil press, cold rooms, and refrigerators or freezers.
- **Dairy, poultry, and livestock:** cold room, refrigerator, freezer, ice maker, milk tank, cold transport, egg incubator, and electric fences.
- **Fisheries:** fishing lights, solar water pumps, ice maker, cold transport, and solar dryers.
- **Renewable energy-powered light industry applications:** sewing machine, loom, drill, hammer, soldering iron, welder, compressor, and carpentry tool kits.
- **Renewable energy-powered devices for restaurants and hospitality:** fans, televisions, refrigerators, ovens or bakeries, phone chargers, and electric pressure cookers.

Note.

EECA will not support the purchase of inventory through this grant. It may be considered in future Grant windows.