



## GLOBAL LEAP RESULTS-BASED FINANCING

### GUIDELINES FOR ELECTRIC PRESSURE COOKER (EPC) PROCUREMENT

OCTOBER 2021

The appliances used with off-grid clean energy systems are essential to off-grid market growth and global clean energy access goals. To reach its full potential, the global off-grid clean energy market needs a complementary market of **high-quality, highly energy-efficient off-grid appliances** that satisfy consumer needs and aspirations.

The Global LEAP Awards results-based financing mechanism (Global LEAP+RBF) accelerates the global appliance market for nascent technologies by providing **incentives to appliance suppliers and distributors** that partner to distribute large quantities of quality verified products.

To date, the program has facilitated the procurement of over 260,000 outstanding off-grid appliances in Bangladesh, Kenya, Uganda and Tanzania.



#### Incentives

Approximately **\$105,000 worth of incentives** will be allocated through a reverse auction in which Participants submit a bid that lays out the amount of incentive funds requested and volume of products to be procured.

The bid submission window is open for a limited time. Funds are limited and available on a first-come, first-serve basis. Interested companies are encouraged to act fast.

#### Eligibility

Global LEAP+RBF EPC pilot will be open to companies that operate in Kenya and intend to distribute products that have already satisfactorily completed one of several existent EPC safety and performance testing protocols. These protocols include:

- a) Winners or Finalists of the 2020 Global LEAP Awards
- b) Products from Suppliers that a) have undergone testing conducted by the Administrator using the same test procedures as the 2020 Global LEAP Awards and b) perform as well as or better than the Global LEAP Awards Finalists performance benchmark in the relevant competition category as determined by the Administrator
- c) CE certification (i.e., conforms with Directive 97/23/EC), and
- d) EPC performance and safety testing already carried out by MECS at the Centre for Renewable Energy Systems Technology (CREST).

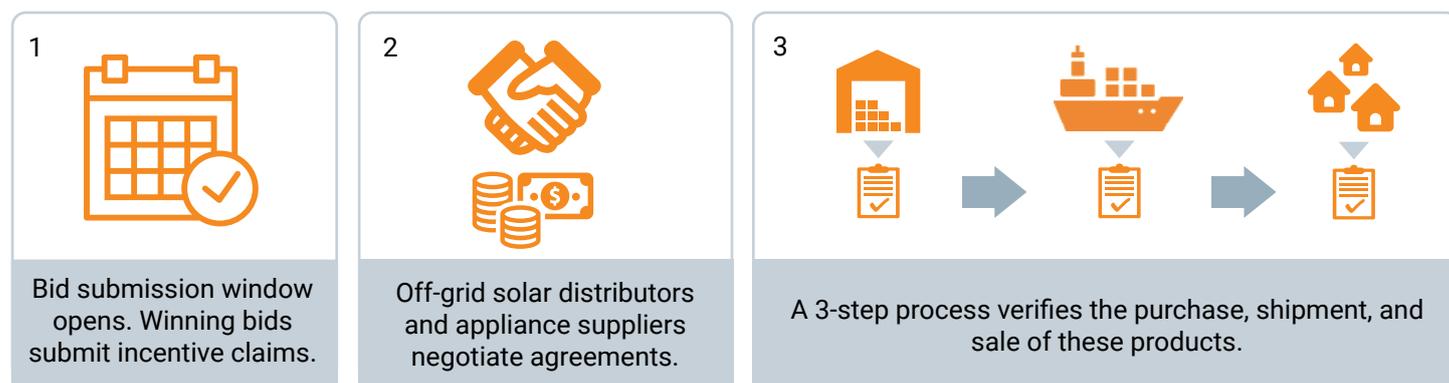
Only products and companies that meet the eligibility criteria and have been approved by the program Administrator are eligible to participate in the program.

## How to Participate

The bid submission window will open on **6th October 2021** and close on **13th October 2021**. Bids will be submitted through an online form that will be made available to approved participants ahead of the opening of the bid submission window.



## How it Works



All products associated with winning bids must be sold to end users no later than 31st May 2022. Any products sold after this date will not be eligible for any incentive payments.

## Incentive Structure

### Order Quantities and Incentive Levels:

Incentives will be provided as a percentage of the retail price for eligible products. Participants will specify their requested per-unit incentive levels and procurement volumes as part of their bid submission. However, each Bid must include incentive levels and order quantities that fall within the ranges shown in Table 1:

Table 1: Incentive structure

<b>Quantities</b>	<b>Minimum</b>	50
	<b>Maximum</b>	2,000 units per company
<b>Max Incentive Level (as % of retail price)</b>		25%

An additional cash subsidy of 10 USD will be provided for all verified RBF sales to small businesses or institutions who use the EPC to generate income or provide cooked meals for an institution, i.e., school, hospital.

### Disbursement Recipients and Amounts:

A portion of the overall incentive amount for a given incentive claim will be paid out upon completion of each step of the verification process, as per Table 2:

Table 1: Incentive structure

	<b>All Transactions</b>
<b>Disbursement 1</b> (At time of purchase)	20% to participant
<b>Disbursement 2</b> (Upon verification of product shipment)	20% to participant
<b>Disbursement 3</b> (Upon verification of product sale)	60% to participant

Companies with successful bids will be required to ensure at least twenty products from their sales pool are deployed with energy monitoring equipment.

For more information about this process, reference the [program's Terms and Conditions](#).