



# **EFFICIENCY FOR ACCESS**

## **Efficiency for Access Research and Development Fund - Guidance for Applicants**



## Overview

The Efficiency for Access Coalition (EforA), supported by UK AID, will invest into grants into Research and Development (R&D) projects with the aim to accelerate the availability, affordability, efficiency and performance of a range of Low Energy Inclusive Appliances that are particularly suited to developing country contexts and promote social inclusion. Affordable and efficient electrical appliances for domestic and small-industrial uses are essential for increasing both the pace and impact of energy access in poor countries.

Efficiency for Access invites organisations to apply for the first round of EforA research and development grants. Applying for this grant will involve registering your organisation and then completing an application form that provides a thorough breakdown of your R&D project. Full due diligence will be conducted on successful applicants which may involve an interview and site visit. Successful applicants will then be notified and the project milestones and funding agreements will be finalised. The key dates involved are specified further on page six.

## Scope

To be in scope for this round, your R&D project must focus on developing an innovative appliance technology or product for use in off-grid and weak-grid settings, which has both a strong potential to positively benefit targeted users and to scale. Your

R&D project must also take into account gender equality and social inclusion issues. An indicative list of the technologies considered for this round is provided below:

### Cross-cutting horizon and enabling technologies

These are early stage technologies which may be disruptive to existing dominant appliances. These technologies may create opportunities to leapfrog in terms of efficiency or cost, with implications potentially for a whole range of products-

- New ways of integrating or producing lower cost brushless DC motors
- Advanced electric cooking
- Advanced refrigeration technologies
- Connectivity & Internet of Things (IoT) e.g. as a catalyst for improved appliance performance or affordability
- Interoperability & compatibility
- Agricultural processing

### Near-to-market products

These are existing products for which demand is strong and clear, but efficient products are only available in low volumes and at relatively high cost. Research and Development projects

that focus on these near-to-market products must clearly show the potential to significantly accelerate their availability, affordability, efficiency or performance -

- Refrigerators
- Solar Water Pumps
- Fans
- Rice and multi-cookers

Some examples of potential R&D needs identified through EforA LEIA Technical Working Groups thus far, include R&D into:

- System design cost and efficiency optimisation and modelling
- Improved mechanical reliability
- Improved local reparability
- Modularity/interoperability of components
- Water pumps that can be run using multi energy sources (e.g. solar, biomass, diesel, etc.)
- Low cost and durable sensors for use with off-grid appliances
- Low cost and durable controllers for use with off-grid appliances
- Affordable, efficient motors
- Portable and durable small-scale solar water pump systems
- Improved saline water tolerance of solar water pumps
- Standardised and open data collection and communication software and protocols
- A universal/interoperable PAYG platform
- Power supplies that can interpret the needs of both supply and demand ends

# Research & Development Categories

There are 3 options to apply for a grant, depending on the stage of your R&D project:

## Early stage for feasibility studies -

(lasting six to 12 months)

This includes both developing and demonstrating the concept for a technology, and analysis and evaluation of a technology's potential, aimed at supporting the process of decision making. This is achieved by uncovering its strengths, weaknesses, opportunities and threats as well as identifying resources needed and the prospects for success. Feasibility studies will usually help businesses decide to work either individually or collaboratively with other industrial or research organisations, before conducting a subsequent larger project.

## Mid-stage for industrial research -

(lasting 12 to 24 months)

This means planned research or critical investigation to gain new knowledge and skills. This should be for the purpose of product development, processes or services that lead to an improvement in existing products, processes or services. It can include the creation of component parts to complex systems and may include prototypes in a laboratory or environment with simulated interfaces to existing systems, particularly for generic technology validation.

## Late stage for experimental development

(lasting 12 to 30 months)

Experimental development means acquiring, combining, shaping and using existing scientific, technological, business and other relevant knowledge and skills with the aim of developing new or improved products, processes or services. This may also include, for example, activities aimed at the conceptual definition, planning and documentation of new products, processes or services.

Experimental development may comprise prototyping, demonstrating, piloting, testing and validation of new or improved products, processes or services in environments representative of real life operating conditions.

The primary objective is to make further technical improvements on products, processes or services that are not substantially set. This may include the development of a commercially usable prototype or pilot which is necessarily the final commercial product and which is too expensive to produce for it to be used only for demonstration and validation purposes.

Experimental development does not include routine or periodic changes made to existing products, production lines, manufacturing processes, services and other operations in progress, even if those changes may represent improvements.

# Funding

Grants are available from £50,000 to £200,000. The minimum funding available under this call is £1 m.

The proportion of funding you are eligible to receive for your project costs is dependent on the size of your organisation, [as defined by the European Commission](#):

Organisation size	Staff headcount	Turnover	Or	Balance sheet total
Small	< 50	≤ £9m		≤ £9m
Medium-sized	< 250	≤ £45m		≤ £39m
Large	> 250	> £45m		> £39m

If you apply as a partnership between organisations, your organisation size will be considered as the combination of your staff headcounts and turnover/balance sheets.

For early and mid-stage projects, you can receive funding for your eligible project costs of:

- up to 70% if you are a small organisation
- up to 60% if you are a medium-sized organisation
- up to 50% if you are a large organisation

For late stage projects, which are nearer to market, you can receive funding for your eligible project costs of:

- up to 45% if you are a small organisation
- up to 35% if you are a medium-sized organisation
- up to 25% if you are a large organisation

Eligible and non-eligible project costs include:

Eligible project costs	Ineligible project costs
Personnel costs	Profit
Services	Bonuses
Direct overheads	Dividend payment
Travel costs - direct	Interest payment / financing costs
Equipment and materials	Currency exchange
Indirect overheads: <ul style="list-style-type: none"> <li>• General office costs</li> <li>• Admin support</li> <li>• IT/HR/support function</li> </ul>	Recoverable VAT / local taxes
	Loss of income / opportunity cost
	Patent costs

For each type of expenditure show the amount of grant funding you need to complete it and the amount of other match funding you have. With all costs, please bear in mind that your proposal will be assessed on whether it represents value for money. Note that VAT will only be funded where you can show that you cannot reclaim it, so all costs should also exclude reclaimable VAT.

When budgeting for personnel and overhead costs, there are two options. Option one, that you claim actual staff costs and a maximum overhead rate of 25% can be charged on top of the actual staff cost. Option 2, that you claim a day rate. If you select Option 2 please be aware that we may ask for evidence of how your day rate, including overhead rate has been calculated, so please be prepared for that on request.

## Eligibility

The minimum eligibility criteria are:

- Applicants must be a legally registered and physically established business, academic organisation, non-profit, public sector organisation, or research and technology organisation from anywhere in the world. Applicants for funding may also form partnerships (such as between academics and businesses, or between entrepreneurs and established businesses). If you apply as a partnership, the lead partner specified will be the recipient of the grant funding.
- Your application must demonstrate outcomes linked to both the programme's overall objective (of accelerating the availability, affordability, efficiency and performance of a range of Low Energy Inclusive Appliances particularly suited to developing country contexts) and the R&D scope for this round (as detailed in the Scope section).
- Applicants must demonstrate sufficient match funding for project costs (as outlined in the Funding section).
- Applicants must demonstrate a track record in research and innovation, and/or provide strong evidence of your capacity to successfully implement the R&D project.
- Applicants must be compliant with fundamental in-country and international human rights, labour standards, and environmental management laws. Applicants must not be involved in any act of terrorism or support terrorist activities.
- Applicants must allow regular due diligence.

## Key Dates

### STAGE ONE

Registration is open

### STAGE TWO

Thursday 15 November 2018 - Call for applications opens

Wednesday 16 January 2019, at midnight GMT - Submissions of applications closes

### AWARD

March 2019 - Successful applicants that pass full diligence are notified

April 2019 - Projects start

# Applying and Assessment

Please ensure you have read the full guidance for applicants before applying.

We will not accept late submissions.

The full details of the application process are detailed below:

## STAGE ONE - Registration

This stage involves initial registration on the EforA website. We will ask for organisational details and a main point of contact. Following registration, you will receive an e-mail confirming

your registration has been successful. You will then be eligible to make an application once the call is open.

## STAGE TWO - Applications

The second stage involves submission of an application that provides an initial summary of the project, followed by a comprehensive breakdown of the project idea. Applications will undergo an assessment by up to two EforA assessors and independent technical experts, selected from a full assessment panel. They will be assessed consistently, using the same set of scoring criteria. Please note that EforA reserves the right to apply a 'portfolio' approach, to ensure funding is spread

across multiple scope areas, geographic locations, stages of R&D, project durations, or project costs. The full assessment panel will determine the applications that are successful based on the assessments scores and potentially taking a portfolio approach. The successful applications will undergo full due diligence, conducted by EforA staff, which may involve an additional financial viability check, an interview, and a site visit. All applicants will be provided with written feedback.

## Award

Successful applications that pass due diligence will be notified that they are to be awarded a grant. Discussions will take place with the awardee to set project milestones/disbursements, ensure they understand the reporting obligations, and finalised funding agreements. This will involve confirming the start date, project location, project manager, bank details, and assigning an EforA monitoring officer. Disbursements will then start to take place following the agreed upon disbursement schedule.

Apart from the specified mandatory reporting, EforA will also conduct monitoring and evaluation visits as needed. All intellectual property rights (IPRs) developed during or as a result of the funded project, will be owned by the awardee, and not the funding parties (UK AID, EST and CLASP). For more details on the IP, please refer to the FAQ document.

Click [HERE](#) to register your organisation.

# Contact us

For more information, email us at [EforAgrants@est.org.uk](mailto:EforAgrants@est.org.uk)

Energy Saving Trust, who will be managing the Efficiency for Access R&D grants programme, is the co-secretariat for Efficiency for Access Coalition, along with CLASP.



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