EFFICIENCY FOR ACCESS

Research & Development Fund - Second Call
Guidance for Applicants
1. Overview

The Efficiency for Access Coalition (EforA), supported by UK aid, will invest funding 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.

EforA invites organisations to apply for the second call of the EforA Research and Development Fund. Applying for this grant will involve registering your organisation (if it is not already registered) and then completing an application form that provides a comprehensive breakdown of your R&D project. Full due diligence will be conducted on successful applicants, which may involve an interview and site visit. The successful applicants will then be notified and the project milestones and funding agreements will be finalised. The key dates involved are specified further below.

2. Scope

To be in scope for this call, your R&D project must focus on developing an innovative appliance technology or product focused on cooling for use in off- and weak-grid settings. Access to sustainable cooling is essential in achieving many of the Sustainable Development Goals (SDGs), such as the SDGs for poverty and health*. Access to cooling is also a prerequisite for broader economic development, enabling farmers to access new markets, as well as reducing food loss and waste. At the same time, cooling provides much-needed relief and helps to save lives in an increasingly warmer climate. In this second call we are interested in funding projects related to:

Fans

We recognise there are a number of challenges to improving the availability, affordability, efficiency and performance of fans used in off- and weak-grid settings. These fans include table, pedestal and ceiling fans, as well as fans for productive use. Our identified fan technology R&D priority areas are:

- Improved motors for use in off-grid fans that both increase energy efficiency and are affordable and durable;
- Enhanced blade designs that increase air delivery and lead to overall service improvement;
- Smart functionalities that can improve the overall efficiency, affordability, performance, or user experience, e.g. occupancy sensors and remote based functions;
- Improved electronic controls for adjusting the speed of a motor efficiently; and
- Alternative approaches and designs for fans in space cooling.

Refrigeration

EforA’s Refrigeration Technical Working Group (TWG), comprised of sector stakeholders, developed a technology roadmap to prioritise R&D initiatives that can provide the best opportunities for accelerating the development of emerging refrigeration technologies. The roadmap focused mainly on household refrigeration, small commercial refrigeration, and commercial ice-making for off- and weak-grid settings. If your application is focused on refrigeration, it is important that you review the roadmap and the associated annexes on product categorisation and performance parameters before starting your application. Our refrigeration technology R&D priority areas resulting from the roadmap are:

- Improving variable speed compressors and their controls;
- Appliance and system controls including energy management, energy storage and PAYG compatibility;
- Modular cooling system designs for local assembly;
- Tools or software for technical sales to guide appliance selection based on technical parameters and appliance/power system compatibility checks;
- Increasing cooling capacity and temperature lift at times of high ambient temperature and high humidity;
- Technologies that improve the energy efficiency or effectiveness of ice-making or its end use for cooling, storage and transport of foodstuff; and
- Approaches that could lead to practical exploitation of Peltier or other solid-state cooling technologies.

Cold Chain

Our focus on cold chain is specifically on commercial and community scale refrigeration used for local cold chains and distribution hubs, which enable local farmers and food producers to access wider markets. Our R&D priority areas for cold chain were identified through the refrigeration roadmap and EforA’s Global LEAP Off-Grid Cold Chain Challenge (OGCCC). We are particularly interested in receiving proposals for productive cooling technologies along the agricultural cold chain. These can be value chain specific (e.g. milk chillers, fish freezer) or can be applicable to multiples value chains (e.g. cold rooms, chilled transportation). Our identified cold chain technology R&D priority areas are:

- Technologies and design innovations to improve reparability, reliability and cooling in high ambient temperatures;
- Ways of organising and managing technology along the cold chain from ‘farm to fork’;
- New compressors with improved efficiency;
- Monitoring and control units for power supply networks and refrigeration;
- Modular cooling sub-systems and components;
- Flexible designs, e.g. the ability to be able to manage different produce at different times that is easily adjustable;
- Innovative designs around cooling products specifically for transportation of produce or goods; and
- Systems thinking on cooling, i.e. offering a cooling hub that serves more than one function.

3. Funding

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

Applicants are required to provide matched funding. The proportion of funding you are eligible to receive for your project costs is dependent on the size of your organisation, as defined in the table below. If you apply as a partnership, the organisation size refers to that of the lead partner, who will assume responsibility for the project and be the recipient of the grant funding. At least 50% of the staff budget must be allocated to the lead partner, i.e. staff costs allocated for all other partners and subcontractors must be less than 50% of the total staff costs. In addition, more than 50% of purchases for capital equipment and other costs must be made by the lead partner.

<table>
<thead>
<tr>
<th>Organisation size</th>
<th>Staff headcount</th>
<th>Turnover</th>
<th>or</th>
<th>Balance sheet total</th>
<th>Proportion of funding available for eligible project costs</th>
</tr>
</thead>
<tbody>
<tr>
<td>Micro</td>
<td>&lt;10</td>
<td>≤ £2m</td>
<td></td>
<td>≤ £2m</td>
<td>Up to 90%</td>
</tr>
<tr>
<td>Small</td>
<td>&lt; 50</td>
<td>≤ £9m</td>
<td></td>
<td>≤ £9m</td>
<td>Up to 70%</td>
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<tr>
<td>Medium</td>
<td>&lt; 250</td>
<td>≤ £45m</td>
<td></td>
<td>≤ £39m</td>
<td>Up to 60%</td>
</tr>
<tr>
<td>Large</td>
<td>&gt; 250</td>
<td>&gt; £45m</td>
<td></td>
<td>&gt; £39m</td>
<td>Up to 50%</td>
</tr>
</tbody>
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Eligible and non-eligible project costs include:

<table>
<thead>
<tr>
<th>Eligible project costs</th>
<th>Ineligible project costs</th>
</tr>
</thead>
<tbody>
<tr>
<td>Personnel costs</td>
<td>Profit</td>
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<tr>
<td>Services</td>
<td>Bonuses</td>
</tr>
<tr>
<td>Direct overheads</td>
<td>Dividend payment</td>
</tr>
<tr>
<td>Travel costs - direct</td>
<td>Interest payment / financing costs</td>
</tr>
<tr>
<td>Equipment and materials</td>
<td>Currency exchange</td>
</tr>
<tr>
<td>Indirect overheads:</td>
<td>Recoverable VAT / local taxes</td>
</tr>
<tr>
<td>• General office costs</td>
<td>Loss of income / opportunity cost</td>
</tr>
<tr>
<td>• Admin support</td>
<td>Patent costs</td>
</tr>
<tr>
<td>• IT/HR/support function</td>
<td></td>
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2
You will need to provide a budget detailing your project costs in your application form, which will include the amount of grant funding you require and the amount of match funding you will provide for each project milestone. Please note that value for money is one of the main categories by which your application will be scored. Additionally, VAT will only be funded where you can demonstrate that you cannot reclaim it, so all costs must exclude reclaimable VAT.

When specifying personnel costs in your budget, a maximum overhead rate of 25% may be claimed as project costs. Please be aware, however, that we may ask for evidence of how your overhead rate has been calculated, so please ensure you are able to provide this on request. Additionally, if you are claiming an overhead rate of 25%, you may not charge separately for items that would normally be included in overheads, such as general office costs, etc.

4. 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). However, the lead partner will assume responsibility for the project and 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 call, 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.

Please email us at EforAgrants@est.org.uk if you are unsure if you are eligible or if your application is within the scope of this Call.

5. Key Dates

Stage one
• 19 June 2019 – Registration and call for applications opens

Stage two
• 16 August 2019, at midnight BST – Submissions of applications closes

Award
• End of September 2019 – Successful applicants that pass due diligence are notified
• 15 October 2019 – Projects must start by this date

We will also be holding webinars to present the call and answer questions, on 1 July and 8 July. Details to join will be provided on the EforA Funding webpage and emailed to all registered organisations.
6. Applying and Assessment

Please ensure you have read the full Guidance for Applicants before applying. We will not accept late submissions. Your applications are confidential.

The full details of the application process are detailed below.

Stage one - registration

This stage involves initial registration on the EforA website. If you have already registered previously then you will not need to register again. If you have not registered previously, 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 able to submit an application once the call is open.

Stage two - applications

The second stage involves submission of an application that provides a comprehensive breakdown of your R&D project, including uploading supporting evidence such as studies, reports, data, graphs and figures. As part of your application you will need to specify milestones within your project that you will work towards in order to achieve the project’s aims and objectives. Grant funding amount requests must be specified for each milestone, and the grant amount requested in your final milestone must be at least 10% of your total grant request.

Assessment

Applications will undergo an assessment by up to two EforA assessors and independent technical experts, selected from an assessment panel. The assessment criteria are provided below. Please note that an additional ~8% in score will be given to projects that implement at least part of the project in a UK aid priority country. The UK aid priority countries are – Afghanistan, Angola, Azerbaijan, Bangladesh, Benin, Burkina Faso, Burundi, Cambodia, Cameroon, Central African Republic, Chad, Comoros, Congo (Democratic Republic of the), Côte d’Ivoire, Djibouti, Egypt (Arab Republic of), Eritrea, Ethiopia, Gambia, Ghana, Guinea, Guinea-Bissau, Haiti, Iraq, Kenya, Kyrgyz Republic, Lao People’s Democratic Republic, Lebanon, Lesotho, Liberia, Libya, Madagascar, Malawi, Mali, Mauritania, Mozambique, Myanmar, Nepal, Niger, Nigeria, Pakistan, Papua New Guinea, Rwanda, São Tomé and Príncipe, Senegal, Sierra Leone, Solomon Islands, Somalia, South Sudan, Sudan, Swaziland, Tajikistan, Tanzania (United Republic of), The Occupied Palestinian Territories, Togo, Turkmenistan, Uganda, Uzbekistan, Venezuela (República Bolivariana de), Yemen, Zambia and Zimbabwe.

<table>
<thead>
<tr>
<th>Assessment criteria</th>
<th>Key application questions</th>
<th>Weighting</th>
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<tbody>
<tr>
<td>1) Alignment with EforA objectives and scope</td>
<td>1.2, 1.3</td>
<td>2.5</td>
</tr>
<tr>
<td>2) Technical evidence</td>
<td>1.4</td>
<td>2</td>
</tr>
<tr>
<td>3) R&amp;D project location in at least one UK aid priority country</td>
<td>1.8</td>
<td>+2 (7.7%)</td>
</tr>
<tr>
<td>4) Project beneficiaries and impacts</td>
<td>2.1</td>
<td>2.5</td>
</tr>
<tr>
<td>5) Innovation and Additionality</td>
<td>2.2</td>
<td>2.5</td>
</tr>
<tr>
<td>6) Market for Technology or Product and Scalability</td>
<td>2.3, 2.4</td>
<td>2.5</td>
</tr>
<tr>
<td>7) Social inclusion</td>
<td>2.5</td>
<td></td>
</tr>
<tr>
<td>8) Sustainability and e-waste</td>
<td>2.6</td>
<td>1.5</td>
</tr>
<tr>
<td>9) Capacity and qualifications</td>
<td>3.1, 3.2, 3.3, 3.4, 3.5</td>
<td>2.5</td>
</tr>
<tr>
<td>10) Project plan and budget (including value for money)</td>
<td>4.1, 4.2, 4.3, 4.4, 4.5</td>
<td>2.5</td>
</tr>
<tr>
<td>11) Funding sources</td>
<td>4.7</td>
<td>1</td>
</tr>
<tr>
<td>12) Monitoring and evaluation</td>
<td>4.8</td>
<td>1</td>
</tr>
<tr>
<td>13) Project management</td>
<td>4.9</td>
<td>1</td>
</tr>
<tr>
<td>14) Project risk assessment</td>
<td>4.10</td>
<td>1</td>
</tr>
<tr>
<td><strong>Maximum</strong></td>
<td></td>
<td><strong>26</strong></td>
</tr>
</tbody>
</table>

Note: each category will be scored individually from 0 to 5, prior to the weighting being applied.
Once every application has been assessed, the assessment panel will meet to determine the applications to be funded based on the assessment scores and potentially applying a ‘portfolio’ approach. A ‘portfolio’ approach may be used to ensure funding is spread across multiple scope areas, geographic locations, stages of R&D, project durations, project costs, and levels of project risk. We understand the risks involved in R&D and welcome applications for projects that are both high risk and high reward (impact). Unsuccessful applicants will be notified of the outcome of the assessment and may request feedback.

Due Diligence and Award

The successful applicants will undergo technical due diligence, which may involve requests for further information and data, interviews, and a site visit. Applicants that pass technical due diligence will undergo financial due diligence, involving the checking of audited accounts, and must complete a due diligence and safeguarding questionnaire. Please note that we understand that some organisations may not be able to answer some due diligence questions affirmatively. Should this be the case for your organisation, please do not let this deter you from applying as we may seek to mitigate these risks in other ways.

Successful applicants that pass due diligence will be notified that they are to be awarded a grant. Discussions will take place with the successful applicant to confirm the start date, project milestones reporting obligations, and other project and applicant details, before finalising a grant agreement. The EforA Monitoring and Evaluation (M&E) team will also work with the applicant to develop an M&E plan using the EforA M&E plan template, which must be approved before commencing the project.

Once the project commences, awardees will be required to submit a milestone report and supporting documentation, along with an milestone expenditure form, at the end of each milestone before grant funding is disbursed for that milestone. For the final milestone, awardees must complete a final report, which must be reviewed and approved before the final milestone grant disbursement is made. EforA will also conduct M&E visits as needed.

7. Application Assistance

If you are looking for partner organisations with specific areas of expertise, the EforA team can help support you in your search by matching you with other organisations looking for partners. You may contact us at EforAgrants@est.org.uk and make a request for assistance by 26 July 2019 (3 weeks before applications close).

Additionally, if you are a micro-sized organisation (as defined in section 3. Funding) or your organisation is based in a UK aid priority country (as defined in section 6. Applying and Assessment), we are available to assist you in reviewing your draft application. Please note that we will provide a basic review (requiring a maximum of one hour of EforA staff time) and the comments provided by the reviewer may differ from the ultimate judgement of the application assessors. If you wish to have your draft application reviewed, you must contact us at EforAgrants@est.org.uk and make a request for assistance by 26 July 2019 (three weeks before applications close).

The assistance EforA provides will be managed to ensure that no conflict of interest arises during the assessment process.

8. Intellectual Property Rights

All intellectual property rights (IPRs) developed during and or as a result of the funded project, will be owned by the awardee, and not the funding parties (DFID, etc.). However, the funding parties will be granted a world-wide license to the project IP for reporting and administration of the fund.

As a public funder, UK Government’s Department for International Development (DFID) has no intention of using this IPR for commercial purposes. Clause 9.3 of the grant agreement protects awardees from a competing product being developed from the IPR, closing the scope of the license to only allow use of that IP as described in the grant agreement. The licence would be the only benefit to be taken from the agreement, and its use would predominately be focused around Clause 8 (publicity).
9. R&D Categories and Length

Your project should fall under one of the following categories based on the stage of your R&D. The allowable length of your R&D project is based on the stage of your R&D:

- **Early stage for feasibility studies** (lasting 6 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 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 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.

Visit the website to register and apply for this Call.

10. Contact

For more information, email us at EforAgrants@est.org.uk

Energy Saving Trust, who will be managing the Efficiency for Access Research and Development Fund, is the co-secretariat for Efficiency for Access Coalition, along with CLASP.