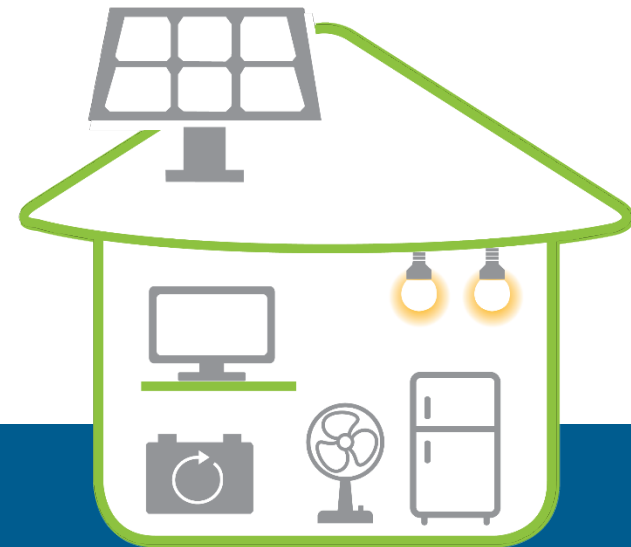


Global LEAP Off-Grid Appliance Procurement Incentives Program

Information Session

18 January 2018



Agenda

- Eligibility Criteria
- Claim Submission and Verification
- Incentive Structure

Program Supporters



Eligibility Criteria

Products

- Winners & Finalists products (TVs, Fans & Refrigerators) from the **2016-17 Global LEAP Awards** (*note: TV and fan window opened in October 2017 and is now closed*)

Geography

- Companies that distribute these eligible products in **Bangladesh, Kenya, Tanzania, Uganda, and Rwanda**

Transaction Types

- **In-House:** Internal procurement of eligible appliances for distribution under a company's own brand
- **Third Party:** Procurement of eligible appliances wholesale from an eligible supplier

Reporting

- Distributors must be able to provide **customer data** for all products sold through the program to ensure compliance with program's verification process

Claim Submission and Verification

How It Works

1. Interested distributors operating in the eligible countries must **complete an Expression of Interest** to participate in the program
2. Off-grid solar distributors and appliances manufacturers **meet and negotiate agreements**
3. Incentive claim submission window opens and distributors **submit incentive claim to CLASP**
4. CLASP initiates a **3-step verification process** to verify the purchase, shipment, and sale of these products.



Incentive payments
are disbursed after
completion of each
step in the
verification process

Incentive Structure

Quantities and Incentive Levels

Order Quantities (units per order)		Incentive Levels
Minimum	Maximum	
50*	99	35% of FOB
100	249	40% of FOB
250	499	45% of FOB
500	1000**	50% of FOB

Incentive
window opens
22 January 2018

* Minimum order quantity

** Maximum order quantity

Disbursement Recipients and Amounts

	In-House	Wholesale
At time of purchase	-	20% to supplier
Upon verification of product shipment	-	20% to supplier
Upon verification of product sale	100%	60% to distributor

Incentive Structure (cont.)

Additional Incentive Mechanism Details

- Incentive claims reviewed and approved on a **first-come, first-serve** basis
- Incentive claims must be submitted for **new transactions** (i.e., transactions must officially take place on or after the opening date for the incentive window)
- Once a claim is approved, the **full claim value is booked**
- The total available incentive pot is **approximately \$475,000**

Full terms and conditions will be available soon

Thank you!

If you have additional questions or need any other information, contact us at any time.



Jeff Stottlemeyer (general) - jstottlemeyer@clasp.ngo
Nyamolo Abagi (East Africa and claim administration) - nabagi@clasp.ngo
Asif Hassan (Bangladesh) – ahassan@clasp.ngo



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