

CEIA COLOMBIA: ACCELERATING SOLAR ENERGY FOR COMMERCIAL & INDUSTRIAL CUSTOMERS

The Clean Energy Investment Accelerator (CEIA) is an innovative public-private partnership initiative supported by the U.S. Government and other donors to drive deployment of cleaner energy solutions for large consumers in key markets. In Colombia, the CEIA is partnering with the Asociación Nacional de Empresarios de Colombia (ANDI), Colombia's preeminent industrial association, to help commercial and industrial consumers procure clean electricity and improve access to financing. CEIA is co-led by Allotrope Partners, the World Resources Institute (WRI), and the U.S. National Renewable Energy Laboratory (NREL).



ONGOING ENGAGEMENT:

- In partnership with ANDI, CEIA is helping companies in Colombia to meet their electricity demand with **lower-cost clean energy solutions**, with a focus on solar energy.
- As a trusted third-party, the CEIA team helps companies navigate complex and evolving energy procurement options and markets. CEIA bundles qualified projects into larger portfolios and facilitates connections with qualified developers and investors.
- The CEIA model **achieves economies of scale** that reduce equipment and capital costs and lower transaction costs for companies. This increases the likelihood that companies can transition to solar through turnkey purchases or no-upfront capital cost power purchase agreements, helping companies **lower electricity costs and reduce emissions**.

- This project pool included smaller projects that otherwise would not have access to investors or developers without participating in our aggregated model.
- The CEIA-led Request for Proposals (RFP) received competitive bids from solar developers demonstrating significant cost savings for buyer companies. Proposed prices were approximately **24% below average costs** for similarly sized projects in Colombia
- CEIA guided partner companies through the process of evaluating bids and moving into bilateral negotiations with qualified developers to finalize contracts.
- CEIA is in the process of sharing learnings with the Government of Colombia to **strengthen the policy framework** for deploying renewable energy.

ACCOMPLISHMENTS:

- Throughout 2018, CEIA **partnered with ANDI** and more than 20 companies, including major brands like Avon, Bavaria, and Postobon, to secure formal letters of interest, complete preliminary data collection, and analyze companies' basic energy use and costs. Interested partner companies represented more than **180 megawatts of potential solar demand**.
- CEIA consolidated a group of companies with the most viable sites and issued **Colombia's first aggregated on-site Request for Proposals** for a final group of 7 companies representing a pool of 5 megawatts of potential projects.

FORGING AHEAD:

- CEIA is now consolidating a second group of companies into a 2019 project pool that will facilitate opportunities for a new group of companies to move forward with cost-saving renewable energy.
- In fall 2019, CEIA will issue a joint Request for Proposals to attract developers and investors to this new aggregated on-site project pool.
- Moving forward, CEIA is exploring ways to **support additional companies, particularly large energy consumers**, to pilot innovative renewable energy procurement models, potentially including off-site solutions.
- Throughout 2019, 2020, and beyond, CEIA will **capture lessons learned** and develop templates and tools to **scale replication** of successful project pools in Colombia and across other markets.

