

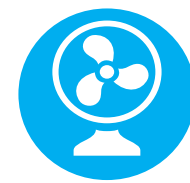
# OFF-GRID APPLIANCE PROCUREMENT INCENTIVES

SUPPORTING DISTRIBUTION OF THE WORLD'S BEST OFF-GRID APPLIANCES

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 Off-Grid Appliance Procurement Incentives program accelerates the global off-grid appliance market by providing **incentives to appliance suppliers and off-grid solar distributors** that partner to distribute large quantities of Winning and Finalist products from the Global LEAP Outstanding Off-Grid Appliance Awards (**Global LEAP Awards**).

The program's first round took place in Bangladesh in 2016. The second round opened in October 2017 with an incentive window for off-grid TVs and Fans.



Fans



Televisions



Refrigerators



## Eligibility

The program's second round is open to companies that distribute Winning and Finalist products from the 2015-16 and 2016-17 Global LEAP Awards for outstanding off-grid refrigerators, televisions, (TVs), and fans in **Bangladesh, Kenya, Tanzania, Uganda, and Rwanda**. Note that this brochure contains information about incentives for refrigerators only, as the incentive window for TVs and fans is now closed.

Off-grid solar distributors must be able to provide customer data for all products sold through the program to ensure compliance with the program's verification process.

## Timeline

The incentive window for **refrigerators** will open **22 January 2018**.

**Incentive funds are limited. Each round of incentives is open for a limited time only, and is available on a first-come, first-serve basis. Interest companies are encouraged to act fast.**

## How to Participate

Off-grid solar distributors operating in the eligible countries must submit an **Expression of Interest** to participate in the program.

Sign up for the **incentives program mailing list** or visit **GlobalLEAP.org/Incentives** for program updates.

## Incentive Structure

### Order Quantities and Incentive Levels:

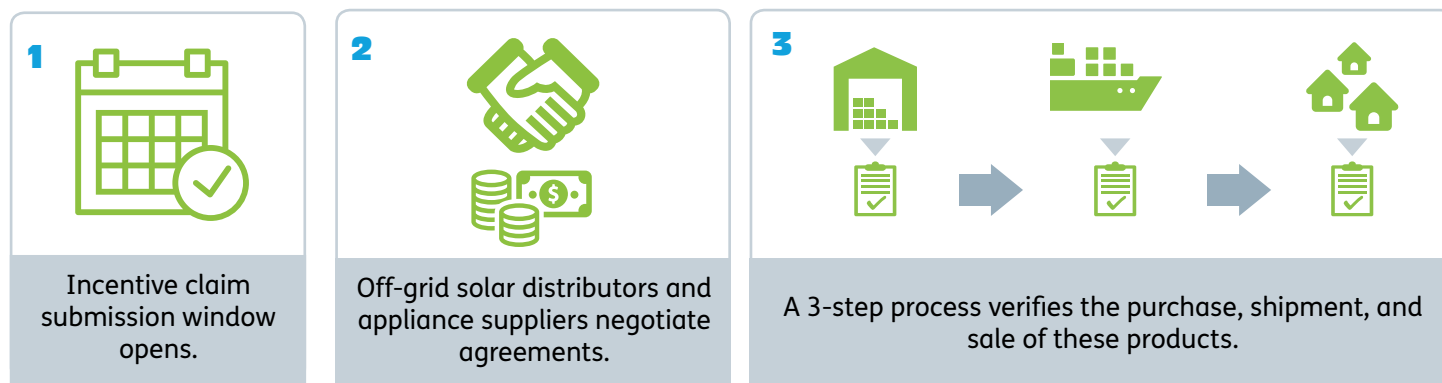
Incentives will be provided as a percentage of the FOB price for eligible products. Please see [www.GlobalLEAP.org/Incentives](http://www.GlobalLEAP.org/Incentives) for the program's terms and conditions, which provide more details about the incentive mechanism, eligibility requirements, and process for participation.

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

\* Minimum order quantity

\*\* Maximum order quantity

## How it Works



### Disbursement Recipients and Amounts:

The disbursement process is different for products distributed in-house (i.e. distributors who are Global LEAP Awardees and who sell their own Winning and Finalist products to end customers) versus products procured from wholesale suppliers and sold by third-party off-grid solar distributors. 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 for wholesale claims, while all incentives will be paid out upon completion of the final step of the verification process for in-house claims.

	Wholesale	In-house
<b>Disbursement 1</b> (at time of purchase)	20% to supplier	
<b>Disbursement 3</b> (upon verification of product shipment)	20% to supplier	
<b>Disbursement 3</b> (upon verification of product sale)	60% to distributor	100% to distributor


This program is funded by Power Africa and Energising Development, an initiative that aims to provide sustainable access to modern energy services in Africa, Latin America and Asia. CLASP serves as Operating Agent for this program and several other Global LEAP activities.

## Eligible Products


The tables below list products eligible for incentives. Sales contact information is provided for each company. Product performance data can be found in the 2017 Buyers Guide for Refrigerators.

**Basil Energetics Private Limited**


Dr. R. Ramarathnam  
+91-928-21-7-0292  
[rramarathnam@basilenergetics.com](mailto:rramarathnam@basilenergetics.com)  
[www.basilenergetics.com](http://www.basilenergetics.com)



**Basil iFreez RF50**  
2016-17 Finalist, Small Refrigerator-Freezer Combination Units




**Basil iFreez DC170L**  
2016-17 Winner, Large Refrigerator-Freezer Combination Units




**Metropolitan Electrical Appliance Mfg Co Ltd.**

Lotis Lau  
+86-139-2491-7846  
[lotis@metropolitanfan.com](mailto:lotis@metropolitanfan.com)  
[www.metropolitanfan.com](http://www.metropolitanfan.com)




**Metropolitan MEFR48C1**  
2016-17 Winner, Small Refrigerator-Freezer Combination Units




**Simusolar Inc.**

Michael Kuntz  
+1-415-598-8934  
[mkuntz@simusolar.com](mailto:mkuntz@simusolar.com)  
[www.simusolar.com](http://www.simusolar.com)



**Simusolar DCR165**  
2016-17 Finalist, Large Refrigerator



**NIWA**

Rea Yip  
+852-2110-4955  
[rea@niwasolar.com](mailto:rea@niwasolar.com)  
[sales@niwasolar.com](mailto:sales@niwasolar.com)  
[www.niwasolar.com](http://www.niwasolar.com)




**NIWA Coolio 100**  
2016-17 Finalist, Small Refrigerator-Freezer Combination Units




**Palfridge trading as Fridge Factory**


Sales Manager  
+268-2518-4104  
[info@palfridge.com](mailto:info@palfridge.com)  
[www.thefridgefactory.com](http://www.thefridgefactory.com)




**Palfridge Fridge Star LC86**  
2016-17 Winner, Medium Refrigerator



**Palfridge Fridge Star LC120**  
2016-17 Finalist, Large Refrigerator



**Palfridge Fridge Star LC221**  
2016-17 Winner, Large Refrigerator



**Solageo**

Joseph Fernandez  
+852-9185-1610  
[contact@solageo.com](mailto:contact@solageo.com)  
[www.solageo.com](http://www.solageo.com)



**Solageo SOL-REF-T30**  
2016-17 Finalist, Small Refrigerator



## Eligible Products

### Phocos North America Inc.

Dean Middleton and  
James Polcyn  
+1-541-999-6789  
+1-520-777-7906  
[Dean.Middleton@phocos.com](mailto:Dean.Middleton@phocos.com)  
[james.polcyn@phocos.com](mailto:james.polcyn@phocos.com)  
[www.phocos.com](http://www.phocos.com)



#### Phocos FR240MP

2016-17 Finalist, Large Refrigerator



#### Phocos FR170MP

2016-17 Finalist, Large Refrigerator



### The Sure Chill Company

Natacha Celie-Bone  
+44-292-052-8192  
[natacha.celie-bone@surechill.com](mailto:natacha.celie-bone@surechill.com)  
[www.surechill.com](http://www.surechill.com)

**SURECHILL** | COOLING TECHNOLOGY

#### Sure Chill GVR75DC

2016-17 Finalist, Medium Refrigerator



#### Sure Chill GVR99AC

2016-17 Finalist, Large Refrigerator



### SolarNow

Lukia Nabawanuka  
+256-788-916-648  
[lukian@solarnow.eu](mailto:lukian@solarnow.eu)  
[www.solarnow.eu](http://www.solarnow.eu)



#### Solar Now 112L

2016-17 Finalist, Large Refrigerator



### SunDanzer Refrigeration Incorporated

DC-Powered Refrigeration  
**SunDanzer**

Billy Amos  
+1-915-821-0042  
[Billy@sundanzer.com](mailto:Billy@sundanzer.com)  
[www.sundanzer.com](http://www.sundanzer.com)

#### SunDanzer DCR50

2016-17 Winner, Small Refrigerator  
Winner: Overall Value Innovation Prize



#### SunDanzer DCR165

2016-17 Finalist, Large Refrigerator  
Winner: Energy Efficiency Innovation Prize

