**SOLAR FOR PRODUCTIVE USE**

EnDev Kenya

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| EOI Template |

**Version 1: Dec 2019**

**Notes:**

* Only shortlisted applicants will be consulted.
* Details provided in this application may be verified during assessment of this EOI.

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# Organizational Background Details

## Registration and contact details.

|  |  |  |
| --- | --- | --- |
| **Registered Business Name** |  | |
| **Contact person** | **Name:** | **Position:** |
| **Full contacts of organization** | **Physical:** | **Postal:** |
| **Telephone:** | **Email:** |
| **Type of organisation** | |  |  |  | | --- | --- | --- | | 1. | Manufacturer |  | | 2. | Distributor |  | | 3. | MFI |  | | |  |  |  | | --- | --- | --- | | 4. | SACCO |  | | 5 | Bank |  | | 6. | Others (specify) |  | |

## 

## Overall organizational brief.

|  |
| --- |
| Brief introduction of your organization (Maximum ¼ page) including:   * Overall business model and years of experience. * Current foot print (including offices, branches and counties of operation). * Work in energy / solar products. |
|  |

# Product Details – Solar powered products for use by SMEs

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **List and provide details of the products you intend to promote with support from the project.** | | | | | | |
| **Product Name** | | **Description (Application/Uses/**  **Targeted Users)** | **Stand-alone/Integrated/ Component based/ Plug and Play (Describe)** | **AC or DC** | **Size (W)** | **Average Price**  **(End User)** |
| 1 |  |  |  |  |  |  |
| 2 |  |  |  |  |  |  |
| 3 |  |  |  |  |  |  |
| **NOTES:**   * Add rows as necessary. * Please attach product details / catalogue /Photos together with your application. | | | | | | |
| Are the products tested / certified locally or internationally? If so. Please provide details per product. | |  | | | | |
| Are you the manufacturer (product owner)? If not, please describe your distribution role and provide partnership evidence (MoU/Letter of partnership). | |  | | | | |
| Do you provide product warranty? If so, provide details. Alternatively describe your quality assurance mechanism. | |  | | | | |
| Describe the technical installation requirements per product.   * Will any of the products require a technical expert to install? * Are there any installation costs? | |  | | | | |
| Do you provide after sales support? If so, please describe your services and approach, also indicating location of your service centres (if any) and the process used by customers to access after sales support. | |  | | | | |

# 

# Past sales performance

|  |  |  |  |
| --- | --- | --- | --- |
| For each of the products listed in your application, please provide your sales performance for the last six months prior this application. | | | |
| Name of product | Period | Total units sold | Sales turnover. |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |

NB: Add columns as necessary.

# Local availability of the proposed product/s

|  |  |
| --- | --- |
| Is the product/s readily available in the market? Please provide a few examples of outlets or distribution partners or customer groups where the product/s can be found. |  |
| Sales forecast for 2020 |  |
| Do you have ready stocks or immediate stocking plans (importation or production) to cover the next six months? Please provide indicative stocks (volume) available for distribution (per product) | |  |  |  | | --- | --- | --- | | # | Product Name | Stocks Available/Planned  Jan 2020 – June 2020 | |  |  |  | |  |  |  | |  |  |  | |  |  |  |   Other stocking details (if any). |
| Do you have adequate financial resources and/or production capacity or product sources to ensure adequate availability to meet potential or growing market demand? Please describe you strategy and plans to ensure your product is availability throughout for the next 1 year. |  |