

**Access to Solar Water Pumps in Laikipia Project**

**Expression of Interest Application Form**

Partnership with solar- powered water pump distributors to establish and strengthen supply and distribution of quality solar-powered water pumps for farming in Laikipia County

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**Notes:**

* Details provided in this application may be verified during assessment of this EOI.

# 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 | [ ]  |

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|  |  |  |
| --- | --- | --- |
| 4. | SACCO | [ ]  |
| 5 | Bank | [ ]  |
| 6. | Others (specify) | [ ]  |

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## Overall organizational brief.

|  |
| --- |
| Brief introduction of your organization (Maximum ¼ page) including:* Company history and years of experience.
* Current foot print (including offices, branches and counties of operation).
* Business model related to solar-powered water pump products
* Are willing to work in Laikipia county
 |
|  |

# Product Details – Solar-powered water pumps for farming

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Product Name**  | **Description (Application/Targeted Users)**  | **Size (W)** | **Average Price****(End User)** | **End user payment options (up front cost, payback period)** | **Number of products sold (last 12 months)** |
| 1 |  |  |  |  |  |  |
| 2 |  |  |  |  |  |  |
| 3 |  |  |  |  |  |  |
| **NOTES:*** Add rows as necessary.
* Please indicate solar water pumps that are relevant to smallholder farmers.
* Please attach product details /catalogue /photos together with your application
* If any, indicate the numbers sold in Laikipia County (if any).
 |  |

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 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(indicate period in months) |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |

Please indicate if you plan to avail stock in Laikipia County and how this will be done?Indicate other stocking details (if any). |
| Is the product 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). |  |
| Describe your quality assurance mechanism. Do you provide product warranty? If so, provide details. |  |
| 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.  |  |

# Distribution approach

|  |  |
| --- | --- |
| Please describe your distribution channels and provide a few examples of outlets or distribution partners or customer groups where the product/s can be found. (Please indicate if any in Laikipia County.)   |  |
| If you do not have any distribution channels set up in Laikipia. Please indicate your plans for setting it up. |  |
| Do you offer financing or have any linkages with credit/loan providers? Please elaborate. |  |
| 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 available throughout the next 5 years. |  |
| Please describe the business and market barriers to distribute in Laikipia County which you hope the project will address. |  |