

# OFF-GRID ENERGY CHALLENGE COMPETITION

SEEKING INNOVATIVE MICRO-GRID BASED OFF-GRID SOLUTIONS TO “**SCALE UP**” ELECTRICITY ACCESS IN RURAL INDIA (UTTAR PRADESH, WEST BENGAL AND MAHARASHTRA)

**MAXIMUM AWARD US\$100,000<sup>1</sup>**

THE **CLIMATE GROUP**

IN COLLABORATION WITH



This challenge will **award grants<sup>2</sup> of up to \$100,000 each to eligible Indian companies and organizations who are currently** providing sustainable and commercially viable off-grid “access to energy solutions”. These solutions deploy renewable resources and power local economic activities, reaching a minimum of 100 separate and verifiable customers today.

The Challenge Competition is designed to promote innovative technological and financial solutions (possibly including any form of franchising) that **scale-up or extend** the use of **proven technologies** for delivery of off-grid energy through a variety of innovative and commercially viable methods—reaching communities not served by existing power grids<sup>3</sup>. Successful applicants will already be operating small businesses that are currently delivering affordable access to energy in off-grid areas of India on a commercially viable basis, to a minimum of 100 customers (who may be households or businesses).

Interested applicants should fill out the attached proposal template and submit it online no later than midnight GMT on October 31st, 2013 to [offgridchallenge@theclimategroup.org](mailto:offgridchallenge@theclimategroup.org).

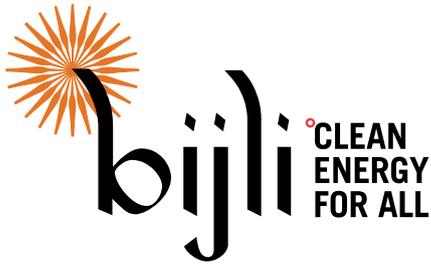
Evaluation criteria and weightage for screening the applications will include:

- (i) applicant’s current track record in terms of implementing an affordable and commercially viable business model for delivery of off-grid access to clean energy (50%);
- (ii) demonstration of ability of the proposed technology solution to serve a large number of customers with varied affordability (30%);
- (iii) commercial viability model showing how the proposed grant amount will be recovered over time by the company, for its own reinvestment in the business (20%).

<sup>1</sup>Minimum award of \$30,000 subject to final presentations and possibly field visits

<sup>2</sup>The grant is not returnable, and all grant proceeds will remain with the winning company, but the company’s financial projections must show a plan for how the company will eventually recover the grant amount through revenue collections from its customers. This will differentiate the grant from a subsidy.

<sup>3</sup>This challenge competition emphasizes the innovative use of technology to manage customers and delivery of power, and therefore does not include the delivery of stand-alone handheld rechargeable lanterns and solar devices.



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Eligible applicants, who must already have a verifiable track record in implementing a commercially viable off-grid energy delivery business model in India, would include:

- **Private companies deploying energy enabling technology** to create innovative approaches to energy generation and delivery, metering, payment, collections and/or transmission appropriate for off-grid solutions.
- **Community associations, cooperatives and local organizations** who can develop or acquire the necessary technical and commercial approach for management of an off-grid customer base (e.g. in partnership with a proven business model from a private developer).

## We want to hear from you!

Applications will be considered for projects in **the states of Uttar Pradesh, West Bengal and Maharashtra, India**. On November 11 in New Delhi, The Climate Group will award grants of up to \$100,000 each.

Apply now through October 31, 2013 by going to:

[www.theclimategroup.org/bijlicleanenergyforall/offgridchallenge](http://www.theclimategroup.org/bijlicleanenergyforall/offgridchallenge) or  
[OffGridChallenge@theclimategroup.org](mailto:OffGridChallenge@theclimategroup.org)

This Challenge is open to applicants with projects in India only. This is part of The Climate Group's **Bijli - Clean Energy for All** project principally funded by the Nationale Postcode Loterij (of the Netherlands), committed to increasing access to reliable, affordable, sustainable power and helping to ensure the transparent, effective distribution and management of energy resources.