

Productive Use Financing Facility (PUFF)

Terms and Conditions for the General Auction Window

Updated on 21 January 2026

Summary

Program Overview:

The [Productive Use Financing Facility](#) (PUFF) provides procurement subsidies and enterprise development grants (EDGs) to accelerate the sale of productive use equipment (PUE) in Sub-Saharan Africa. This document covers the terms and conditions for the **general auction window** only.

General Window Objective:

To catalyze the sale of over 3,000 productive use equipment (PUE) across Nigeria, Ethiopia and Kenya.

Eligible Participants:

- Distributors and companies that will facilitate the sale or distribution of PUE equipment in Nigeria, Ethiopia and Kenya.
- Must be a company that is legally allowed to operate or registered in Nigeria, Ethiopia and/or Kenya and possess valid registration certificates.
- Must complete a subsidy request form and be approved by the Administrator (CLASP).
- Group/consortium submissions (with an approved “Bundler” and consortium lead) are allowed.

Eligible Technologies:

- Core Track: Solar grain, rice, and maize mills, solar peanut grinders, solar chaff cutters, solar water pumps, solar refrigerators/freezers.
 - Eligibility: These products must pass VeraSol testing or Rapid Product Assessment testing –or- be Global LEAP Winners or Finalists of the 2019, 2020, and 2022 Global LEAP Awards for solar water pumps, refrigerators, and walk in cold storage units. Refer to the testing overview document.
- Expanded Track: Solar sprayers, solar threshers, walk-in cold storage, brooding and incubation technologies
 - Eligibility: These products must comply with the requirements detailed in the Productive Use Financing Facility: Eligibility for Expanded Track Appliances document.
- Case-by-case: Honey extractors, coffee pulpers, and other more nascent technologies.

Companies who wish to apply for products not listed above or mentioned in the case-by-case list should email the Administrator prior to submitting their application.

Eligible End-Users:

- All sales must be made in Nigeria, Ethiopia or Kenya.
- Participants will not be paid the full subsidy amount until the Administrator receives and verifies end-user sales information, as described in greater detail later in this document.
- **If a Participant sells to an intermediary, they must provide end-user sales information to the Administrator, in addition to the distributor information.** The sales verification and subsidy payment process will not begin until the Administrator has the end-user sales information. If a distributor purchases products supported by PUFF, all end-user documentation must be submitted to the Administrator showing final location, product owner details, and more.

- Sales may not be made to family members or employees.
- Only one sale is allowed per customer.

Subsidy Design:

- Reverse auction format: Participants propose per-unit subsidy levels and submit an indicative sales forecast.
- Disbursement split:
 - 40% upfront, paid after procurement verification (including warehouse checks) and testing certification;
 - 20% one-month post-installation upon verification (which includes Administrator's access to remote monitoring data for IoT-enabled appliances, customer account created with the CLASP AI chatbot, and Administrator's receipt of other required documentary evidence);
 - 40% upon customer verification visits and calls made roughly 12 months after purchase to confirm performance and usage of the PUE.
- No fee to participate.

Verification Requirements:

- Three-stage verification: (1) procurement, (2) installation, and (3), PUE continued usage and performance
- Sales verified via surveys and in-person verification conducted by a third-party agent, warehouse visits, Chatbot registration and verification complemented by remote monitoring using Prospect or other data sources as applicable.

Key Conditions:

- **No double counting/dipping:** Subsidized products must not receive any other grant funding meant to subsidize the same products.
- **Data & audit compliance:** Participants must submit transaction records, support verification, and allow audits as per the grant agreement and any other monitoring and verification protocols established for this project.
- **Timeline:** Products must be sold by **May 2027**.

Evaluation Criteria:

- Value for money, technological reach, private sector leverage.
- Gender impact, job creation, and sales segmentation, impact, warranty and after sales service, company capacity, business model, and affordability are also considered.

Program Readiness:

Participation in PUFF requires that Participants demonstrate minimum operational, reporting, and compliance readiness. Applicants should ensure that, prior to contracting, they have systems and staff in place to:

- Track inventory and product serial numbers
- Collect and securely store customer data and consent
- Comply with PUFF verification and audit requirements
- Meet product quality assurance and testing timelines
- Respond to documentation requests within specified timeframes

Failure to meet readiness requirements may result in delayed contracting, reduced allocations, reallocation of funds, or removal from the program.

Application Deadline & Details:

- **Opens:** 30th January 2026
- **Closes:** 13th February 2026 at 11:59pm EAT
- **Submit:** via the AirTable link on the PUFF website
- **Max subsidy request:** \$250,000
- **Max enterprise development (EDG) request:** \$10,000

Facility Overview

The Productive Use Financing Facility (“Facility”) aims to reduce the risk associated with PUE equipment procurement and sales, accelerating both the scale and timeline of PUE equipment sales for participating companies. The Facility offers subsidies that lower costs associated with PUE equipment procurement.

This document governs the terms and conditions of participation in the Facility’s procurement subsidies component only. CLASP serves as the operating agent and administrator (“Administrator”) of the Facility.

The Facility will support companies operating across the off-grid solar (OGS), mini-grid, and grid-connected (utility) sectors that procure large quantities of high quality and energy efficient PUE equipment in target markets. All PUE equipment must undergo third party testing to ensure and verify energy performance, quality, and safety to receive subsidies. As an initiative of the Global Energy Alliance (GEA), the facility seeks to build capacity among distributors and accelerate the growth of commercial markets for PUE technologies.

Window Overview

Geographic Scope
Nigeria
Ethiopia
Kenya

There is no fee to participate in the program.

Companies that apply for and/or receive procurement subsidies (“Participants”) are subject to the Terms and Conditions (“Terms and Conditions”) described in this document and those contained in the grant agreement and donor terms and conditions, which govern the operation of the Facility and the relationship between the Administrator and Participants in the Program.

By completing and submitting a subsidy request form (“Request”), Participants agree to comply with these Terms and Conditions. Violations of these Terms and Conditions may disqualify a Request and/or Participant from the Program at the sole discretion of the Administrator. Furthermore, violation of the terms and conditions including fraudulent and unsupported claims will result in a request for a refund and in some case legal action. CLASP, directly or indirectly will conduct independent verifications of report sales. This will include data collection from companies and appliance recipients for impact reporting.

Participants agree and acknowledge that the information submitted in or with a Request does not contain any confidential or trade secret information.

1.1.1. ELIGIBILITY REQUIREMENTS

Eligible Companies

1. PUE technology providers (e.g., OGS companies that manufacture or distribute PUE equipment, companies that specialize in selling specific products like SWPs, mini-grid developers, and general appliance retailers) in Nigeria, Ethiopia or Kenya that have completed the Facility's application and subsidy request AirTable form, can provide customer data, can ensure that all sales are made in Nigeria, Ethiopia or Kenya. They must also ensure that their customers utilize their products for income generation and have been approved by the Administrator ("Distributor").

AND

2. Other companies that play a role in facilitating PUE equipment procurement and distribution in eligible national markets (e.g., asset finance companies, appliance wholesalers)

Collectively, Distributors and other companies participating in the Program are sometimes referred to hereinafter as "Participants."

Groups of two or more Distributors who wish to partner to procure products may also be deemed eligible to participate in the Program, with advanced permission from the Administrator. Distributors that are interested in such partnerships should contact the Administrator. In such instances, a single Distributor must serve as the lead Applicant (a "Bundler"). In some cases, a third-party partner may serve as the Bundler. All Bundlers must be approved by the Administrator and will serve as the Administrator's single point of contact and will be responsible for its own and any of the Participants associated with the Bundler in compliance with these Terms and Conditions. Approval of Participants and Bundlers is within the sole discretion of the Administrator and is not subject to appeal.

Any costs associated with engaging the Bundler will be borne by Participants. The Administrator may request information from any Participant taking part in a bundled application at any point.

Quality-Assurance

PUFF applies a tiered quality assurance ("QA") framework that reflects differences in technological maturity, performance risk, and market readiness across product types.

Products are classified into one of three product tracks: Core Track, Expanded Track, or Case-by-Case. These tracks, and their associated eligibility requirements, are described below.

1. **Core Track:** Solar grain, rice, and maize mills, solar peanut grinders, solar chaff cutters, solar water pumps, solar refrigerators/freezers.
 - a. Eligibility: These products must pass VeraSol testing or Rapid Product Assessment testing –or- be Global LEAP Winners or Finalists of the 2019, 2020, and 2022 Global LEAP Awards for solar water pumps, refrigerators, and walk in cold storage units. Refer to the testing overview document.
2. **Expanded Track:** Solar sprayers, solar threshers, walk-in cold storage, brooding and incubation technologies
 - a. Eligibility: These products must comply with the requirements detailed in the Productive Use Financing Facility: Eligibility for Expanded Track Appliances document.

- b. Applications for walk-in cold storage must also submit the Walk-In Cold Room Quality Assurance Form.
3. **Case-by-Case:** Honey extractors, coffee pulpers, and other more nascent technologies.
 - a. Quality assurance and inclusion will be determined by the Administrator.

Companies who wish to apply for products not listed above or mentioned in the case-by-case list should email the Administrator prior to submitting their application.

Core Track:

Solar grain, rice, and maize mills; solar peanut grinders; solar chaff cutters; solar water pumps; solar refrigerators/freezers; WICR included in Global LEAP Awards.

Eligibility:

To be eligible under the Core Track, Products must meet **one** of the following criteria:

1. **Be Winners or Finalists of the 2019, 2020, or 2022 Global LEAP Awards** for solar water pumps, refrigerators, or walk-in cold storage units; **OR**
2. **Have undergone VeraSol testing according to the relevant Global LEAP test methods**, with performance benchmarked satisfactorily against **minimum performance benchmarks established by the Administrator, informed by the lowest-performing Winner or Finalist** in the same size or form factor category from the most recent Global LEAP Awards competition; **OR**
3. **Have undergone VeraSol testing conducted at the direction of the Administrator using the “Rapid Product Assessment” test procedure.**

All Core Track Products must be tested in an accredited test laboratory facility designated by the Administrator, according to either the relevant Global LEAP test method or the “Rapid Product Assessment” test procedure to verify the Product’s quality and energy performance (“Testing”). The Rapid Product Assessment is a newly developed testing procedure that is applicable to a wide range of electrical and motor-driven PUE technologies (e.g., mills, egg incubators, grinders).

More information on the Testing process, including test laboratory contact details and other logistical information, is available in the [Product Testing Overview](#) and in the Expanded Track documents. Participants may request financial support in the form of Enterprise Development Grants to cover a portion of Product testing costs as part of their Subsidy Request.

Expanded Track Eligibility:

Solar sprayers; solar threshers; walk-in cold storage; brooding and incubation technologies. Due to their system-level complexity and higher operational risk, walk-in cold storage products are subject to additional documentation and review requirements.

Eligibility:

- Products must comply with the requirements detailed in the *Productive Use Financing Facility: Eligibility for Expanded Track Appliances* document.
- Applications for walk-in cold storage must additionally submit the Walk-In Cold Room Quality Assurance Form.

In summary, there are 3 main pathways:

1. Approved Third-Party Testing
- OR

2. Recognized Awards or Prior Programs
OR
3. Administrator-Directed Rapid or Targeted Assessment

3. Case-by-Case Track

Honey extractors; coffee pulpers; and other more nascent or emerging productive use technologies.

Eligibility:

Quality assurance requirements and eligibility determinations for Case-by-Case Products will be defined by the Administrator on an individual basis, taking into account product risk, maturity, and available technical evidence.

Companies seeking to apply with Products not listed above, or not clearly falling within the Case-by-Case examples, should contact the Administrator prior to submitting an application.

Ongoing Compliance and Administrator Discretion

Products deemed eligible by the Administrator based on this Testing or review that fail to meet performance expectations in the field may be removed from the Program at the Administrator's discretion. However, this verification Testing is not intended to replace Participants' own technical or market due diligence and the Administrator is not responsible for any Products that deviate from tested levels of quality and energy performance.

Products eligible for subsidies must be packaged and sold with safe operating instructions. Products shall not violate or infringe a third party's intellectual property. The Administrator will accept and evaluate new PUE equipment for inclusion in the Facility's list of eligible products on a rolling basis.

Only Products approved by the Administrator will be eligible for subsidies.

Pre-sales and after-sales services requirements

Companies must exhibit robust organizational structures and technical capabilities to conduct comprehensive pre-sales and after-sales services, as described below.

Pre-sales Service

- Companies must demonstrate the availability of customer service representatives and technicians that are trained and competent in providing the following services:
 - o Providing product information, demonstrations and explanations of services (e.g., design, installation, after-sales service)
 - o Site visits and/or remote assessments to conduct user interviews and technical evaluations such as site feasibility, energy needs, output and storage requirements, etc.
 - o Technical sizing and design for the appropriate appliances and solar PV systems
 - o Cost estimates and financial planning

- Training and capacity building for clients and company staff
- Regulatory and permitting guidance (if applicable)
- Companies selling solar water pumps must have in-house and/or partnered engineers and technicians that can assess water source, soil and terrain conditions, and drill boreholes (if applicable).
- Companies must demonstrate appliances (where feasible) and show how the accompanying solar system integrates with PUE equipment.

After-sales Service

- Only sales and installation agreements between supplier/installer and client that have after-sales services transparently priced and included shall be considered under the programme. No hidden additional costs shall be tolerated during after-sales service periods.
- Company must provide an end-client protection plan, including warranties within specified periods, and establish an effective after-sales service system. They should maintain lists of agents or staff members working across different regions to ensure prompt after-sales service using a dedicated customer support line.
- At a minimum, the company must provide the following after-sales services:
 - User training and orientation, including operation, basic troubleshooting, and regular maintenance tasks
 - System maintenance and repairs support for at least 2 years at an agreed cost
 - Dedicated phone number for the company's after-sales service department must be provided to clients for enquiries about system status, performance, warranty claims, and other after-sales services.
 - Regional service hubs or a network of trained/approved technicians that can quickly respond to service requests
 - Maintain stock of spare and replacement parts that can be rapidly dispatched for system repairs
- Remote monitoring: Suppliers must demonstrate the operational capacity to use IoT technology effectively. At a minimum, this shall include:
 - Access to and use of a monitoring platform or dashboard that captures and stores appliance performance and fault data.
 - Trained personnel able to interpret data, generate reports, and respond promptly to alerts or performance deviations.

Double Counting/Dipping Is Not Allowed

Participants may not claim grant funding from the Facility for any product or sale that has already received grant funding, incentives, or subsidies from another program, donor, or government initiative. All claims must be unique to this Facility and verifiable as such. The Administrator reserves the right to request additional documentation to ensure compliance and to withhold or recover payments in cases where double counting/dipping is suspected or confirmed.

1.1.2. SUBSIDY STRUCTURE, AMOUNTS, REQUEST SUBMISSION, AND VERIFICATION

Subsidies will be allocated through a reverse auction methodology in which Participants complete and submit a subsidy request form (“Request”) that lays out the amount of subsidy funds requested, volume of Products to be procured, national markets in which these Products will be sold, and other data regarding the intended market segmentation and impacts of the PUE equipment sales. **The intent of the reverse auction is to maximize the number of businesses, end-users, individual customers, and micro-entrepreneurs that gain new or expanded access to PUE through deployment of available subsidies through a competitive bidding process.**

The total subsidy payment for Administrator-approved procurements (“Subsidy”) will be offered as a percentage of an eligible PUE’s per-unit Free on Board (“FOB”) origin price. Participants will specify their requested per-unit Subsidy levels and procurement volumes in their Request.

Subsidies are intended to enable companies to increase the speed and scale of PUE equipment procurement and sales. Because market dynamics vary substantially across different PUE technologies, national markets, and market segments (i.e., off-grid, mini-grid, grid-connected), no minimum or maximum order thresholds are specified. It is therefore up to each Participant to determine the appropriate volume of PUE equipment to include in a Request. Determinations such as the eligibility of the volume of PUE equipment included in any individual Request will be at the sole discretion of the Administrator.

Subsidy Disbursement

Subsidies will be disbursed on a rolling basis after verification milestones have been achieved by Participants, including demonstration of compliance with the Facility’s verification process and other requirements as defined hereinafter.

After the upfront 40% payment, subsidy disbursements will be triggered by the verification of product sales to end customers. Payments will be made on a rolling, quarterly basis upon completion of verification. The disbursement schedule is shown in Table 2 below. The first payment will be made after verification that Products have been procured by the Distributor (e.g., that a downpayment has been made and the transaction is finalized and legitimate) and that product quality testing or compliance as described above is complete. The second Subsidy disbursement will be made after verification that Products have been sold to end customers. More information on this process is available below.

Table 2. Subsidy Disbursement

At time of procurement/purchase	40%
Upon verification of product sale	20%
Upon customer verification visit or call roughly 12 months after purchase	40%

As part of the contracting process, Participants agree to a clawback provision for the initial 40% subsidy disbursement made at the time of verified procurement/import. If Participants fail to achieve a minimum percentage of their committed sales forecast within a defined reporting period, they will be required to return a proportional share of the disbursed funds based on the number of units sold at the

time of the activation of the clawback provision. The clawback amount will be calculated based on the shortfall between forecasted and actual verified sales, with consideration given to inventory held and documented efforts to sell. In cases of demonstrable Force Majeure, as defined in the Contract Agreement, the Administrator may, at their reasonable discretion and in good faith, elect not to enforce clawbacks.

Verification Process

The Facility's verification process is designed to ensure that Participants comply with the rules of the Program, ensure that only eligible quality-assured PUE are sold to end consumers, and assess the Facility's commercial and developmental impact. ***Note that the verification process is subject to change.***

The process includes three steps: 1) verification of initial PUE procurement and testing by Participants, 2) verification of sale of PUE to end customers 1 month after installation, and 3) PUE performance and usage verification roughly 12 months after installation.

Step 1: Verification of Appliance Procurement

Following approval of a subsidy request and completion of all due diligence, the Administrator will confirm a company's eligibility to participate in PUFF. Upon successful due diligence, a grant agreement will be signed with selected applicants, with clear terms of payment. The first payment under the agreement would be the payment of 40% of the agreed subsidy. The payment will be made subject to the participants submitting documentation showing evidence of the procurement of PUE equipment and FOB pricing. Required documentation may include:

- Purchase orders and commercial invoices
- Bank statements or other financial records showing adequate funds
- Product serial numbers and quality assurance documentation
- Shipping, local transport, and delivery forms
- Warehouse or storage facility addresses

The Administrator will provide a secure upload link for these materials.

Warehouse Verification Visits

Warehouse verification visits are required as part of Step 1 of the verification process. For companies that do not have stock in country, the following process applies:

- After a satisfactory document review, the Administrator will disburse the initial 40% subsidy payment. After the product has arrived in country, the Administrator will conduct an in-person warehouse verification visit to confirm the existence and condition of the procured equipment. If this visit is unsuccessful, the Administrator reserves the right to claw back the initial 40% payment.

For companies that already have stock in country, the following process applies:

- Initial disbursements (40% of the subsidy amount) will be triggered only upon successful completion of a warehouse verification visit and satisfactory document review.

Scope of Warehouse Verification Visits

During a warehouse verification visit, the Administrator may:

- Physically verify the presence and quantity of procured PUE units
- Confirm serial numbers against submitted procurement and quality assurance documentation
- Verify storage conditions and assess whether equipment is stored in a manner consistent with manufacturer and quality-assurance requirements
- Confirm the warehouse or storage facility address and basic access controls
- Conduct spot checks of documentation related to inventory management and tracking

The purpose of the warehouse verification visit is solely to confirm the existence, eligibility, and appropriate storage of subsidized PUE and does not constitute a full operational, financial, or regulatory audit.

Limit on Warehouse Verification Visits

Participants may receive a maximum of two (2) warehouse verification visits under the Facility. The Administrator is under no obligation to conduct additional in-person visits beyond this limit.

If additional verification is required after the maximum number of visits has been reached, the Administrator may, at its discretion, rely on alternative verification methods, including but not limited to enhanced documentation review, photographic or video evidence, or third-party confirmations.

Step 2: Verification of Appliance Sales to End Users

The Administrator will review documentary evidence of sales to end users to verify sales and provide the 20% subsidy disbursement. Disbursement of the 20% subsidy is contingent upon satisfactory verification and may be made on a proportional basis if only a subset of reported sales is verified.

Participants are required to provide or ensure:

1. **Complete Customer Data** for all PUFF-supported sales, including geographic and demographic details, installation photos, and geolocation data. Customer data must be complete **as defined by the Administrator's reporting guidance. Incomplete or inconsistent data may delay or reduce subsidy disbursements.** Participants must submit this data on Prospect, using a standardized template. Participants will receive instructions on how to submit this data, which Participants will use to report monthly. Even if Participants do not make sales in a given month, they must still submit a notice to the Administrator confirming that they did not make any sales. **Failure to submit monthly reports or zero-sales confirmations may be treated as non-compliance and may delay verification and disbursement for future sales.**
2. **Proof of Customer Consent**, either via existing contracts or standalone consent forms, confirming that customer data may be shared with CLASP and its designated partners for verification and learning purposes. Participants are solely responsible for ensuring that customer consent is obtained in accordance with applicable data protection and privacy laws.
3. **Remote monitoring Data**, which will complement the verification process for PUE equipment with remote monitoring capabilities. Remote monitoring will provide real-time data on product operation and usage. Participants selling IoT- or remote monitoring-enabled PUE must share data with the Administrator, including usage data. Participants will be asked to share/upload their remote monitoring data on the Prospect platform. Where remote monitoring data is unavailable due to technical limitations or outages, the Administrator may rely on alternative verification methods at its discretion.
4. **AI Chatbot Registration for Customers:** With funding from the AI for Changemakers program, the Administrator has developed a chatbot tool that uses WhatsApp and AI to collect real-time,

longitudinal feedback from customers. Sales agents must create an account for customers, using either a WhatsApp or SMS account. The Administrator will confirm the creation of an account as part of the verification process. While engagement is not mandatory, the creation of an account is required for all customers who have smartphones. The Administrator will provide instructions to participants on chatbot registration.

How the AI Chatbot Works – subject to change

The AI-powered chatbot enables a simple, opt-in experience for customers:

1. Registration at sale

- With sales agent support, the customer scans a QR code provided by the Administrator
- They are redirected to a WhatsApp chatbot.
- In exchange for a one-time incentive (e.g. mobile airtime), they complete a short registration and share basic feedback.

2. Ongoing engagement

- The Administrator sends follow-up prompts after key milestones (e.g. 6, 12, 36 months).
- The chatbot collects qualitative and quantitative data on usage, satisfaction, and problems encountered.

3. Data analysis and reporting

- Feedback is aggregated and analyzed using AI tools to track trends across appliance types, brands, regions, and timeframes.
- Results are displayed in a visual dashboard for the key stakeholders – product suppliers, the Administrator, GEA, policy makers and other program funders.

The Administrator will aim to complete initial verification within one month of receiving the relevant data.

Step 3: Performance & Usage Verification

Conducted twelve months after installation, this verification is designed to assess satisfaction, continued use, and after-sales service quality. This can also identify any issues that Participants need to rectify and will ensure program integrity, verify real sales, and protect end-users from poor-quality products. Participants will only receive the remaining 40% subsidy if verification results meet minimum performance and satisfaction thresholds defined by the Administrator, including that a majority of verified customers report that their products are still performing appropriately.

The Administrator will engage a third-party Verification Agent to confirm reported sales to female end users. Please note that the appliances sold must be utilized for income generation to qualify under this program. This verification may involve one or more of the following methods:

- **Phone or SMS interviews** with a sample of customers
- **In-person customer visits**, conducted randomly and without prior notice
- **Photo or GPS verification**
- Other verification tools as deemed appropriate by the Administrator

Participants whose reported sales cannot be verified to a statistically significant level may be deemed non-compliant. Sample sizes and acceptable verification thresholds will be defined by the Administrator and/or Verification Agent.

Disbursement Conditions and Consequences of Non-Compliance

Disbursements are contingent on successful completion of the verification process. CLASP reserves the right to withhold or reduce payments if:

- Submitted customer data is incomplete, unverifiable, or inaccurate
- Verification thresholds are not met
- Participants fail to cooperate with verification processes

Where evidence of fraud, misrepresentation, or intentional obstruction is identified, CLASP may take corrective action, including:

- Withholding current or future disbursements
- Requiring repayment of disbursed funds
- Removal from the PUFF Program
- Legal action including fund recovery, if warranted, as detailed in the contracting process

Decisions will be made at the Administrator’s sole discretion. Participants will be given an opportunity to respond to any adverse findings before final determinations are made. Corrective actions may be applied proportionally based on the severity and scope of non-compliance.

Reallocation Process

To ensure effective use of Facility resources, the Administrator may reallocate unused or under-utilized funds based on participant performance, evolving market conditions, or program priorities. Halfway through each sales window—or at other intervals based on company performance and at the administrator’s discretion—the administrator will conduct performance reviews with Participants who are significantly behind their approved sales targets. These reviews will explore the reasons for underperformance, identify needed support, and assess the potential for participants to catch up. These meetings will also provide deeper insight into each participant’s operations.

If a participant is unable to meet agreed-upon delivery timelines or subsidy utilization targets, the Administrator reserves the right to reduce their allocation and redistribute the funds to higher-performing participants or other eligible entities. Participants will be notified in advance of any reallocation decisions and allowed to respond or adjust their implementation plans accordingly.

Timeline:

Participants must sell all Products included in their Requests no later than May 2027. Any Products sold after this deadline will not be eligible for Subsidy payments.

1.1.3. SUBSIDY REQUEST EVALUATION CRITERIA

All Subsidy Requests will be evaluated by the Administrator using a combination of qualitative and quantitative criteria. The objective is to allocate subsidies to companies that demonstrate strong commercial viability, effective gender and development impact strategies, and capacity to scale product sales to priority end users.

1. Quantitative Criteria (60% of total score)

Quantitative scores will be calculated using the following weighted components:

Category	Weight
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Subsidy per unit as a percentage of FOB cost	50%
Counterpart funding (e.g., confirmed co-financing, debt, equity)	25%
Estimated number of livelihoods improved per product sold	12.5%
Estimated number of jobs created per product sold	12.5%

Applications with lower per-unit subsidy asks, greater financial leverage, and stronger livelihood and job creation estimates will receive higher quantitative scores.

Qualitative Criteria (40% of total score)

Qualitative scores will be assigned across the following dimensions, based on the responses provided in the Application and Implementation Plan:

Qualitative Assessment (40% of Score) 		
Category	Priority	Description
Quality Assurance	High	How does the product's test results compare to other submitted products?
Company Capacity	High	Is the company operationally, financially, and technically ready to deliver?
Warranty & After-Sales Service	High	Does the company have strong after-sales support and a simple process for customers to call upon warranties?
Implementation Plan	High	Is the company's implementation plan feasible and well-structured?
Gender Lens: Customer	Medium	Does the company's sales strategy explicitly focus on reaching female customers?
Jobs & Livelihoods	Medium	How many jobs & income-generating activities will be created? How did the applicant arrive at these numbers?
Financial Strategy & Leverage	Medium	What is the company's current financial structure? Can they unlock further financing or scale with this support?
Data Collection	Medium	Does the company collect customer feedback or conduct end-user surveys? Can they track and report customers and PUE? Do they use a CRM system?
Gender Lens: Company	Low	What percentage of the workforce is women? Is there a clear plan to hire or promote women in the organization?
Subsidy Determination	Low	How was the requested subsidy amount determined?

All Requests must also demonstrate Participants' organizational capacity and ability to comply with all Program verification requirements, including:

- a. Track record of prior sales of same or similar products to end consumers
- b. Ability to secure any additional financing required to finalize procurement
- c. Ability to deliver end-use customer data for all product sales to the Administrator
- d. Ability to provide an approach to after-sales service to end consumers as well as guidelines on end-of-life disposal
- e. Ability to comply with local environmental regulations
- f. Sales Timeline: A month-by-month projection of sales for the intended procurement. Bidders must demonstrate a viable plan to market and sell eligible products to end consumers by the program deadline.

The Administrator shall have complete discretion in weighing these criteria and determining which Requests are accepted. The Administrator reserves the right to refuse to consider any Request for any reason or no reason.

1.1.4. REQUEST SUBMISSION, NOTIFICATION OF RESULTS, AND SALES FORECAST & ADDITIONAL DOCUMENTATION

Participants are required to submit their requests through the online Subsidy Request Form provided by the Administrator. They can expect to receive a response within one month of the request submission deadline—or sooner—regarding whether their request has been fully or partially approved.

Participants with successful Requests will then be required to submit a sales forecast, implementation plan, and additional details and documentation related to the PUE equipment procurement to confirm their participation in the Program. The Administrator will notify participants of additional documentation requirements upon completion of the Request evaluation.

Participants unable to submit the Request online or by email should contact the Administrator for an offline version. The Administrator can be contacted via email at financing@clasp.ngo.

Conditions of Subsidy Request Submission:

- Subsidy Request submission represents a legally binding acceptance of these Terms and Conditions, which shall be included in the grant agreement.
- Program Participants may be added to CLASP and GEA mailing lists and contact databases and may receive information on other activities.
- Participants agree to comply with all requirements of the verification process.
- GEA, the Administrator, and their partners may use information regarding Subsidy transactions and related verification activities for public information purposes and to promote the Facility, and other activities via media such as websites, reports, academic analyses, brochures, and events. The information used may include company names, sales figures (e.g., volume), geographic distribution, anonymized customer verification results, and more. Information regarding product pricing, third-party manufacturing partners and/or vendors, and individual customer contact details will not be made public without Participants' prior consent.
- The Administrator reserves the right to adjust, strike, or redefine any of the Program terms and conditions, including amounts of subsidy funding, at any time and for any reason.
- The Administrator reserves the right to reduce the overall amount of subsidies allocated to any given Participant based on underperformance against projected sales volume and timeline.
- Should a Request be submitted without all the required information, the Administrator reserves the right to reject that Request.
- Should there be any evidence of fraud or corruption, the Administrator reserves the right to pursue legal redress, and the Administrator shall not be held liable or otherwise responsible for any such fraud or corruption.
- Failure to comply with any Facility terms and conditions shall disqualify the Participant from participation in any future award or subsidy programs offered by the Administrator, including legal remedies where necessary.
- All decisions rendered by the Administrator regarding Bids are final and are not subject to appeal.

- To the extent the laws of any jurisdiction to which Participants or Administrator are subject render participation in the Facility to be unlawful or illegal, Participants are not eligible to participate in the Facility offering.

1.1.5. OTHER REQUIREMENTS FOR PARTICIPANTS

To ensure the effective implementation, transparency, and impact of the Facility, all Participants must comply with the following additional requirements, including adherence to applicable donor requirements. Failure to adhere to these requirements may result in disqualification from the Facility, delays in disbursement, or other actions at the sole discretion of the Administrator.

Data Use and Reporting Requirements

Participants must maintain and submit complete, accurate, and timely records related to their participation in the Facility. At a minimum, Participants must provide:

- Documentation verifying procurement (e.g., purchase orders, shipping documents, invoices)
- Documentation verifying sales to end customers (e.g., receipts, distribution records, sales contracts)
- Periodic reports on PUE equipment deployment, customer segments served, and any relevant after-sales support mechanisms
- Data for verification surveys, including but not limited to customer names, contact information, and geographic location

The Administrator reserves the right to request additional documentation as needed to verify program compliance or evaluate impact. Additionally, the Administrator reserves the right to share data with third-party stakeholders. However, any data sharing will be conducted in accordance with established confidentiality and ethical standards.

Customer Verification and Follow-up

Participants are required to cooperate with the Administrator and its third-party verification agents to facilitate customer follow-up and data collection. This includes:

- Providing complete and accurate customer contact information and sales records
- Ensuring that customers have given informed consent for their data to be shared with the Administrator and for follow-up contact by verification teams
- Supporting verification teams in contacting or visiting end users, where applicable
- Responding promptly to requests for clarification or additional data during verification activities

Audit and Site Visit Rights

To maintain transparency and accountability, the Administrator reserves the right to:

- Audit all documentation submitted by Participants, including but not limited to sales, procurement, and distribution records;
- Conduct site visits to warehouses, offices, retail locations, or customer sites to verify the claims made in subsidy requests and sales verification processes;
- Engage independent third parties to carry out such audits or verifications on its behalf.

Participants agree to fully cooperate with any audit or verification activities and to provide access to records, staff, and relevant facilities as reasonably required.

Compliance with Laws and Ethical Standards

Participants must comply with all applicable national and international laws and regulations, including but not limited to:

- Product safety and import/export laws

- Labor and employment laws
- Sexual Harassment, Exploitation, and Abuse (SHEA) laws and policies
- Anti-corruption and anti-bribery standards
- Data privacy and protection standards in the collection and sharing of customer data

Participants are also expected to uphold high ethical standards in business practices, including transparency, fair treatment of customers, and respect for intellectual property.

Early Termination:

The Administrator reserves the right to suspend or terminate a Participant's involvement in the Facility at any time if the Participant:

- Engages in misconduct, fraud, or misrepresentation;
- Repeatedly fails to comply with reporting or verification requirements;
- Violates applicable laws or the terms of participation;
- Undermines the objectives or reputation of the Facility.

More stipulations of this nature will be included in the legal contract between the Administrator and Participant.

Limitation of Liability

The Administrator shall not be held liable for any direct, indirect, incidental, consequential, or special damages, losses, or liabilities incurred by Participants or third parties arising from or related to the procurement, distribution, installation, performance, or use of Products supported through the Facility. Participants assume full responsibility for the quality, safety, and performance of their products and services.

Collaboration and Learning

Participants are expected to engage constructively with the Administrator and other relevant stakeholders to support learning and program improvement. This includes:

- Participating in interviews, learning sessions, or other knowledge-sharing activities organized by the Administrator
- Providing insights on market challenges, customer needs, and business model innovations
- Contributing, when appropriate, to the documentation of case studies or success stories

Public Use of Data and Communications

As described in the previous sections, Participants acknowledge that anonymized or aggregate data collected through the Facility may be used by the Administrator or its partners for reporting, advocacy, or public communications purposes. Identifiable company data will not be shared publicly without prior written consent.

1.1.6. PARTICIPANT PROCESS

The Facility is designed to be transparent, efficient, and supportive of Participants throughout the lifecycle of engagement. Below is an overview of the typical process for participation:

1. Call for Applications

The Administrator issues an open or targeted call for applications outlining the eligibility criteria, product categories, subsidy design, and application requirements.

2. **Application & Review**
Interested companies submit a Request with required documentation. The Administrator reviews submissions based on technical, financial, and operational criteria and may conduct interviews or request additional information.
3. **Participant Onboarding**
Selected Participants agree to a contract outlining their roles, responsibilities, and reporting obligations. An orientation session may be held to review requirements, timelines, and verification procedures.
4. **Sales & Deployment**
Participants deploy eligible products to end users in line with the terms of the Facility. Accurate documentation of transactions and customer details must be maintained throughout.
5. **Subsidy Request Submission**
Participants submit requests for reimbursement or incentive payments, supported by required documentation, such as proof of sale, customer contact information, and geotagged photos (as applicable).
6. **Verification**
The Administrator and/or third-party agents conduct documentation reviews, remote verification, and/or field visits to verify product deployment and usage.
7. **Disbursement**
Upon successful verification, the Administrator disburses the approved subsidy payment to the Participant, typically within a defined timeframe.
8. **Monitoring & Reporting**
Participants may be required to provide periodic updates or respond to follow-up data collection activities to support learning, impact tracking, and reporting.
9. **Reallocation**
The Administrator will conduct mandatory progress check-ins with participants to evaluate sales performance against established targets and enforce the reallocation of underutilized subsidy funds where performance thresholds are not met.