

ROGEAP

PROJECT FUND MANAGER

GRANT APPLICATION GUIDE FOR SMEs

READ BEFORE
YOU APPLY

Are you a start-up, established SME or large company in the off-grid solar sector?
Join the Regional Off-Grid Electricity Access Project (ROGEAP) in delivering off-grid solutions and achieving universal access to sustainable electricity services by 2030.

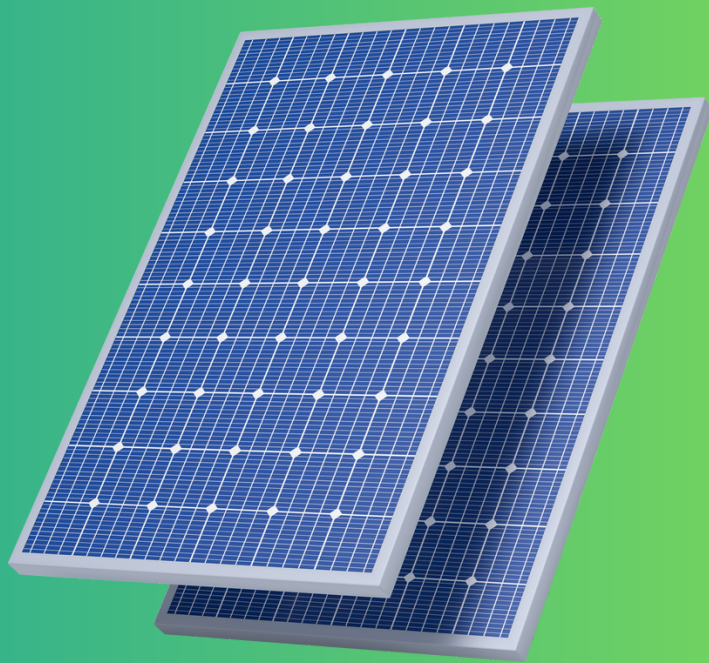


www.rogeappfm.org



"Facilitating people's access to off-grid energy - Faciliter l'accès des populations à l'énergie hors-réseau"

READ BEFORE YOU APPLY



BENEFITS



Customised training programmes for entrepreneurs, SMEs, large solar companies and financial institutions



Application support milestone monitoring



Grant windows for eligible and qualified businesses between \$10,000 and \$250,000 for certified off-grid and standalone solar systems



B2B networking & annual business plan competition

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ELIGIBLE COUNTRIES

Among 19 project countries, 13 are eligible for financial support and technical assistance: Benin, Burkina Faso, Cameroon, Chad, Côte d'Ivoire, Gambia, Ghana, Liberia, Mali, Mauritania, Niger, Nigeria, and Sierra Leone.

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NEXT STEPS

1. Check out the process and eligibility conditions.
2. Register via the EOI application form (www.rogeappfm.org).
3. Successful applicants are invited to attend training and submit a full proposal with proof of matching contributions.
4. Businesses that meet technical and equity requirements will be awarded a grant to invest and expand their solar off-grid operations.



ABOUT THE PROJECT

www.rogeappfm.org

The ROGEAP is financed by the World Bank, the Clean Technology Fund (CTF) and the Directorate General for International Cooperation (DGIS) of the Government of the Netherlands. It aims to increase access to sustainable electricity services in the fifteen ECOWAS member countries and Cameroon, Chad, Mauritania, and Central African Republic. ROGEAP specifically aims to improve access to sustainable energy by building a regional market for off-grid solar (OGS) products and supporting value chain stakeholders.

A Project Fund Manager (PFM) was recruited to assist ECOWAS in implementing the planned activities by providing financial, entrepreneurship as well as environmental, social, health and safety risk management support to stand-alone solar energy businesses to address the affordability in the target markets. ROGEAP will also implement activities related to the development of a pipeline of projects eligible for financing through its line of credit. Details of lines of credit is embedded within this document

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ELIGIBILITY

Start-up company

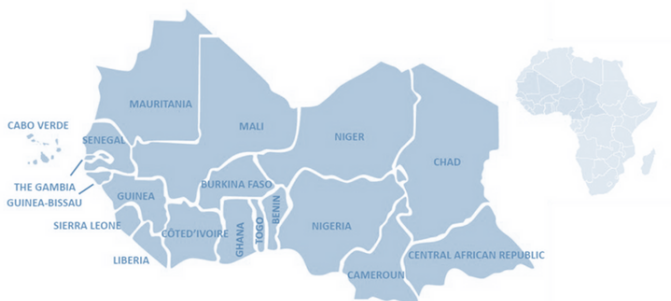
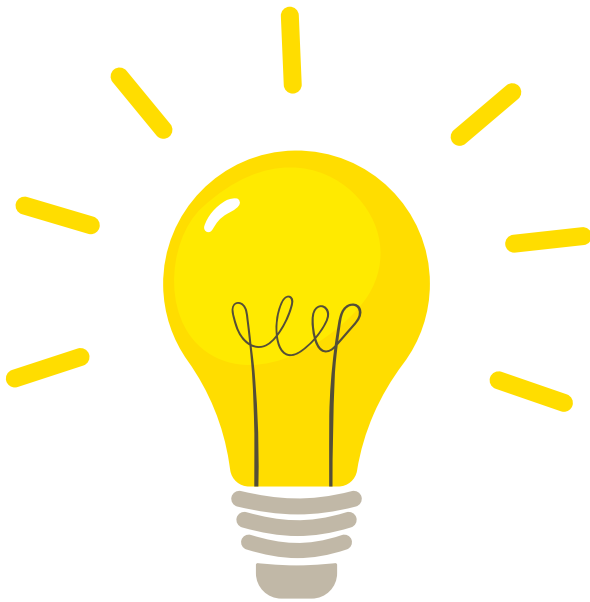
- < 3 full-time staff
- < 300 solar home kits or <1,500 lanterns sold
- Annual revenue of <\$100,000

Early-stage company

- 3 – 25 full-time staff
- 300 – 30,000 solar home kits or 1,500 – 50,000 lanterns sold
- Annual revenue of <\$3,000,000

Growth-stage company

- > 25 full-time staff
- > 30,000 solar home kits or > 50,000 lanterns sold
- Annual revenue of >\$3,000,000



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MATCHING GRANT

1. For start-ups and early-stage companies to launch or expand operations
2. Locally registered businesses owned in majority by national, ECOWAS or project country citizens and operating in an eligible country is an advantage
3. Grant amount: \$10,000 - \$25,000
4. 10% equity contribution
5. Acceptable co-financing includes business investments (rent, equipment, labour), private investments and loans
6. Disbursement based on agreed pre-milestones of up to 75% of the total amount, final 25% post-specific agreed deliverable within 12 months.
7. Reported results will be verified before releasing funding after which final payment is made.

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MARKET- ENTRY GRANT

1. For early-stage and growth-stage companies to increase operations across communities and countries
2. Locally registered businesses owned in majority by national, ECOWAS or project country citizens and operating in an eligible country is an advantage
3. Grant amount: \$50,000 - \$150,000
4. 10-15% equity contribution
5. Acceptable co-financing includes business investments (rent, equipment, labour), private investments and loans
6. Disbursement is based on agreed milestones of up to 50% of the total amount in up to 3 tranches, this can be reduced to 2 disbursements depending on milestones agreed.
7. Reported results will be verified before releasing funding after which final payment is made.

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PERFORMANCE-BASED GRANT

1. For early-stage and growth-stage companies to deploy off-grid solutions in hard-to-reach markets and remote communities
2. Locally registered businesses owned in majority by national, ECOWAS or project country citizens and operating in an eligible country is an advantage
3. Grant amount: \$150,000 - \$250,000
4. 15-20% equity contribution
5. Acceptable co-financing includes business investments (rent, equipment, labour), private investments and loans
6. Disbursement of up to 50% of the total amount per tranche based on agreed milestones within 24 months
7. Reported results will be verified before releasing funding after which final payment is made.
8. First round only in Sahel

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ELIGIBLE EXPENSES

1. Inventory (stock to be sold out) or sample products: off-grid solar systems (lanterns & SHS) are products with a capacity of 350 Wp or less and approved VeraSol certification or IEC/TS 62257-9-8 standard adopted by ECOWAS.
2. Hardware and small equipment (computers, phones, pay-as-you-go, etc.)
3. Software (accounting, pay-as-you-go, etc.)
4. Project-related staff salaries and consultants' fees (<30% of the budget)
5. Certification, copyright, patents, and other permits
6. Consumer awareness communication and marketing, sales, and distribution costs for promoting the technology, product, or service
7. Other expenses directly related to the execution of the Project and approved by the IC (<20% of the budget)
8. Market entry/feasibility studies, juridical advice on entry, fiscal support

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INELIGIBLE EXPENSES

1. Items already financed through another grant, program, or institution
2. Bank and currency exchange expenses, losses, fees, and penalties
3. Purchase or rent of land or buildings, including any renovation
4. Cash payments
5. Other World Bank restrictions apply

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**DO YOU HAVE ANY QUESTION?
INFO@ROGEAPPFM.ORG**