EMPOWER A BILLION LIVES

**Please Note:** This is not a scoring sheet, but rather, this is intended only as a guide and illustration of the type of information / quality that might lead to an Excellent, Average or Poor score. Reviewers have full freedom in assigning weightages to the various subscores based on the incoming proposals.

| IMPACT SCORE | Weak (0-3) | Average (4-6) | Excellent (7-10) |
|---|---|---|---|
| **Value for Family/Community** | No tangible value added for family or community. | Proposal will enable Tier 2 access to electricity, but unclear if critical needs will be met. Income earning potential is not significantly enhanced. | Proposal clearly articulates significant value added for the target household, enterprise and/or community. Solution provides "Tier 2" access to electricity and/or enables a wide range of energy services. Proposal shows how income earning potential is introduced or enhanced. |
| **Ease-of-Use** | Solution requires substantial technical background and expertise to commission, install, operate and maintain. | Proposed solution is relatively simple to use for literate customers familiar with contemporary technologies. Illiterate customers would probably be unable to use. Installation and/or normal operation/maintenance requires local technical support. | Proposed solution is very easy to use even for illiterate customers. Reliable and long-lived in typical use scenarios. Installation, expansion, and/or normal operation does not require local tech support and can be done easily by relatively untrained community members. |
| **Affordability** | Proposed solution is prohibitively expensive for Base of the Economic Pyramid or similar income groups. No clear cost breakdown for family at minimum use level. No clear cost pathway to transition from low-use to high-use. | Presents some pricing/billing options to make solution affordable even for customers with sporadic income streams. Shows the estimated cost per year for family at minimum use level. Less detailed regarding how cost scales from low-use to high-use. | Solution affordable for Base of the Economic Pyramid (e.g. households living under $2 a day). Utilizes smart pricing/billing options (such as pay-as-you-go, or flexible pricing) to enable broader market and consumer access. States the estimated cost per year for family at minimum use level. Describes an affordable pathway to scale up as family transitions from low-use to high-use. |
| **WOW! Factor** | The social impact is uninspired. | The proposal has some new and/or clever approaches to creating positive change, but is not a gamechanger. | A gamechanger. Illustrates a clear, compelling, unique vision for transformative change. Provides new and unexpected insights and novel opportunities to create value for under-electrified families and communities. |
| **TOTAL: 800 POINTS** | | | |

| TECHNICAL SCORE | Weak (0-3) | Average (4-6) | Excellent (7-10) |
|---|---|---|---|
| **System Specification** | No technical specifications/environmental effects indicated and/or the described technical specifications are very poor (unable to achieve tier 2) or have adverse effect to the environment. | Provides some technical specifications/environmental footprint, but lacks adequate details for the complete system. | Comprehensive specifications including such features as peak power, energy delivered per day, on-demand availability, cycle efficiency, standards compliance, physical parameters, etc. The system is carbon neutral or has a very low environmental footprint (in terms of CO2, air pollution, water pollution, etc.) |
| **Scalability** | No indication that the solution will be able to scale, or the solution has serious scaling limitations. | Solution is possibly capable of enabling a large number of devices dispersed over a wide geographic area, but limitations are not clear. Some dependence on region-specific service providers / distribution channels. | Solution is designed to scale to large numbers across several country borders, with only minor customization required. The team anticipated major obstacles to scaling and designed for that from the beginning. No or limited dependence on region-specific service providers / distribution channels. |
| **Expandability** | If family/community needs increase, usefulness of proposed solution reduces. Demand growth may imply discarding and buying newer, larger solution. | Solution is possibly expandable, but proposal does not explain how to achieve added capacity. Or some parts of the old system may still be recommissioned / used as family/community needs grow. | Solution clearly defines "expandability". Shows how design could expand capacity to meet family or community demand growth. Expansion is simple (e.g. plug and play), can be done in the field, and support new power sources and/or loads. |
| **Operational Factors** | No description of how the system can be operated. | Proposal addresses some key aspects of system operation, such as installation, maintenance, but lacks depth, and/or has serious drawbacks. | Proposal clearly describes the operation of the system. Installation, commissioning, maintenance, servicing is easy, and requires no or minimal technical training. |
| **Advanced Features** | Proposed solution shows no features that surpass commercially available solutions. | Proposed solution has some new value propositions, but they are limited, and/or not clearly articulated. | Clearly explains how new features deliver unique value proposition, such as system optimization, data analytics, features that enable new business models, and income models. |
| **WOW! Factor** | Solution has been done before. More of the same. | Some aspects of the system are innovative, but the overall solution is mostly existing technology. | A gamechanger technology. Solution has disruptive potential, and shows much higher value than existing solutions with a possible path to how existing players can be disrupted. |
| **TOTAL: 800 POINTS** | | | |

| BUSINESS SCORE | Weak (0-3) | Average (4-6) | Excellent (7-10) |
|---|---|---|---|
| **Financial Model and Economic Viability** | Does not provide any indication of expenses or revenue. No economic analysis. | Proposal provides a high level business plan, including estimates of some expenses and expected revenue streams, but superficial and/or does not provide details and assumptions made. | Proposal illustrates a clear business model and financial plan, including such factors as a clear explanation of costs (capital, operating, financing) and breakdown by years. Calculation of expected revenue and breakdown by years. Indicates assumptions on cost of energy and customer billing. Calculates target breakeven date. |
| **Scaling** | No explanation on how the business could scale, or the explanation does not support that the business could scale bigger than a few small communities. | Solution shows some scaling potential to a large number of customers dispersed over a large area, but provides little details on how to achieve it. Describes high-level plans on how to bill customers, collect payments, provide support and maintenance. | Business model demonstrates the ability to scale to a large number of customers dispersed over a large geographic area. Provides details on how customers could be billed, payments be collected, support and maintenance provided in an efficient manner. |
| **Resiliency** | Proposed business unlikely to survive minor changes in the economic-regulatory environment. | Proposal mentions some risk factors and demonstrates how the business would be able to survive and evolve through moderate changes in its environment. | Proposal shows no overdependence on any one single business stream or solution feature. Proposal identifies major risks and describes coping strategies. Some changes considered include; dropping component prices (PV, batteries, etc.), changing regulatory landscape, versatile customer income streams and exposure to extreme weather events (e.g. farmers affected by droughts), etc. |
| **Funding** | No plans on how to acquire external funding. | Provides some details on funding plans and/or how external stakeholders can derive value from the service. | Presents a realistic and detailed funding plan potentially based on venture funding, subsidies, grant or concessionary financing, peer-to-peer funding, crowdfunding, and/or explains how external stakeholders could derive value and help to fund the business. |
| **WOW! Factor** | No creative new business ideas in the proposal. | The business shows some novel ideas and new approaches. | A completely new and disruptive business model to scaling access to energy. |
| **TOTAL: 400 POINTS** | | | |