



**EXPRESSION OF INTEREST
EXCLUSIVE LICENSING OF SEDING ® SOLAR STREET LAMP v2.5**

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1. INTRODUCTION

The Botswana Institute for Technology Research and Innovation (BITRI) through its subsidiary BITRI Investments (Pty) Ltd invites suitable citizen owned manufacturing companies to respond to the Expression of Interest (EOI) for the Exclusive Licensing of its technology being the Seding® Solar Street Lamp v2.5.

2. BACKGROUND

2.1 BITRI

BITRI is a parastatal under the Ministry of Communications, Knowledge and Technology, established in 2012 to conduct needs-based research and development in focused areas in accordance with national priorities. The Mandate of BITRI is to identify, develop and/or adapt appropriate technology solutions that provides sustainable innovative solutions through co-creation and collaboration in line with national priorities and needs of Batswana. The technologies will as much as possible maximize the use of local materials to ensure efficiency and affordability. BITRI will harness its institutional capacity as well as collaborate with other organizations and institutions.

2.2 BITRI Investments (Pty) Ltd.

BITRI Investments is a 100% owned subsidiary and commercial arm of BITRI. It is the holding company for new venture creations that are generated from successful research and development undertaken at BITRI.

3. ABOUT Seding® Solar Light

Seding ® is one of the flagship technologies which have been developed by BITRI and it has scaled to a commercial stage over the past 4 years. It has an extensive footprint throughout the country in both Rural and Urban Centers, through support from District Councils.

The Seding® Solar lamp is currently manufactured and assembled in Kanye, which also serves as a distribution point for the lamp. The licensing of this technology is only limited to the following Intellectual Property Rights; “Trade Secret and Trademark”.

3.1 Product Description

The Seding(R) V2.5 is an advanced solar streetlight emitting 3000 lumens of white light. It integrates 60W efficient solar panels that charge a 12V/35AH battery and produces warm white light by means of Light Emitting Diodes (LEDs).

3.2 Products Features and Benefits

- 3 Days Autonomy
- Long Lasting Batteries.
- High Efficiency LEDs
- Integrated Solar Panel and additional 20W panel
- Theft Protected Mounting

3.3 Specification

- Lumens Brightness 3000
- Solar Panel 60 W
- Full Bright Lighting.
- Installation Height is 9m to 11m depending on installation area
- Dimensions 735x208x335mm

3.4 Product Quality

- The light satisfies IP56 standard (BOBS)

4. TECHNOLOGY TRANSFER

4.1 Licensing

Licensing as a commercialization model adopted by BITRI Investments (Pty) Ltd which implies that a company will be granted exclusive right to exploit the Seding® intellectual property in the market and in return BITRI shall negotiate the royalty payment terms with the selected company.

4.2 Skills Transfer

BITRI Investments (Pty) Ltd. will assist with initial technical skills transfer and training on the technology.

4.3 Kanye Assembly Plant

BITRI Investments (Pty) Ltd. has an option to lease the existing assembly plant in Kanye to the interested company on mutually agreed terms.

5. ELIGIBILITY

Interested parties must provide information indicating their expertise and experience that is relevant in undertaking a project for the production and supply to meet industry demands.

- 5.1** Company profile, including a valid certificate of incorporation from CIPA, Valid BURS Tax Clearance Certificate, Manufacturing License.

5.1.1 Director's Forms

5.1.2 Nature of Ownership e.g. Sole proprietary, Joint Venture etc.

5.1.3 Board of Directors Resolution

- 5.2 Category of the firm: Large / Medium / Small Scale / Startup.
- 5.3 State the current line of Business including the Sector and Subsectors.
- 5.4 Proof of funds or Bank Guarantee or Funder Support Letter.
- 5.5 Illustrate Technical Experience on related Electronic Products Manufacturing.
 - 5.5.1 Provide at least 3 Traceable References
- 5.6 The EOI is strictly reserved for **100% Wholly Owned** Botswana Citizen Companies only including **Joint Ventures**.

BITRI Investments through BITRI will shortlist (pre-qualify) potential bidders of the EOI and the criteria stipulated above. Shortlisted **Citizen Owned** companies will be invited to respond to a detailed **Exclusive License Agreement Proposal including the Touring/Inspection of the Manufacturing Plant**.

6. TECHNICAL ENQUIRIES

Clarifications pertaining to this EOI may be obtained between **0730 -1230 hours and 1345-1630 hours, Monday to Friday**, OR be forwarded either in writing, facsimile or email to:

Senior Product Designer
Email: smolokwane@bitri.co.bw;
Phone Number (+267) 360 7594

7. SUBMISSION REQUIREMENTS AND CLOSING DATE

Expressions of Interests clearly marked "**EXCLUSIVE LICENSING OF SEDING ® SOLAR STREET LAMP V2.5**", should be hand delivered to:

Registry
Botswana Institute for Technology Research and Innovation
Private Bag 0082
Plot 50654, Machel Drive
Gaborone, Botswana

The EOI should reach the above address not later than **12th August 2022 at 1600 hours**. Botswana time.

Submission received after the above deadline will not be considered.

Expression of Interest from companies failing to provide the required information will be disregarded. Invitation to bid and any subsequent process will be issued in accordance with procurement rules and procedures of Botswana Government.

This Expression of Interest does not entail any commitment on the part of BITRI, either financial or otherwise.

8. Evaluation Criteria

8.1 Compliance

	Requirement	Compliance	Non-Compliance
1.	Certificate of Incorporation		
2.	Valid Tax Clearance		
3.	Board Resolution		

8.2 Technical

	Requirement	Maximum Points
1.	Company Profile	10
2.	Manufacturing License (Electronics Related)	20
3.	Technical Experience on Electronic Products Manufacturing.	30
4.	Traceable References related to Electronic Products Manufacturing. (3)	30
5	Specialized Experience in Manufacturing of Solar Powered Lights.	10
	Total	100

8.3 Other

	Requirement	Maximum Points
1.	Proof of funds or Bank Guarantee or Funder Support Letter.	10
	Total	10