



**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 for BITRI. It is the holding company for new venture creations that are generated from successful research and development undertaking 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 predominantly 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 for the interested company to utilize it. The assembly plant will solely be used to produce Seding® Solar Light V2.5.

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, .

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 State the 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 Submit a Business Plan (3 Copies) including Sales Projections.
- 5.6 Illustrate Technical Experience on related Products Manufacturing (If Any) from the proposed production team.
 - 5.6.1 Provide at least 3 Traceable References for the Proposed Team (Citizens)
 - 5.6.2 Provide CVs for the Technical Team (Citizens).
 - 5.6.3 Track record in Sales and Marketing Electronic Goods Preferably Solar Lights
- 5.7 The EOI is strictly reserved for **100% Wholly Owned** Botswana Citizen Companies only including **Joint Ventures** which are Wholly Owned by Botswana.

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 **13th January 2023 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 | 15 |
| 2. | Business Plan/ Proposal with Projections (Sales and Financial) | 30 |
| 3. | Manufacturing Experience by the Company | 5 |
| 4. | Technical Experience on Any Electronic Products Manufacturing by the Team (Curriculum Vitae) (3) | 20 |
| 5 | Experience in Sales and Marketing of Electronics preferably Solar Powered Lights. | 20 |
| | Total | 90 |

8.3 Other

| | Requirement | Maximum Points |
|----|---|-----------------------|
| 1. | Proof of Funds or Funder Support Letter | 10 |
| | Total | 10 |

Total: 100