

Detailed Eligibility Criteria: ISA SolarX Challenge 2022-23

Eligibility Criteria	Documents Required (as per the application form)	More Details
<p>Operation Duration:</p> <p>Must be a maximum of 10 years – calculated from incorporation date until public nominations open</p>	<p>1. Certificate of incorporation</p>	<p>1. Entrepreneurs with an idea but without an entity cannot apply. The entity must have a Minimum Viable Product/ Service (MVP) hence idea stage concepts cannot apply to the Grand Challenge</p> <p>2. ‘Incorporation date’ means the registration date or date of opening of the entity/business</p> <p>3. ‘Public nominations’ means the date of opening of application for the Grand Challenge. A business/entity turning more than 10 years after the date of opening of applications, i.e., 10th November 2022, will also be eligible for the challenge</p> <p>4. Type of entity: The business may either be:</p> <ul style="list-style-type: none"> • Private limited company, including JVs, partnerships, etc. • Public company • Corporation • Limited liability partnership (LLP) • Limited liability company (LLC) • Cooperative • Society <p><i>Refer to Annexure 1 for detailed definitions of the above</i> <i>(Entities are encouraged to discuss the eligibility for Grand Challenge with Invest India/ISA.)</i> The entity may be incorporated in Africa or anywhere in the rest of the world. Preference will be given to entities having operations in the African region</p> <p>5. The applicant entity/ business may be working in any sector, but their product or service should be in line with the problem statements of the Grand Challenge (refer to Annexure-2)</p> <p>6. It is not necessary that the applicant entity/ business should have won an award/ accolade</p>

		<p>in the sector. Even an entity/ business without any award/ accolade can apply.</p> <p>7. Preference would also be given to the entities having feasibility of the products/services in other ISA member countries.</p>
Participant must be generating regular revenue from operations	<p>1. Financial statements made in accordance with local laws and globally accepted international practices and conventions of accounting</p> <p>2. Certificates of revenue as certified by competent authority (CA/CPA/ Notary etc.) {In case financial documents as mentioned in point 1 are not available)</p>	<p>1. The Term 'Revenue generating' does not mean the entity/ business should be profitable. The applicant business/entity should have revenue from sales to customers. Even a loss-making company or entity with a negative margin is also eligible for the Grand Challenge</p> <p>2. It is not mandatory that the applicant business/entity should be filing taxes for applying under the Grand Challenge</p>
<p>Innovation</p> <p>Should have a minimum viable product and/or service explicitly related to innovation</p>	<p>Short presentation on the product/ service, including the references or details about the product and explanation of the innovation in product or services</p>	<p>An applicant business/ entity need not have a patent or copyright or trademark for the product to apply for the Grand Challenge, but should provide a declaration of the ownership of the innovative product/service</p>

An applicant business/ entity must mention which problem statements are they working on and how are they uniquely placed to solve it in the African context.

Note: While the applications will be considered according to the eligibility criteria stated above, the Evaluation Committee may consider, on a case-to-case basis:

- Innovative products which are ready and can be demonstrated to meet the minimum eligibility (in terms of replicability, scalability, and deployability), but sales have yet not started
- Products/services that do not address any of the listed problem statements, but have the potential for replicability, scalability, and deployability in the African region.

Annexure-1

Explanation of Terms

For the purposes of the SolarX Grand Challenge, the following terms defined in accordance with the local laws and regulations where the organization is incorporated, and in general terms be understood as follows:

- **Private Limited Company:** means and includes a company or a firm that is privately owned, which may issue stock and have shareholders, but their shares do not trade on public exchanges and are not issued through an IPO¹.
- **Joint Ventures:** means and includes a business arrangement in which two or more parties agree to pool their resources for the purpose of accomplishing a specific task. This task can be a new project or any other business activity as per the agreement of the two or more parties².
- **Partnership:** means and includes a business arrangement by which two or more individuals or entity agree to share responsibilities, assets, profits, and financial and legal liabilities of a jointly owned business. In a general partnership, partners agree to be personally responsible for potentially unlimited liability³.
- **Public company:** also called a publicly traded company; is a corporation whose shareholders have a claim to part of the company's assets and profits. Ownership of a public company is distributed among general public shareholders through the free trade of shares of stock on stock exchanges or over-the-counter (OTC) markets⁴.
- **Corporation, or a multinational corporation:** means and includes a company that has business operations in at least one country other than its home country⁵.
- **Limited liability partnership (LLP):** is a business entity which allows for a partnership structure where each partner's liabilities are limited to the amount they put into the business⁶.
- **Cooperative:** means and includes an autonomous association of persons united voluntarily to meet their common economic, social and cultural needs and aspirations through a jointly owned and democratically controlled enterprise⁷.

¹ <https://www.investopedia.com/terms/p/privatecompany.asp>

² <https://www.investopedia.com/terms/j/jointventure.asp>

³ <https://www.investopedia.com/terms/g/generalpartnership.asp>

⁴ <https://www.investopedia.com/terms/p/publiccompany.asp>

⁵ <https://www.investopedia.com/terms/m/multinationalcorporation.asp>

⁶ <https://www.investopedia.com/articles/investing/090214/limited-liability-partnership-llp-basics.asp>

⁷ <https://www.ica.coop/en/cooperatives/what-is-a-cooperative>

Annexure-2

SolarX Grand Challenge- Problem Statements

For the first edition (2022-23), the Solar X Grand challenge will be focused on encouraging startups that provide solutions to the following problem statements:

1. Technical and financial innovations to accelerate the deployment of **off-grid solar applications** (mini-grids and SHS) to displace diesel, charcoal or traditional biomass
2. Development of more efficient models having high scalability potential and enhancing cost competitiveness (including life cycle costs) for solar drying, solar water heating, solar cooking or other similar **productive use applications**
3. Technical and/or business model innovations to bring down the cost of, or support grid integration for **rooftop solar systems**
4. Innovative solutions **combining use of solar with other applications** (e.g. AgriPV) to save land and boost small holder family incomes
5. **Manufacturing innovations (deployment or integration)** to lower the cost or improve efficiency/efficacy of solar or ancillary equipment in target markets
6. Innovative business models of solar power to emerging use cases such as **eMobility, green Hydrogen, round-the-clock power, battery waste management etc.**
7. Development of **soft tools based on AI, IoT** to improve the manufacturing, deployment or integration of solar energy applications
8. Development of **eco-system in terms of manufacturing of balance of system components**, such as, high efficiency inverters, glass cover options for modules to maintain high transmittance and reduce use of water in cleaning, EVA sheets, etc.
9. Development of **high-efficiency DC pumps with smart controller** having potential for scalability and practical business models for dissemination
10. Services or software which help in land mapping e.g., **geo-spatial drones**

Link to Apply: <https://isolaralliance.org/event>