

Off-grid lighting product manufacturers are meeting the needs of a growing, important market. People whose lives can be changed for the better with improved lighting depend on the availability of good quality, affordable lamps.

**Lighting Africa's support for manufacturers** includes support for specific products and extended services for Lighting Africa Associate companies. The entry criteria for the services fall into two categories: product testing and business screening. Product testing ensures that the manufacturers we support produce good quality lights and helps to bring transparency to the market; business screening is required for potential Lighting Africa Associates, who receive extended levels of service from the program. The entry criteria are described in detail on the next pages.

**Lighting Africa Product Support Services** bring transparency to the market and advertise good quality and performance products. They are available on a product-by-product basis; qualification for the services depends on test results.

**Lighting Africa Associate Services** go beyond product support services and include help with entry to new markets, access to financing, and outreach to consumers. They are available to organizations that meet business-screening criteria in addition to producing good quality products.



### Business Development

Services to support development and expansion, including:

- Business-to-business linkages between reputable manufacturers, distributors, financial institutions, and bulk purchasers
- Privileged access to Lighting Africa's Market Intelligence
- Cost-shared product testing according to LA-QTM at approved, international product test labs.
- A range of emerging product and business development resources.

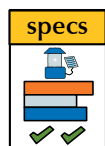
*Entry Requirement:* A product must meet the Minimum Quality Standards and the business must pass screening criteria.



### Consumer Outreach

Education and awareness activities that reach thousands of consumers across Sub-Saharan Africa with messages about high performance lighting products.

*Entry Requirement:* The product must meet the Minimum Quality Standards and Recommended Performance Targets and the business must pass screening criteria.



### Standardized Specifications Sheets (SSS)

Third-party, independent test results presented in a standardized format to prove quality and performance to buyers and regulators. SSS are made available for verification on a dedicated web page: [www.lightingafrica.org/specs](http://www.lightingafrica.org/specs)

*Entry Requirement:* The product must meet the Minimum Quality Standards.



### Website Promotion

Prominent advertising on the Lighting Africa website.

*Entry Requirement:* The product must meet the Minimum Quality Standards and Recommended Performance Targets.

## Lighting Africa provides support across the supply chain.



# Quality Assurance Framework

Product quality testing is the foundation of the Quality Assurance Framework:

**QTM** The Lighting Africa Quality Test Method (LA-QTM) meets the need for a rigorous, low-cost test of off-grid lighting product performance and quality. Qualification for Lighting Africa services is based on results of the QTM or equivalent testing.  
*Cost: \$6,000; turn around: five months.*

**ISM** The Initial Screening Method (LA-ISM) is a small sample-size, rapid version of the LA-QTM for pre-screening and verification testing purposes.  
*Cost: \$500; turn around: seven weeks.*

**Results and Support** are provided to manufacturers who have their products tested through Lighting Africa. This includes technical feedback from Lighting Africa's team of specialists.

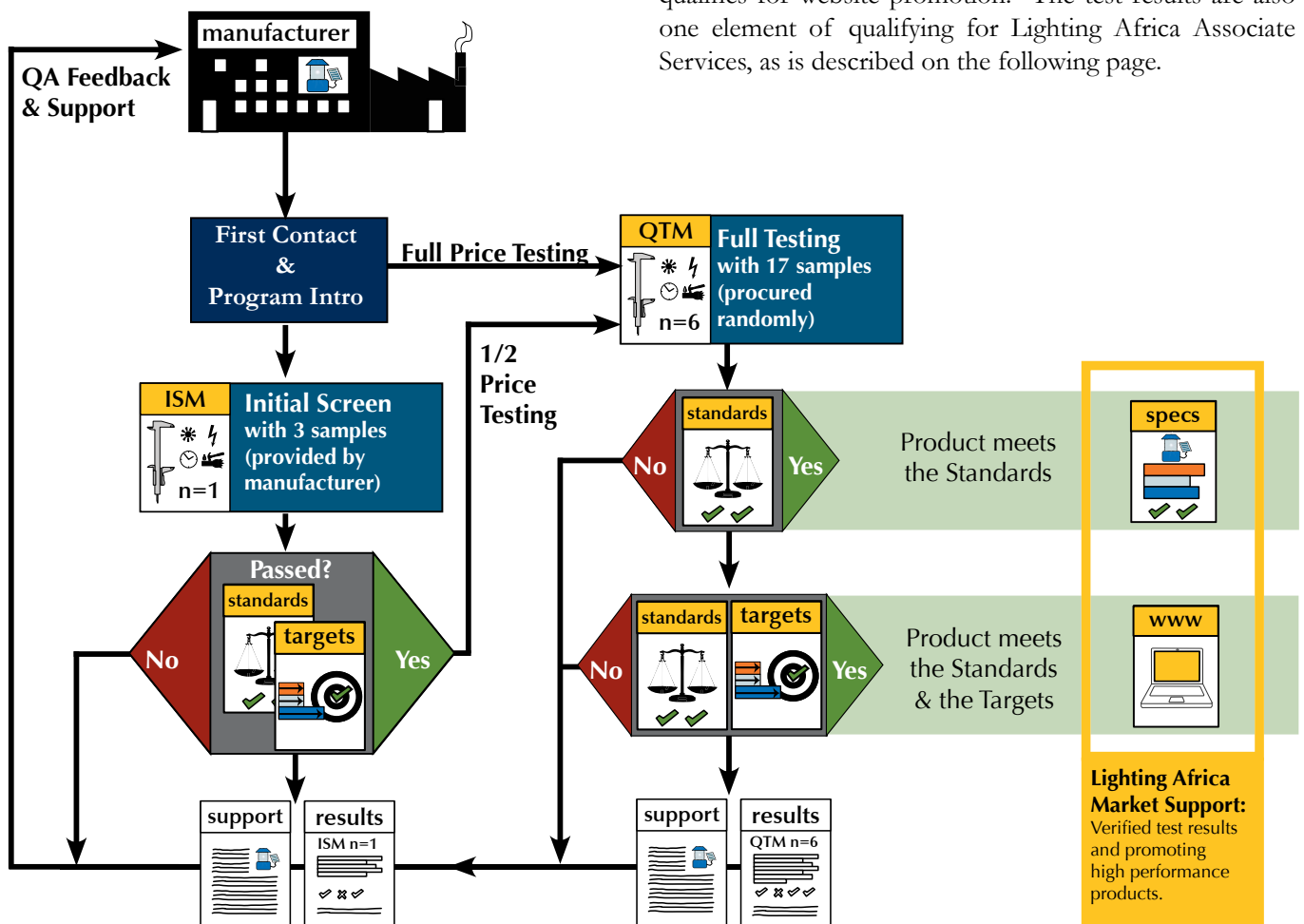
**Minimum Standards and Recommended Targets** are the benchmarks for test results. Meeting the Standards provides basic entry to the program; meeting the Targets in addition to the Standards unlocks further support.

**standards** **Minimum Quality, Truth in Advertising, and Durability Standards:**  
 Honest packaging and advertising, lumen maintenance, IP class, and durability testing

**targets** **Recommended Performance Targets:**  
*Meets Minimum Standards, plus the following:*  
 Brightness: 20 lumens or 25 lux over  $\geq 0.1m^2$   
 Run time: 4 hours after a full day of solar charging or 8 hours with a full battery, at a brightness that meets the target

The flowchart shows how new manufacturers can begin engaging with Lighting Africa. Normally, it begins with initial screening. If the initial screening results indicate a likelihood of passing the Standards and Targets, a half-price price subsidy is offered on full testing according to the LA-QTM. Manufacturers may also elect to bypass the LA-ISM testing step by paying the full price for LA-QTM testing. Full testing results are the basis for Lighting Africa Product Support Services. Meeting the Minimum Standards qualifies for using a Standardized Specifications Sheet; additionally meeting the Performance Targets qualifies for website promotion. The test results are also one element of qualifying for Lighting Africa Associate Services, as is described on the following page.

## Product Testing Flowchart



# Accessing Associate Services

**biz screen** A **business screening** combined with **product test results** qualifies manufacturers for various levels of Associate Services. The business screening includes three parts:

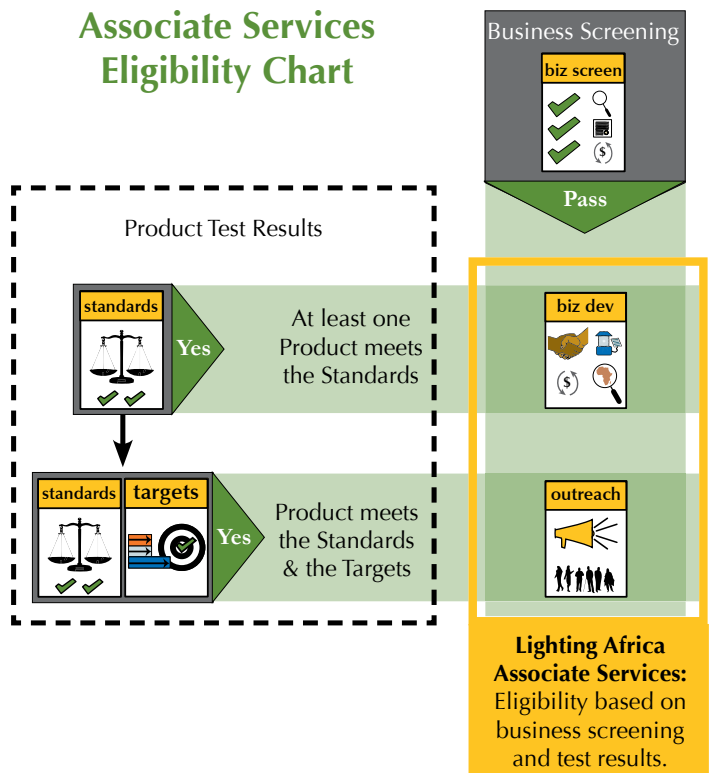
**integrity** **Integrity Due Diligence:** Screen for corruption, criminal background, and unethical practices.

**warranty** **Warranty Evaluation:** Ensure consumers are provided a fair, actionable warranty.

**biz plan** **Business Plan Review:** Assess the business model, organizational structure, capitalization, and both product and market development activities.

Manufacturers who pass the business screening, have at least one product on the market that meets the Standards, and sign an Associate agreement with Lighting Africa are eligible for most of the Associate Services, including Business-to-Business Linkages and Market Intelligence. Associates whose products also meet the Targets are invited to include those products in Lighting Africa's outreach campaigns.

## Associate Services Eligibility Chart



### Lighting Africa

Lighting Africa, a joint IFC and World Bank program, seeks to accelerate the development of commercial off-grid lighting markets in Sub-Saharan Africa as part of the World Bank Group's wider efforts to improve access to energy. Lighting Africa is helping mobilize the private sector to build sustainable markets to provide 2.5 million people with safe, affordable, and modern off-grid lighting by 2012. The longer-term goal is to eliminate market barriers for the private sector to reach 250 million people in Africa without electricity, and using fuel based lighting, by 2030. Improved lighting provides significant socio-economic, health and environmental benefits such as new income generation opportunities for small businesses. Lighting Africa is a key element of the global Solar and LED Energy Access (SLED) program, an initiative of the Clean Energy Ministerial.

For more information, visit [www.lightingafrica.org](http://www.lightingafrica.org)

Lighting Africa is implemented in partnership with: The Africa Renewable Energy and Access Grants Program (AFREA), The Asia Sustainable and Alternative Energy Program (ASTAE), The Energy Sector Management Assistance Program (ESMAP), The Global Environment, Facility (GEF), Good Energies, Italy, Luxembourg, The Netherlands, Norway, The Public-Private Infrastructure Advisory Facility (PPIAF), The Renewable Energy and Energy Efficiency Partnership (REEEP), and The United States.