

## INTERNATIONAL SOLAR ALLIANCE

### CALL FOR EXPRESSION OF INTEREST (CEI) /STAKEHOLDERS' CONSULTATION

#### What is the International Solar Alliance?

Launched jointly by India's Prime Minister and the President of the French Republic at COP21, the International Solar Initiative aims to massively reduce solar energy costs. It brings together 121 sun-rich States located between the Tropics of Cancer and Capricorn to provide a collective response to the main common obstacles in terms of technology, finance and capacity to the massive deployment of solar energy.

In the aim of scaling-up deployment, a number of countries located within the tropics started coordinating their policies and activities related to four solar energy applications in the fields of:

1. Decentralized rural applications
2. Solar mini-grids for insular and remote areas
3. Solar rooftops (programme under development)
4. Solar powered mobility (programme under development)

A number of ISA countries have also joined a cross-cutting programme on "affordable finance at scale" in order to develop the financial engineering geared towards large-scale financing of these projects, including the harmonization of regulatory and contractual frameworks, and the creation of a financial risk mitigation mechanism.

#### What are the objectives of this CEI?

This CEI is launched by ISA countries, aiming at fast-tracking project portfolio development, for on-going and potential projects developed by private sector, local governments and communities in the four aforementioned application fields. This CEI will allow to assess market potential and maturity, providing additional information on:

- Relevant market players
- Solar application market potential
- Projects at different maturity stages, as well as best practices ;
- Technology solutions and associated costs,
- Barriers, obstacles, opportunities and expectations towards the ISA for large-scale deployment.

#### Who can apply?

ISA national focal points are invited to provide information on their strategic priorities for solar energy market development and to disseminate, as appropriate, the CEI to their relevant national public and private operators, involved in the design, financing, building and operation of relevant solar applications.

#### What is the timeline?

Expression of interest will be submitted on a rolling basis in order to compile information on projects throughout their development phase. Initial results will be presented at the first ISA summit to be held on XX.

## Methodology

Each ISA national focal point will compile and provide information on market priorities, needs and potential portfolios to the ISA secretariat, according to a given format.

Information will be provided on the basis of the general form to their [national focal points](#). Additional information on specific projects and applications can be provided. Expressions of interest can be provided in both English and French.

## What are the next steps?

Information will be compiled in order to identify relevant support actions for project development, resource mobilization and capacity building.

***All the ISA national focal points are requested to provide wide publicity to the CEI by posting in their Government web sites and other possible methods. National Focal points after compiling information for the 4 programmes from their countries will forward the information to ISA interim secretariat within 3 months for further action.***

## Contact details and relevant links

ISA: <http://isolaralliance.org/>

National focal point

Coordinator National Focal Points : Dr. O. S. Sastry

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## PROGRAMME 1- SOLAR APPLICATIONS FOR AGRICULTURAL USES

This specific field targets market operators involved in:

- Solar street lighting
- Drinking water desalinization facilities
- Solar irrigation and aquaculture
- Cooling and heating storage facilities
- Value-chain processes

### Contact detail

Name :

Organisation (ministry, national agency, other) :

E-mail address:

Telephone number:

### 1. Current situation of implemented and ongoing projects :

**1.1 What are the main markets, what is the cumulated capacity currently in operation ?**

	Cumulated installations in operation		Annual Market in 2016 or 2017		
	Nb of units	MW	Nb of units	MW	Turnover in M\$
Solar streetlights					
Solar home systems (lighting, recharge, internet)					
Solar pumps					
Conservation / valorization of perishable goods					
Other applications for productive use (please describe) :					

**1.2. How satisfactory have projects been so far?**

Please specify the application under assessment and rate the project according to the stakeholders' viewpoints with either one of the mentions:

- Non-satisfactory (NS)
- Satisfactory (S)
- Very satisfactory (VS)

Application 1 :	Satisfaction of the stakeholders :		
	Government	Investors	Users
Quality			

Reliability			
Operation & maintenance			
Functional business model			
Cost of ownership			
Other criteria (please detail) :			

Application 2 :	<b>Satisfaction of the stakeholders :</b>		
	Government	Investors	Users
Quality			
Reliability			
Operation & maintenance			
Cost of ownership			
Functional business model			
Other criteria (please detail) :			

Please duplicate the above table for any application under assessment.

### 1.3 What have been the main bottlenecks, barriers or obstacles ?

	Barriers		
	insignificant	significant	Highly significant
Access to funding			
Existing regulation			
Lack ; of information (technical, management, procedures)			
Lack of know-how (decision-makers, local authorities, installers, users)			
Competition with other solutions or technologies			
Other (please precise)			

If the answers are different for some applications, please duplicate this table.

Additional details if needed :

### 1.4 Which accompanying measures or practices were key to achieve current results ?

	Existing : yes / no	If yes, importance of the measure	
		important	very important
Public policies, regarding long-term objectives, planning tool and development schemes, fiscal incentives, low interest rates, joint purchasing or tenders,			
Innovative business models (leasing, pay as you go, etc)			

Quality management (testing, certification) and technical standards (for products, grids, buildings)			
Information and training campaigns			
Other (please detail)			

If the answers are different for some applications, please duplicate the above table.

### 1.5 Which success stories or existing projects have been worth being disseminated at a larger scale ?

You may describe below one or two projects where further replication is awaited.

	<b>Project 1 (example to delete)</b>	<b>Project 2</b>
<b>Topic</b>	Solar pump for irrigation	
<b>Number of units</b>	100 surface pumps, x hectares irrigated	
<b>PV power (kW or MW)</b>	300 kW	
<b>Contracting / supervising authority</b>	Ministry of Agriculture + local associations	
<b>Suppliers &amp; installers</b>	Local or foreign companies	
<b>Local content share</b>		
<b>Commissioning Date</b>	2015	
<b>Feedback</b>	Satisfactory / Unsatisfactory	
<b>Operation &amp; Maintenance</b>	Satisfactory / Unsatisfactory	
<b>Business model (financing entities to be detailed)</b>	Satisfactory / Unsatisfactory	
<b>Social and economic impacts</b>	Satisfactory / Unsatisfactory	
<b>Expected level of replication</b>		
<b>Contact details</b>	Name, e-mail, tel	
<b>Additional information (Impact assessment studies)</b>	<a href="http://www.xxxxxx.ff">www.xxxxxx.ff</a> ou infosprojet.pdf	

## 2. Perspectives:

### 2.1 Main priorities

What are the most needed applications and potential number of annual installations in 2018 and by 2020?

	Priority level, from 0 (low) to 3 (high)	Annual market in 2018 (please select the relevant units)			Potential by 2020
		Nb of units	MW	Turnover in M USD	Unit

<b>Solar streetlights</b>					
<b>Solar Home Systems</b> (lighting, power supply, internet)					
<b>Solar pumps</b> (describe the main usage)					
Water supply Irrigation Fish farming Purification, desalination					
<b>Conservation / valorization of perishable goods</b> (please precise the use)					
Refrigeration, freezer, walk-in chambers Pasteurization, sterilisation Dryers, cookers Grinders					
<b>Other applications</b> (please detail) :					

## 2.2 Identified projects, to be implemented in the short term

Which existing projects should be replicated at a larger scale or which new projects should be implemented ?

	<b>Project 1 (example to be deleted)</b>	<b>Project 2</b>	<b>Project 3</b>
<b>Topic</b>	Solar pump for irrigation, , streetlighting, etc.		
<b>Number of units</b>			
<b>PV power in kWp or MWp</b>			
<b>Contracting / supervising authority</b>			
<b>Suppliers and installers</b>			
<b>Potential implementation starting date</b>			
<b>Existing feedback on this topic</b>			
<b>Planned operation &amp; maintenance</b>			
<b>Expected business model (financing entities to be detailed)</b>			
<b>Expected social and economic impacts (nb of inhabitants involved, objectives, local content, etc.)</b>			

<b>Project cost</b>			
<b>Contact person</b>	Name, e-mail, tel		
<b>Additional information (need surveys, sizing and design studies)</b>	<a href="http://www.xxxxx.ff">www.xxxxx.ff</a> or infosproject.pdf		

### 2.3. Planned accompanying actions for the roll-out for solar applications

Which types of accompanying actions should be set up or reinforced ?

	Low priority	Average	High priority
<b>Public policy</b>			
Setting up mid-term and long-term objectives (regional planning, targets, etc.)			
Specific incentives for solar systems roll-out : subsidies / low interest rates / tariffs			
Setting up a joint buying policy, or joint large-scale tenders, etc.			
Update current regulations			
<b>Local capacity building or strengthening</b>			
Quality assurance management (reliability & performance) : tests, standards, specifications or certifications ?			
Local laboratories or test benches, to test, qualify products, and to develop local know-how			
Supporting the setting up of local companies (installation, services)			
Training : decision-makers, consultants, suppliers, installers, field technicians, trainers, etc.			
User information campaign			
Other actions, to be detailed :			

*If the answers are different for some applications, please duplicate this table.*

### 2.4. What are your main expectations from the International Solar Alliance regarding exchange of expertise and know-how and finance access ?

### 2.5 To get more detailed information, are there additional persons to be contacted ?

Name :

Organisation (ministry, national agency, other) :

E-mail address:

Phone number :

## PROGRAMME 2- SOLAR MINI-GRIDS IN SMALL ISLANDS AND OFF-GRID AREAS

Island or off grid areas are important for the development of renewable energy in general and solar energy in particular. They have abundant potential and can take advantage of such solutions to reduce energy dependence and electricity costs. Some of these territories have ambitious programmes and objectives, but their small size can be an obstacle to the development of local skills. Reaching these objectives depends on meeting several challenges, such as the ability to attract cheap capital, the installation of generating capacity in rural and urban areas and integration into electricity grids, with issues related to the effect of variable power generation on the stability of small-scale electricity systems.

The purpose of this call for expression of interest is to identify market operators with the capacity to construct and operate electricity generating systems from solar radiation that can be integrated into island or unconnected electricity grids.

### Contact details

Name :  
 Organisation (ministry, national agency, other) :  
 E-mail address:  
 Telephone number:

### 1. Current situation of implemented and ongoing projects :

#### **1.1 What are the main markets, what is the cumulated capacity currently in operation ?**

	Cumulated installations in operation		Annual Market in 2016 or 2017		
	Nb of units	MW	Nb of units	MW	Turnover in M\$
<b>Minigrids for village power supply</b>					
PV diesel					
PV + battery					
PV diesel + battery					

#### **1.2 How satisfactory have projects been so far ?**

Please specify the application under assessment and rate the project according to the stakeholders' viewpoints with either one of the mentions:

- Non-satisfactory (NS)
- Satisfactory (S)
- Very satisfactory (VS)



Solar Mini-Grids	Satisfaction of the stakeholders :		
	Government	Investors	Users
Quality			
Reliability			
Operation & maintenance			
Cost of ownership			
Other criteria (please detail) :			

### 1.3 What have been the main bottlenecks, barriers or obstacles ?

	Barriers		
	insignificant	significant	Highly significant
Access to funding			
Existing regulation			
Lack ; of information (technical, management, procedures)			
Lack of know-how (decision-makers, local authorities, installers, users)			
Competition with other solutions or technologies			
Other (please precise)			

Additional details if needed :

### 1.4 Which accompanying measures or practices were key to achieve current results ?

	Existing : yes / no	If yes, importance of the measure	
		important	very important
Public policies, regarding long-term objectives, planning tool and development schemes, fiscal incentives, low interest rates, joint purchasing or tenders,			
Innovative business models (leasing, pay as you go, etc)			
Quality management (testing, certification) and technical standards (for products, grids, buildings)			
Information and training campaigns			
Other (please detail)			

### 1.5 Which success stories or existing projects have been worth being disseminated at a larger scale ?

You may describe below one or two projects where further replication is awaited.

	<b>Project 1 (example to delete)</b>	<b>Project 2</b>
<b>Topic</b>	Mini-Grids for village power supply	
<b>Number of units</b>	3 mini-grids in 3 villages of 100 houses each	
<b>PV power (kW or MW)</b>	300 kW	
<b>Diesel genset (kW, HP)</b>		
<b>Contracting / supervising authority</b>	Agency of Rural Electrification + local associations	
<b>Suppliers &amp; installers</b>	Local or foreign companies	
<b>Local content share</b>		
<b>Commissioning Date</b>	2015	
<b>Feedback</b>	Satisfactory / Unsatisfactory	
<b>Operation &amp; Maintenance</b>	Satisfactory / Unsatisfactory	
<b>Business model (financing entities to be detailed)</b>	Satisfactory / Unsatisfactory	
<b>Social and economic impacts</b>	Satisfactory / Unsatisfactory	
<b>Expected level of replication</b>		
<b>Contact details</b>	Name, e-mail, tel	
<b>Additional information (Impact assessment studies)</b>	<a href="http://www.xxxxx.fj">www.xxxxx.fj</a> ou infosprojet.pdf	

## 2. Perspectives:

### **2.1 Main priorities**

What are the most needed applications and potential number of annual installations in 2018 and by 2020 ?

	Priority level, from 0 (low) to 3 (high)	Annual market in 2018 (please select the relevant units)			Potential by 2020
		Nb of units	MW	Turnover in M USD	Unit
<b>Mini-grids for village power supply</b> (please detail below)					
PV diesel					
PV diesel + battery					
PV + battery					

## 2.2 Identified projects, to be implemented in the short term

Which existing projects should be replicated at a larger scale or which new projects should be implemented ?

	Project 1 (example to be deleted)	Project 2	Project 3
<b>Topic</b>	, mini-grids		
<b>Number of units</b>			
<b>PV power in kWp or MWp</b>			
<b>Contracting / supervising authority</b>			
<b>Suppliers and installers</b>			
<b>Potential implementation starting date</b>			
<b>Existing feedback on this topic</b>			
<b>Planned operation &amp; maintenance</b>			
<b>Expected business model (financing entities to be detailed)</b>			
<b>Expected social and economic impacts (nb of inhabitants involved, objectives, local content, etc.)</b>			
<b>Project cost</b>			
<b>Contact person</b>	Name, e-mail, tel		
<b>Additional information (need surveys, sizing and design studies)</b>	<a href="http://www.xxxxx.ff">www.xxxxx.ff</a> or infosproject.pdf		

## 2.3. Planned accompanying actions for the roll-out for solar mini-grids

Which types of accompanying actions should be set up or reinforced ?

	Low priority	Average	High priority
<b>Public policy</b>			
Setting up mid-term and long-term objectives (regional planning, targets, etc.)			
Specific incentives for solar systems roll-out : subsidies / low interest rates / tariffs			
Setting up a joint buying policy, or joint large-scale tenders, etc.			
Update current regulations			
<b>Local capacity building or strengthening</b>			

Quality assurance management (reliability & performance) : tests, standards, specifications or certifications ?			
Local laboratories or test benches, to test, qualify products, and to develop local know-how			
Supporting the setting up of local companies (installation, services)			
Training : decision-makers, consultants, suppliers, installers, field technicians, trainers, etc.			
User information campaign			
Other actions, to be detailed :			

**2.4. What are your main expectations from the International Solar Alliance regarding exchange of expertise and know-how and finance access ?**

**2.5 To get more detailed information, are there additional persons to be contacted ?**

Name :

Organisation (ministry, national agency, other) :

E-mail address:

Phone number :

## PROGRAMME 3- SCALING SOLAR ROOFTOPS

The ISA programme on "Scaling Solar Rooftops " was proposed at the Steering Committee in September 2017.

It aims to promote the development of solar PV roof installations, for electricity production, and establish mechanisms to remove barriers to its deployment. Solar rooftop energy involves both the generation of electricity through PV, and the production of domestic hot water by water heaters.

Regarding electricity, the use of roof surfaces for the installation of photovoltaic modules has greatly increased with the connection of solar to the grid. The possibility for auto-consumption or feed-in the grid entirely through existing connection infrastructures (most often of low voltage) have allowed a large diffusion in many countries. By being able to generate small amounts of energy at multiple connection points, it can produce decentralized energy, reduce grid rehabilitation costs and pool power generation variations across a large number of installations.

### Contact details

Name :  
Organisation (ministry, national agency, other) :  
E-mail address:

### 1. Current situation of implemented and ongoing projects:

#### **1.1 What are the main markets, what is the cumulated capacity currently in operation ?**

	Cumulated installations in operation		Annual Market in 2016 or 2017		
	Nb of units	MW	Nb of units	MW	Turnover in M\$
<b>PV rooftops</b>					
Residential PV <10kWp					
Residential <10kWp + storage					
Commercial or industrial rooftops >10kWp					

#### **1.2 How satisfactory have projects been so far ?**

Please specify the application under assessment and rate the project according to the stakeholders' viewpoints with either one of the mentions:

- Non-satisfactory (NS)
- Satisfactory (S)
- Very satisfactory (VS)

Category 1 :	Satisfaction of the stakeholders :		
	Government	Investors	Users
Quality			
Reliability			
Operation & maintenance			
Cost of ownership			
Other criteria (please detail) :			

Category 2 :	Satisfaction of the stakeholders :		
	Government	Investors	Users
Quality			
Reliability			
Operation & maintenance			
Cost of ownership			
Functional business model			
Other criteria (please detail) :			

*Please duplicate the above table for any category of solar rooftops under assessment.*

### **1.3 What have been the main bottlenecks, barriers or obstacles ?**

	Barriers		
	insignificant	significant	Highly significant
Access to funding			
Existing regulation			
Lack ; of information (technical, management, procedures)			
Lack of know-how (decision-makers, local authorities, installers, users)			
Competition with other solutions or technologies			
Other (please precise)			

*If the answers differ among categories of solar rooftops, please duplicate this table.*

Additional details if needed :

**1.4 Which accompanying measures or practices were key to achieve current results ?**

	Existing : yes / no	If yes, importance of the measure	
		important	very important
Public policies, regarding long-term objectives, planning tool and development schemes, fiscal incentives, low interest rates, joint purchasing or tenders,			
Innovative business models (leasing, pay as you go, etc)			
Quality management (testing, certification) and technical standards (for products, grids, buildings)			
Information and training campaigns			
Other (please detail)			

*If the answers differ among categories of solar rooftops, please duplicate this table.*

**1.5 Which success stories or existing projects have been worth being disseminated at a larger scale ?**

You may describe below one or two projects where further replication is awaited.

	<b>Project 1 (example to delete)</b>	<b>Project 2</b>
<b>Topic</b>	Solar PV on schools of a given city	
<b>Number of rooftop systems</b>	30 rooftops	
<b>Total PV power (kW or MW)</b>	300 kW	
<b>Contracting / supervising authority</b>	City council + local associations	
<b>Suppliers &amp; installers</b>	Local or foreign companies	
<b>Local content share</b>		
<b>Commissioning Date</b>	2015	
<b>Feedback</b>	Satisfactory / Unsatisfactory	
<b>Operation &amp; Maintenance</b>	Satisfactory / Unsatisfactory	
<b>Business model (financing entities to be detailed)</b>	Satisfactory / Unsatisfactory	
<b>Social and economic impacts</b>	Satisfactory / Unsatisfactory	
<b>Expected level of replication</b>		
<b>Contact details</b>	Name, e-mail, tel	

<b>Additional information (Impact assessment studies)</b>	<a href="http://www.xxxxxx.fr">www.xxxxxx.fr</a> ou infosprojet.pdf	
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## 2. Perspectives:

### 2.1 Main priorities

What are the most needed applications and potential number of annual installations in 2018 and by 2020 ?

	Priority level, from 0 (low) to 3 (high)	Annual market in 2018 (please select the relevant units)			Potential by 2020
		Nb of units	MW	Turnover in M USD	Unit
<b>PV rooftops</b> (please detail below)					
Residential PV <10kWp Residential <10kWp + storage Commercial or industrial rooftops >10kWp					

### 2.2 Identified projects, to be implemented in the short term

Which existing projects should be replicated at a larger scale or which new projects should be implemented ?

	<b>Project 1 (example to be deleted)</b>	<b>Project 2</b>	<b>Project 3</b>
<b>Topic</b>	Solar Rooftops		
<b>Number of units</b>			
<b>PV power in kWp or MWp</b>			
<b>Contracting / supervising authority</b>			
<b>Suppliers and installers</b>			
<b>Potential implementation starting date</b>			
<b>Existing feedback on this topic</b>			
<b>Planned operation &amp; maintenance</b>			
<b>Expected business model (financing entities to be detailed)</b>			
<b>Expected social and economic impacts (nb of inhabitants involved,</b>			



<b>objectives, local content, etc.)</b>			
<b>Project cost</b>			
<b>Contact person</b>	Name, e-mail, tel		
<b>Additional information (need surveys, sizing and design studies)</b>	<a href="http://www.xxxxx.ff">www.xxxxx.ff</a> or infosproject.pdf		

### 2.3. Planned accompanying actions for the roll-out for solar rooftops

Which types of accompanying actions should be set up or reinforced ?

	Low priority	Average	High priority
<b>Public policy</b>			
Setting up mid-term and long-term objectives (regional planning, targets, etc.)			
Specific incentives for solar systems roll-out : subsidies / low interest rates / tariffs			
Setting up a joint buying policy, or joint large-scale tenders, etc.			
Update current regulations			
<b>Local capacity building or strengthening</b>			
Quality assurance management (reliability & performance) : tests, standards, specifications or certifications ?			
Local laboratories or test benches, to test, qualify products, and to develop local know-how			
Supporting the setting up of local companies (installation, services)			
Training : decision-makers, consultants, suppliers, installers, field technicians, trainers, etc.			
User information campaign			
Other actions, to be detailed :			

*If the answers differ among categories of solar rooftops, please duplicate this table.*

### 2.4. What are your main expectations from the International Solar Alliance regarding exchange of expertise and know-how and finance access ?

#### 2.5 To get more detailed information, are there additional persons to be contacted ?

Name :

Organisation (ministry, national agency, other) :

E-mail address:

Phone number :

## PROGRAMME 4 - SOLAR POWERED E-MOBILITY

This call for expressions of interest is part of the 5th programme on electric mobility using solar energy that was recently proposed at the last International Steering Committee of the ISA on September 25<sup>th</sup> in New Delhi.

Powering a fleet of electric vehicles using solar energy would enable ISA countries to develop their transport sector with low environmental impact. The development of electro-mobility is however facing numerous challenges: roll-out and maintenance of charging infrastructure, fitting production or storage systems to vehicles, etc.

This call for expressions of interest will help identify market operators which can build, maintain and run infrastructure thus helping to develop such vehicles (charging stations, for example).

This infrastructure could be targeted in a first stage at 2/3-wheel vehicles, using solar energy, minimizing their impact on the network if they are connected to a network and providing recharging possibilities for 2/3-wheel vehicles within a reasonable time-frame. Other types of mobility and transport uses can also be explored.

Maintenance of infrastructure and the associated economic model should be studied.

At the same time, electric vehicles which correspond to user demands and are optimized for this type of charging should be developed. This call for expressions of interest is also an opportunity to identify the needs of the Alliance's various member states and the corresponding infrastructure.

### Contact details

Name :  
Organisation (ministry, national agency, other) :  
E-mail address:  
Telephone number:

### 1. Current situation of implemented and ongoing projects :

#### **1.1 What are the main markets, what is the cumulated capacity currently in operation ?**

	Cumulated installations in operation		Annual Market in 2016 or 2017		
	Nb of units	MW	Nb of units	MW	Turnover in M\$
<b>Solar e-mobility</b>					
Electric vehicles 2-3 wheels					
Electric vehicles 4 wheels					
Other type of solar powered vehicles (boat, plane, etc.)					

Grid-connected charging stations					
Stand-alone charging stations					

### 1.2 How satisfactory have projects been so far ?

Please specify the application under assessment and rate the project according to the stakeholders' viewpoints with either one of the mentions:

- Non-satisfactory (NS)
- Satisfactory (S)
- Very satisfactory (VS)

Application 1 :	<b>Satisfaction of the stakeholders :</b>		
	Government	Investors	Users
Quality			
Reliability			
Operation & maintenance			
Cost of ownership			
Other criteria (please detail) :			

Application 2 :	<b>Satisfaction of the stakeholders :</b>		
	Government	Investors	Users
Quality			
Reliability			
Operation & maintenance			
Cost of ownership			
Functional business model			
Other criteria (please detail) :			

*Please duplicate the above table for any application under assessment.*

### 1.3 What have been the main bottlenecks, barriers or obstacles ?

	<b>Barriers</b>		
	insignificant	significant	Highly significant
Access to funding			
Existing regulation			

Lack ; of information (technical, management, procedures)			
Lack of know-how (decision-makers, local authorities, installers, users)			
Competition with other solutions or technologies			
Other (please precise)			

If the answers are different for some applications, please duplicate this table.

Additional details if needed :

#### 1.4 Which accompanying measures or practices were key to achieve current results ?

	Existing : yes / no	If yes, importance of the measure	
		important	very important
Public policies, regarding long-term objectives, planning tool and development schemes, fiscal incentives, low interest rates, joint purchasing or tenders,			
Innovative business models (leasing, pay as you go, etc)			
Quality management (testing, certification) and technical standards (for products, grids, buildings)			
Information and training campaigns			
Other (please detail)			

#### 1.5 Which success stories or existing projects have been worth being disseminated at a larger scale ?

You may describe below one or two projects where further replication is awaited.

	<b>Project 1 (example to delete)</b>	<b>Project 2</b>
<b>Topic</b>	5 solar powered charging stations in 5 parking lots	
<b>Number of units</b>	5 stations	
<b>PV power (kW or MW)</b>	30 kW each with 6 plugs	
<b>Contracting / supervising authority</b>	Ministry of Transportation + local associations	
<b>Suppliers &amp; installers</b>	Local or foreign companies	
<b>Local content share</b>		
<b>Commissioning Date</b>	2015	
<b>Feedback</b>	Satisfactory / Unsatisfactory	
<b>Operation &amp; Maintenance</b>	Satisfactory / Unsatisfactory	

<b>Business model (financing entities to be detailed)</b>	Satisfactory / Unsatisfactory	
<b>Social and economic impacts</b>	Satisfactory / Unsatisfactory	
<b>Expected level of replication</b>		
<b>Contact details</b>	Name, e-mail, tel	
<b>Additional information (Impact assessment studies)</b>	<a href="http://www.xxxxxx.fr">www.xxxxxx.fr</a> ou infosprojet.pdf	

## 2. Perspectives:

### **2.1 Main priorities**

What are the most needed applications and potential number of annual installations in 2018 and by 2020 ?

	Priority level, from 0 (low) to 3 (high)	Annual market in 2018 (please select the relevant units)			Potential by 2020
		Nb of units	MW	Turnover in M USD	Unit
<b>Solar e-mobility</b> (please detail below)					
Electric vehicles 2-3 wheels					
Electric vehicles 4 wheels					
Other type of solar powered vehicles (boat, plane, etc.)					
Grid-connected charging stations					
Stand-alone charging stations					

### **2.2 Identified projects, to be implemented in the short term**

Which existing projects should be replicated at a larger scale or which new projects should be implemented ?

	<b>Project 1 (example to be deleted)</b>	<b>Project 2</b>	<b>Project 3</b>
<b>Topic</b>	Solar pump for irrigation, minigrids, streetlighting, etc.		
<b>Number of units</b>			
<b>PV power in kWp or MWp</b>			

<b>Contracting / supervising authority</b>			
<b>Suppliers and installers</b>			
<b>Potential implementation starting date</b>			
<b>Existing feedback on this topic</b>			
<b>Planned operation &amp; maintenance</b>			
<b>Expected business model (financing entities to be detailed)</b>			
<b>Expected social and economic impacts (nb of inhabitants involved, objectives, local content, etc.)</b>			
<b>Project cost</b>			
<b>Contact person</b>	Name, e-mail, tel		
<b>Additional information (need surveys, sizing and design studies)</b>	<a href="http://www.xxxxx.ff">www.xxxxx.ff</a> or infosproject.pdf		

### 2.3. Planned accompanying actions for the roll-out for e-mobility solar applications

Which types of accompanying actions should be set up or reinforced?

	Low priority	Average	High priority
<b>Public policy</b>			
Setting up mid-term and long-term objectives (regional planning, targets, etc.)			
Specific incentives for solar systems roll-out : subsidies / low interest rates / tariffs			
Setting up a joint buying policy, or joint large-scale tenders, etc.			
Update current regulations			
<b>Local capacity building or strengthening</b>			
Quality assurance management (reliability & performance) : tests, standards, specifications or certifications ?			
Local laboratories or test benches, to test, qualify products, and to develop local know-how			
Supporting the setting up of local companies (installation, services)			
Training : decision-makers, consultants, suppliers, installers, field technicians, trainers, etc.			
User information campaign			
Other actions, to be detailed :			

*If the answers are different for some applications, please duplicate this table.*

**2.4. What are your main expectations from the International Solar Alliance regarding exchange of expertise and know-how and finance access ?**

**2.5 To get more detailed information, are there additional persons to be contacted ?**

Name :

Organisation (ministry, national agency, other) :

E-mail address:

Phone number :