

LIGHTING GLOBAL QUALITY ASSURANCE

SEEKING FEEDBACK ON OUR FEE STRUCTURE



Our current pricing schedule

Category	Service	Fee (USD)
Quality Verification Services*	Market Entry Testing (QTM)	\$1000
	Renewal Testing and Retesting	\$500
	Accelerated Verification Method (AVM)	Up to \$6000
	Pay-as-you-go (PAYG) coordination	\$600
	Penalty for failure to correct conditional pass	\$2000
Other Services	Additional product sampling (per event), could vary by location	\$500
	Initial Screening Method (ISM) report review and evaluation	\$500
Administrative Fees	Invoicing	\$50

Quality verification services include all of the following:

- Design a test plan
- Review packaging and user manuals prior to testing
- Coordinate selection of product samples for testing
- Oversee testing and provide technical support to laboratories as needed
- Review draft test reports
- Prepare a cover letter that interprets the test report, benchmarks the product, and provides tailored feedback on the product's performance
- Create a VL and Spec Sheet/Book and list the product on the Lighting Global website

Benefits of our quality verification services

- Get access to Lighting Global [Associate Services](#)
- Signal to investors that your company is committed to quality
- Gain entry for your products to markets in Ethiopia, Kenya, Rwanda, and Tanzania
- Bring your products to the attention of professional buyers
- Qualify your products for bulk procurements, RBF schemes, working capital facilities, and other programs funded by governments and development partners
- Get your products listed on the Lighting Global [products page](#)
- Have confidence that your products are tested correctly and test reports are accurate
- Learn how your products compare to your competitors' products
- Get help bringing your products into compliance with the quality standards

Why change our fee structure?

- Put the program on a more sustainable trajectory
- Adjust to increasing costs of doing business
- Increase fairness across companies
- Build the technical capacity of others

We want your feedback on three concepts:

- A. Base fee + adders
- B. Eligibility criteria for discounted pricing
- C. Contracting directly for product sampling

A. Base fee + adders

Current Fee Schedule

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A. Base fee + adders

Market Entry Testing (QTM)

Category	Service	Fee (USD)
Base Fee	Standard Base Fee	x^i
	Discounted Base Fee	x^{ii}
Adders	Plug-and-play solar home system kit	y^i
	Non-plug-and-play product	y^{ii}
	Per included appliance with a battery (includes lights)	y^{iii}
	Per included appliance without a battery (includes lights)	y^{iv}
	Per component tested (product families only)	y^v

B. Eligibility criteria for discounted pricing

Market Entry Testing (QTM)

Category	Service	Fee (USD)
Base Fee	Standard Base Fee	x^i
	Discounted Base Fee	x^{ii}
Adders	Plug-and-play solar home system kit	y^i
	Non-plug-and-play product	y^{ii}
	Per included appliance with a battery (includes lights)	y^{iii}
	Per included appliance without a battery (includes lights)	y^{iv}
	Per component tested (product families only)	y^v

B. Eligibility criteria for discounted pricing

- **New customer**
for the first product (or product family) seeking quality verification
- **New customer**
for the first 2 or 3 products (or product families) seeking quality verification
- **Low sales volume**
based on total number of quality-verified products sold during prior year
- **Low sales revenue**
based on value of sales of quality-verified products during the prior year
- **Some combination of the above**

C. Contracting directly for product sampling

- Give companies the option to hire an approved sampling agent to conduct random sampling
- Companies would still be able to hire CLASP to handle sampling if they prefer

Example 1

- Simple solar lantern
- Eligible for discounted pricing
- CLASP coordinates product sampling

Quality Verification Services		Fee
Base Fee	Standard Base Fee	
	Discounted Base Fee	\$___
Adders	Plug-and-play solar home system kit	
	Non-plug-and-play product	
	Per included appliance with a battery (includes lights)	
	Per included appliance without a battery (includes lights)	
	Per component tested (product families only)	
Related Services	Sampling coordination	\$500

Example 2

- Pico-solar lighting kit with 4 light points
- Not eligible for discounted pricing
- Company hires third party to sample the product

Quality Verification Services		Fee
Base Fee	Standard Base Fee	\$___
	Discounted Base Fee	
Adders	Plug-and-play solar home system kit	
	Non-plug-and-play product	
	Per included appliance with a battery (includes lights)	
	Per included appliance without a battery (includes lights)	\$___
	Per component tested (product families only)	
Related Services	Sampling coordination	
<i>Paid to 3rd party</i>	<i>Sampling</i>	<i>\$___</i>

Example 3

- SHS kit with 4 light points, torch, radio, and TV included
- Not eligible for discounted pricing
- CLASP coordinates product sampling

Quality Verification Services		Fee
Base Fee	Standard Base Fee	\$___
	Discounted Base Fee	
Adders	Plug-and-play solar home system kit	\$___
	Non-plug-and-play product	
	Per included appliance with a battery (includes lights)	\$___
	Per included appliance without a battery (includes lights)	\$___
	Per component tested (product families only)	
Related Services	Sampling coordination	\$500
<i>Paid to 3rd party</i>	<i>Sampling</i>	

Q&A ● DISCUSSION

Please complete this short survey by March 15
https://www.surveymonkey.com/r/LG_pricing

