

# Lighting Global Quality Assurance

## New Fee Structure Examples

SEPTEMBER 4, 2019



# Examples

1. Market Entry Testing (QTM) for a solar lantern
2. Renewal Testing for a solar lantern
3. QTM for similar products
4. QTM for a Solar Home System (SHS) kit
5. QTM for a SHS kit and added components
6. QTM for a family of products
7. Partial QTM retest

# Example 1 – Pico Solar Product



- **QTM** for a simple solar lantern
- Small price increase

**TOTAL [current pricing]            \$1050**

<b>PRO FORMA INVOICE</b>	
Base fee for market entry testing	\$300
Per pico product	\$250
Sampling (per event)	\$500
Invoicing fee	\$50
<b>TOTAL [new pricing]</b>	<b>\$1100</b>

## Example 2 - Pico Solar Product



- **Renewal testing** for a solar lantern that has not changed since QTM testing
- Current pricing covers only the cost of sampling, not the QA team's time

**TOTAL [current pricing]                      \$550**

<b>PRO FORMA INVOICE</b>	
Base fee for renewal and retesting	\$100
Per pico product	\$250
Sampling (per event)	\$500
Invoicing fee	\$50
<b>TOTAL [new pricing]</b>	<b>\$900</b>

# Example 3 – Similar Products



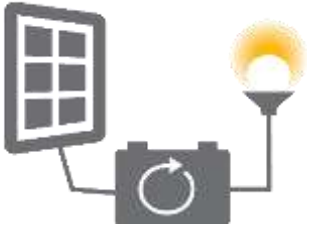
- **QTM** for two related pico products
- One product is fully tested; the other is subject to targeted testing and refers to results from the first
- All components ready to be sampled from one location at the same time
- \$750 savings by putting these two products together on one testing agreement



**TOTAL [current pricing]                    \$1050**

<b>PRO FORMA INVOICE</b>	
Base fee for market entry testing	\$300
Per pico product	\$250 *2
Sampling (per event)	\$500
Invoice fee	\$50
<b>TOTAL [new pricing]</b>	<b>\$1350</b>

# Example 4 – Solar Home System Kit



- **QTM** for a simple SHS kit, which includes a battery, solar module, and light source
- All components ready to be sampled from one location at the same time
- Small price increase

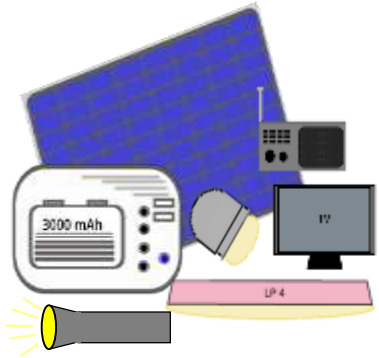
**TOTAL [current pricing]      \$1050**

## PRO FORMA INVOICE

Base fee for market entry testing	\$300
Per SHS kit	\$350
Sampling (per event)	\$500
Invoice fee	\$50
<b>TOTAL [new pricing]</b>	<b>\$1200</b>

# Example 5 - Solar Home System Kit with added components

- **QTM** for a SHS kit that includes PV module, main unit, lamp, torch, tubelight, radio, and TV
- All components ready to be sampled from one location at the same time
- Higher price reflects the need to develop a test plan for a product with seven components

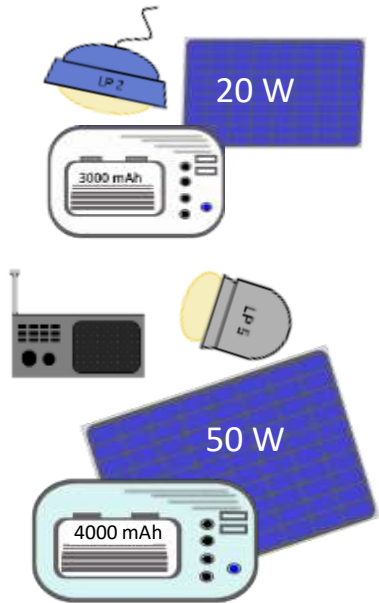


**TOTAL [current pricing]                      \$1050**

<b>PRO FORMA INVOICE</b>	
Base fee for market entry testing	\$300
Per SHS kit <i>(PV module, main unit, and lamp)</i>	\$350
Per unique additional component <u>without</u> a battery <i>(tubelight and TV)</i>	\$60*2
Per unique additional component <u>with</u> a battery <i>(torch and radio)</i>	\$100*2
Sampling (per event)	\$500
Invoicing fee	\$50
<b>TOTAL [new pricing]</b>	<b>\$1520</b>

# Example 6 - Family of Products

- QTM for a family of products
- One full SHS kit is tested (PV module, battery, lamp, radio)
- Another PV module, lamp, and control unit are also tested for inclusion in the family
- All components are sampled from one location at the same time
- Yields two listings on the website: one for the fully tested SHS kit and one for the family



**TOTAL [current pricing]      \$1050**

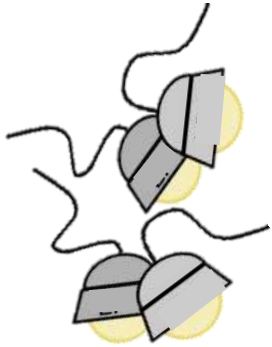
## PRO FORMA INVOICE

Base fee for market entry testing	\$300
Per SHS kit <i>(PV module, main unit, lamp)</i>	\$350
Per unique additional component <u>without</u> a battery <i>(2<sup>nd</sup> PV module, 2<sup>nd</sup> lamp)</i>	\$60*2
Per unique additional component <u>with</u> a battery <i>(radio, 2<sup>nd</sup> main unit)</i>	\$100*2
Per new or revised product family	\$200
Sampling (per event)	\$500
Invoicing fee	\$50
<b>TOTAL [new pricing]</b>	<b>\$1720</b>



# Example 7 - Partial Retesting

- **Partial QTM** on a lamp being added to an existing product
- As in Example 2, current pricing covers only the cost of sampling, not the QA team's time



**TOTAL [current pricing]                      \$550**

<b>PRO FORMA INVOICE</b>	
Base fee for renewal and retesting	\$100
Per unique additional component <i>without</i> a battery ( <i>one identical light point</i> )	\$60
Sampling (per event)	\$500
Invoicing fee	\$50
<b>TOTAL [new pricing]</b>	<b>\$710</b>