

Eligibility/ Kritè elijibilite

1.

Q: Would the cash flow and profitability requirement be a major disadvantage for local companies vs. foreign companies?

A: Local versus foreign could relate to ownership or registration. With regard to registration, we will view local versus foreign companies differently as addressed in the next question. With regard to ownership, we do not view local versus foreign ownership as being a likely key driver of potential profitability. If two companies are registered to operate in Haiti with operations in country, the one with foreign ownership may ultimately have a greater ability to access capital, but this should not affect the ability of both companies to project similar profitability assuming they are able to access the capital they require to execute their growth plans.

That said, we recognize that there may be a limited number of cash flow positive and profitable businesses operating in Haiti in this space due to the current political unrest, however applicants should be able to demonstrate in their applications their path to sustained enterprise growth, and sustainability and profitability, in the near- or medium-term future, notwithstanding external shocks such as political turmoil.

K: Èske flux de trésozier ak kondisyon pwofi yon konpayi ap yon gwo dezavantaj pou konpayi lokal yo konpare ak konpayi etranje yo?

Lè nou pale de konpayi lokal ak etranje, sa pral depann de anrejistremant aka ki tit pwopriete konpayi an genyen. Konsènan anrejistremant, nou konsidere konpayi lokal ak konpayi etranje diferaman nan kesyon nimewo 2 a ki anba kesyon sa. Le nou pale de pwopriyete etranje oswa lokal, se pa sa ki ap deside si nou panse key on konpayi gen potansyèl nan pwofi li pral fè a. Si de konpayi anrejistre pou yo opere an Ayiti, konpayi ki genyen pwopriyete etranje a ka gen plis kapasite pou li jwenn aksè a kapital, men se pa sa ki pral afekte kapasite ke yon konpayi genyen pou li aksede kapital ki pral pèmèt li gen yon gwo kwasans.

Nou rekonèt ke ka pa gen anpil flux de trésozier oswa konpayi ki pwofitab an Ayiti kounye a akòz de sitiyasyon politik la, men konpayi ki ap aplike yo ta dwe omwen montre nan aplikasyon an ke yo ap eseye reyalize pwofi nan yon avni ki pwòch.

2.

Q: How will you prioritize local companies vs. foreign companies given profitability and cash flow requirements knowing the current & past social and economic issues in the country?

A: Companies registered in Haiti will be prioritized. There is a separate funding window for foreign companies which are not registered in Haiti but that have an interest in entering the Haitian market or partnering with a Haitian-registered company to manufacture, distribute, or retail or otherwise enable the delivery of clean cooking solutions in Haiti on a commercial basis. They can apply to receive funding to conduct feasibility assessments or pilots to gauge market readiness or to explore partnership opportunities to manufacture or distribute products.

K: Ki jan ou pral priyoreze konpayi lokal yo kont konpayi etranje yo lè ou gade kondiyon pwofi ak kondiyon flux de trésorerie ke yo genyen aktyèlman, ansam avek pwoblèm sosyal ak ekonomik ki genyen nan peyi a?

R: Konpayi lokal ki anrejistre an Ayiti ap gen priyorete. Gen yon finansman pou konpayi etranje yo ki diferan de finansman pou konpayi lokal yo. Gen yon finansman ki ap pou konpayi etranje ki enterese antre nan mache ayisyen an oswa pou yo fè patenarya ak yon konpayi ayisyen lokal pou yo ka fabrike, distribye, oswa vann pwodwi ki pote solisyon pwòp pou moun ka fè manje. Konpayi yo ka aplike pou yo resevwa finansman pou fè evalyasyon oswa pilòt pou mezire si pwodwi yo prè pou antre nan mache a oswa pou yo chèche opòtinite patenarya pou fabrike oswa distribye pwodwi yo.

Application Process

1.

Q: Can multiple companies work together to submit one proposal?

A: Yes

K: Èske plizyè konpayi ka travay ansanm pou yo soumèt yon pwopozisyon?

R: Wi

2.

Q: We have separated our business into two entities: a distribution company and a manufacturing company. Both have different shareholders. Can they each submit a proposal?

A: Yes, each can submit a proposal, but each application should be for different uses of funds. We may elect to encourage such applicants to combine their applications into one project proposal later in the process, to be determined depending on particular circumstances.

K: Nou te separe konpayi nou an an de konpayi: yon konpayi distribisyon ak yon konpayi fabrikasyon. Tou de gen diferan pati prenan. Èske yo chak ka bay yon pwopozisyon?

R: Wi, chak ka soumèt yon pwopozisyon, men fòk yo montre ke chak pwopozisyon ap itilize lajan nan manyè diferan. Nou ka ankouraje aplikan sa yo pou yo konbine aplikasyon yo pita nan pwosesis la. Sa pral depann de sikonstans patikilye ke yo genyen a.

3.

Q: In what language should this document be prepared?

A: The submission documents can be prepared in either English or French.

K: Nan ki langaj nou dwe prepare dokiman yo?

R: Ou ka prepare dokiman yo an angle oswa franse.

Program Details/Detay sou pwogram la

1.

Q: Regarding the geographic zones, should the enterprise be able to cover all the areas listed in the project?

A: No, the enterprise does not have to be operating in those areas. The project is open to all areas where there can be a positive impact.

K : Eske konpayi yo dwe kouvri tout zòn jeografik ke nou site nan projè an ?

R: Non, ou pa bezwen gen yon biwo nan zòn sa yo oswa ap opere nan zòn sa yo. Ou ka travay nan nenpòt zòn kote ou ka gen fè yon enpak pozitif.

2.

Q: What are the benefits if a company already has carbon finance certification?

A: If the company identifies carbon finance as one of its needs and is selected, we can potentially support it to expand on or growth the existing carbon finance program.

K : Ki avantaj ki genyen si yon antrepriz deja genyen sètifikasyon finans kabòn ?

R: Si konpayi an idantifye sètifikasyon finans kabòn kòm youn nan bezwen ke yo genyen, epi nou chwazi konpayi an pou projè a, nou ka travay avèk li pou nou sipòte oswa elaji sètifikasyon finans kabòn ki egziste deja yo.

3.

Q: Is there a component of the project that will focus on consumer financing?

A: Yes, as part of the proposed use of funds, companies can apply to develop consumer financing pilots or increase the scope or scale of existing consumer finance pilots.

K: Èske gen yon eleman nan pwòjè a ki pral konsantre sou finansman pou konsomatè yo?

R: Wi, konpayi yo ka kreye nouvo pilòt oswa ogmante pilòt ke yo genyen ki egziste pou finansman pou konsomatè yo.

4.

Q: We distribute improved (coal-fired) stoves and gas stoves, do you have a preference for one of these types of stoves in the Program?

A: The Program is technology and fuel agnostic, but preference will be given to higher performing (cleaner/lower emissions, more fuel efficient, more durable, more aspirational – all of which could be characterized as more modern for the sake of simplicity) solutions while also taking into account the local context and realities of the market.

K: Nou distribye recho amelyore (ki itilize chabon) epi recho a gaz, eske gen yon preferans pou youn nan tip recho sa yo nan pwogram lan?

R: Pwogram lan pa konsantre sou typ teknoloji ak konbistib ke recho yo itilize, men nou prefere recho ki travay pi byen (recho ki pa bay anpil lafimen, ki pi efikas ak gaz, ki pi dirab, ki gen plis aspirasyon - tout sa yo se recho ke nou te ka karakterize kòm recho ki pi modèn). An menm tan nou ap pran kont de kontèks ak reyalite ki egziste nan mache lokal la.

5.

Is there an expectation regarding the number of stoves that should be distributed over the duration of the project?

A: There will be different expectations based on the growth stage of the company. For example, if the use of funds for a selected company is just for R&D, the expectations would be different than for a company which is in the growth or expansion stage. The Alliance will work with the selected enterprise to set metric-based milestones to be met during the course of the project.

K: Eske gen yon atant pa rapò ak kantite recho ke konpayi yo ta dwe distribye pandan dire pwojè a?

R: Atant yo ap diferan pa rapò ak etap kwasans konpayi an. Pa egzanp, si yon konpayi itilize lajan an pou yo fè rechèch ak devlopman, atant yo ap diferan. Si se pou kwasans nan revni oswa nan ekspansyon yo itilize lajan an, Alliance lan pral travay ak konpayi yo chwazi yo pou yo etabli etap kantitatif ki enpotan pandan dirasyon projè a.

6.

Q : How long do the projects that the enterprises propose need to be? The Program is expected to be completed by March 2022. Should the joint venture project present the results by that date?

A: A typical project will last for 12 months. However, it can be shorter or longer depending on the specific case. An evaluation of each project will be conducted upon its completion.

Q: Sou ki dire pwojè antrepriz la ap prezante dwe ye? Kòm pwogram nan dwe fini nan mwa mas 2022. Eske pwojè antrepriz la ap prezante a ta dwe atenn rezilta yo nan dat sa?

R: Yon pwojè tipik ka dire 12 mwa. Sepandan, li ka pi kout oswa pi long. Sa pral depann de ka espesifik yo. Nou ap fè yon evalyasyon pou chak pwojè lè yo fini.

7.

Q: Will the funding be spread out or in one installment?

A: The former – the Alliance will disburse funds based on the achievement of milestones to be determined during the scoping and contracting process with selected companies.

K: Eske nou ap bay tout finansman nan on sèl kou oswa plizye fwa?

R: Alliance lan pral debouse lajan pa rapò ak akonplisman ke yo te detèmine pandan pwosesis kontraktiyèl ke yo pral fè ak konpayi yo pral chwazi yo.

8.

Q: How does the mechanism with the potential follow-on funding work? Is there a pre-set timing for it? For example, if we make in the first phase a feasibility study for a local production plant, what would be the timing for a potential follow up?

A: A discussion on follow-on funding will occur after the initial project is completed in a satisfactory way.

K: Kijan mekanis sou swivi potansyèl pou finansman an travay? Èske gen yon tan ki deja defini pou distribisyon finansman an? Pa egzanp, si nan premye faz la nou fè yon etid sou fezabilite pou pwodiksyon lokal yo, nan konbyen tan n ap fè yon swivi?

R: Yon diskisyon sou finansman adisyonèl ap fèt lè pwojè inisyal la fini e ke nou satisfè.

Product Testing/Tès sou pwodwi yo

1.

Q: Should the products that the companies will distribute be certified?

A: A company selling a product must be willing to test it to be eligible for the Program.

K: Eske pwodwi konpayi an ap distribye yo dwe sètifye? Will the company's product distribution be certified?

R: Fòk yon konpayi vle teste pwodwi yo pou yo ka kalifye pou pwogram lan.

2.

Q: Can you talk more about how testing of stoves could work?

The Alliance will provide testing of stoves and fuels on a no-cost basis to the company and arrange for nearest, accredited testing lab to test any stoves or fuel.

K: Èske ou ka pale plis sou ki jan tès sou recho yo pral fèt?

R: Alliance lan pral bay tès recho ak konbistib gratis pou konpayi yo epi nou ap fè aranjman pou pwodwi yo ka ale nan laboratwa akredite ki pi prè peyi a.

3.

Q: The range of our products is very varied. On what basis will the products being tested be selected?

A: The Program will select products to be tested based on the scope of the project, to be determined in discussion with the enterprise. If the funding is being used to support the commercialization of a particular product, testing may focus on that product. If the funding is being used to support the enterprise as a whole independent of specific products, then perhaps the top two to three selling products of the company will be tested.

K: Gam pwodwi nou an trè varye, sou ki baz nou pral chwazi pwodwi ke nou pral teste yo?

R: Pwogram nan ap chwazi pwodwi nan chak konpayi pou yo teste pa rapò a sijè ki abòde nan pwojè a. Nou ap detèmine sa aprè plizie diskisyon ak konpayi a. Si konpayi a itilize lajan an pou sipòte komèsyalizasyon yon pwodwi patikilye, tès yo ka konsantre sou pwodwi a. Si konpayi a itilize lajan an pou sipòte tet lil kòm yon konpayi endepandan de yon pwodwi espesifik, lè sa a, petèt nou ap teste de a twa pwodwi prensyapal yo.

4.

Q: Will the testing be done under the old ISO methodology or the new?

A: The testing will be done utilizing the new ISO lab testing protocol – the [Standard Testing Sequence](#).

K: Èske tès la ap fèt pa rapo a ansyen metodoloji ISO a oswa nouvo a?

R: Yo pral fè tès la avèk nouvo metodoloji ISO an. Ou ka jwen infomasyon sou li sou [sit sa](#).

5.

Q: Will testing results be public?

A: Yes. They will be posted to the Alliance's [Clean Cooking Catalog](#).

K: Èske rezilta tès yo dwe piblik?

R: Wi. Nou ap mete rezilta yo sou sit [katalog Alliance](#) la.