Request for Proposal

Advanced Technology Electric Three Wheeler Battery Manufacturer to Supply in Bangladesh

for

Georgetown University

Issued Date: June 22, 2023
Submission Deadline: August 15, 2023, by 5.00 p.m. (EDT)
RFP Administrator: LaShelle Gee, Category Manager
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Dear Firm:

Georgetown University invites your firm to submit a proposal for supplying long-lasting, energy-efficient batteries for electric three-wheeler vehicles to market in Bangladesh for a market-readiness project undertaken by a research team from Georgetown University and Stanford University.

Bangladesh has a rapidly growing number of electric three-wheelers that already transport more than 200 million people per day. The market for batteries for these millions of electric three-wheelers was approximately $1 billion in 2022 and is growing rapidly.

An entrant with advanced battery technology could seize this growing market. Essentially only lead acid batteries (LABs) are in the market, and those are of very low quality. Despite their low quality, the LABs for three-wheelers are expensive, especially for low-income users: $500 USD for a set of five LABs that may last 8 to 11 months. Vehicle owners cannot obtain loans for these LABs. Reputable microfinance organizations would provide loans for reliably long-lasting advanced batteries, but manufacturers in Bangladesh lack know-how and capacity to make advanced batteries.

The people of Bangladesh need advanced batteries to replace the low-quality LABs in electric three-wheelers. Those LABs are frequently informally recycled, causing widespread lead poisoning - a public health crisis. In addition, the LABs waste electricity.

Our ideal partner would bring highly-durable, energy-efficient, least-toxic batteries that are commercially viable for electric three-wheelers called Easy Bikes and Mishuks in Bangladesh, and provide quality assurance to the microfinance provider during the loan term. Technical and commercial information about Easy Bikes and Mishuks are provided in Section 2 below. Based on our extensive field research since 2019, we have much more insights to share with the right partner.

To express interest in participating in the project, please complete information in the RFP proposal submission form no later than August 15, 2023 before 5:00 PM ET. The information shared by you will remain confidential (Please see Section 3 for Non-Disclosure Agreement (NDA) and RFP terms and Conditions details).

Please note the following dates concerning this RFP. Faculty from Georgetown University and Stanford University will be in South Asia in July and plan to meet with the shortlisted manufacturers to finalize the partnership.
1. Background
Faculty of Georgetown University and Stanford University, USA, have been granted over half a million USD from the United Nations, United Kingdom and Stanford, to design policy and business model innovation to bring advanced batteries for electric three-wheelers into Bangladesh.

The research team will share their expertise with a select partner that brings advanced batteries for electric three-wheelers to Bangladesh. Moreover, the team will support the partner in an initial market-readiness experiment with 1,800 Easy Bikes and Mishuks (popular electric three-wheelers that carry 6-8 passengers plus the driver) by providing:

1. Direct marketing and customer-education support to drive sales of advanced batteries to 1,800 customers in and around Dhaka.
2. Partnership with leading microfinance organizations to finance those batteries.
3. Customer education in best practices in maintenance and charging to maximize the performance and useful life of those batteries.
4. Data collection on battery performance and customer satisfaction
5. Visibility to attract international donors and investors

The team has the express support of Bangladesh government policy makers, including Nasrul Hamid, Member of Parliament and the State Minister of Power, Energy and Mineral Resources Affairs Minister and Abu Hena Md Rahmatul Muneem, Member of the National Board of Revenue. In December of 2022, the team presented their research to these Bangladesh government policy makers. They reacted enthusiastically and are keen to engage on policy and tax innovation to bring advanced battery technology for electric three-wheelers into Bangladesh.

2. Scope of Services and Selection Criteria
Georgetown University is seeking a partnering battery manufacturer to bring highly-durable, energy-efficient, least-toxic batteries that are commercially viable for Easy Bikes and Mishuks in Bangladesh, and provide quality assurance to the microfinance provider during the loan term.

The basic characteristics of electric three wheeler vehicles in Bangladesh are:

Maximum battery pack dimension (mm):  Length = 660, Width = 330, Height = 305
Operating condition:  50°C ambient, 95% humidity, no air flow
Mid day charge for 1-2 hours is possible.

**Easy Bike:**
Motor size: 1000 W
Vehicle weight: 500-600 kg
Seats 7-8 passengers
Voltage: 60V
Battery pack capacity: 120 Ah
Distance traveled/ day: 80-100km
Hours driving/ day: 6-7 hours
Income/ day: $15-18

**Mishuk:**
Motor size: 800 W
Vehicle weight: 350-400 kg
Seats 4-6 passengers
Voltage: 48V
Battery pack capacity: 100 Ah
Distance traveled/ day: 80-100km
Hours driving/ day: 6-7 hours
Income/ day: $12-$15

If your preferred chemistry is Lithium Iron Phosphate (LFP), please consider the [detailed technical specifications](#) provided by [SolShare](#), our partnering organization based in Bangladesh to deploy LFP batteries in this application.

### 3. Response Process

Please fill out the [RFP proposal submission](#) form no later than August 15, 2023 before 5:00 PM ET to indicate your interest in this opportunity. Among manufacturers that fill out the forms, we will select the best candidates with whom we will set up a meeting.

Please direct all inquiries regarding to this RFP to:

Savanna Li, Research Team, Georgetown University
xl672@georgetown.edu

LaShelle Gee, Category Manager, Strategic Sourcing, Georgetown University
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**CONFIDENTIALITY.** With respect to any information supplied by a Party in connection with this RFP and designated by the Party as confidential, or which the research team (other Party) should reasonably believe is confidential based on its subject matter or the circumstances of its
disclosure ("Confidential Information"), the other Party agrees to protect the Confidential 
Information in a reasonable and appropriate manner for a period of three (3) years from the date 
of disclosure; to use the Confidential Information only to evaluate the potential business 
arrangement of the RFP and for no other purpose; and not to furnish the Confidential 
Information to any person other than officers, directors, or employees of the Parties hereto 
without the prior written approval of the other Party. “Confidential Information” shall not 
include information that is: (a) publicly known; (b) already known to the recipient; (c) lawfully 
disclosed to a third party; (d) independently developed; or (e) disclosed pursuant to legal 
requirement or order.

4. About Georgetown University

Georgetown University is one of the world’s leading academic and research institutions, offering a unique 
educational experience that prepares the next generation of global citizens to lead and make a difference 
in the world. We are a vibrant community of accomplished students, distinguished faculty, and committed 
professional staff.

Established in 1789, Georgetown is the nation’s oldest Catholic and Jesuit University. Drawing upon the 
450-year-old legacy of Jesuit education, we provide students with a world-class learning experience 
focused on educating the whole person through a rigorous curriculum, and exposure to different faiths, 
cultures, and beliefs. Students are challenged to engage in the world and become men and women in the 
service of others, especially the most vulnerable and disadvantaged members of the community. These 
values are at the core of Georgetown’s identity, binding members of the community across diverse 
backgrounds.

Georgetown serves a student, faculty and staff community of more than 26,000 individuals. The 
university currently enrolls approximately 17,000 students and has an alumni network of over 165,000 
graduates. For more information on Georgetown University, visit georgetown.edu.

5. Terms and Conditions of the RFP

Georgetown University has the following general terms for an RFP submission.

1. The University may, for any reason and in its sole and absolute discretion, (a) reject any or all Offers, 
   (b) waive any informality, technicality or deficiency in any Offer, and (c) consider alternatives outside 
of this RFP. Company agrees that it shall have no claim, cause of action or other legal recourse 
against the University for any such action, including without limitation for any failure to enter into an 
agreement.

2. The University may modify or waive any of the criteria contained in this RFP by addenda for any 
   reason, in part or in its entirety. In such an event, the University would notify all Company in writing.

3. The University may issue addenda as necessary to provide additional information or clarification. 
   Addenda will be given to each Company that has received the initial RFP; the University will also 
   request confirmation of receipt.
4. The University may cancel this RFP for any reason, in part or in its entirety, without any obligation whatsoever. In such an event, the University would notify all Company in writing.
5. The University may reject any portion of, or the entire Offer of, the Company for any reason and at any time. The University may elect to not move forward with any of the responding Company.
6. The University may, at its sole discretion, waive any defect of any portion of the Company’s Offer.
7. The University may choose to seek clarification and additional information on any point in connection with this RFP or any portion of the Company’s Offer.
8. The Company’s offer shall become the property of the University and may be reviewed and evaluated by any person, except by Company’s competitor(s), at the sole discretion of the University. Information provided in Company’s Offer will be held in confidence and will not be revealed and discussed with any competitor of the Company.
9. Any information provided by the University to the requesting Company for the purpose of providing an Offer to this RFP is the property of the University. As such, said information is to be kept in strict confidence and must be used only for the purpose of responding to this RFP. The Company shall not distribute this RFP to any other person or entity without the University’s prior, written express consent unless such person or entity is a potential consultant or partner.
10. The University shall not be responsible for any Offer preparation costs incurred by the Company. Any time or money spent by Company in connection with this RFP will be spent at Company’s own risk and expense.
11. To ensure that its Offer receives equitable consideration, Company will address each requirement set forth in this RFP. References to additional literature of the Company can be included in its response to this RFQ, but the literature will be considered only if: (1) it is in addition to, not in lieu of, the minimum requirements; and (2) it is referenced to a specific requirement or set of requirements, and such references are noted in the Offer by the page in which the referenced requirement(s) appear in the RFQ.
12. Company acknowledges that the University will rely upon information presented by Company orally or in writing in response to this RFP in making its selection decision. The selected Company’s written Offer to the RFQ will be incorporated by reference in the contract that will be negotiated with the selected Company.