Request for Proposal

Long-Lasting EZ Bike Battery Manufacturer in Bangladesh

for

Georgetown University

Issued Date: June 12, 2023

Submission Deadline: July 12, 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 EZ Bike batteries for a market-readiness project undertaken by a research team from Georgetown University and Stanford University.

To spur policy and business model innovation to increase the useful life and energy-efficiency of batteries for electric three-wheelers in Bangladesh through applied research, the team has recently been awarded with grants of over $500,000 USD from the United Nations Sustainable Manufacturing and Environmental Pollution (SMEP) Program, the International Growth Center in the United Kingdom, and Stanford University. As part of an initial market-readiness project, the team will support a partnering battery manufacturer that meets the following criteria to sell in this market.

1. Highly durable (long useful life) and energy efficient EZ Bike batteries
2. Ability to deliver them commercially by September 2023
3. Willing to sell direct to electric three-wheeler garages and provide after-sales service
4. Strong technical team and willingness to innovate for the future

Depending on the outcome of this market-readiness project, the partnering manufacturer of long-lasting, energy-efficient batteries can access capital from international donors and investors to capture a lion’s share of the $500 million (and rapidly growing) market for batteries for electric three-wheelers in Bangladesh.

From extensive research, the team deeply understands the market for batteries for electric three-wheelers in Bangladesh and relevant government policies and is offering to share their expertise with the partnering manufacturer. Specifically, in the initial market-readiness project, the research team will provide the following support:

1. Direct marketing and customer-education support to over 1800 potential customers to drive sales of long-lasting batteries and improve battery maintenance and charging practices, thereby creating a market for the partnering manufacturer.
2. Partnership with leading microfinance organizations to finance long-lasting batteries to increase affordability of partnering manufacturer’s batteries.
3. Increase visibility of the manufacturer among national and international donors and inventors to help partnering manufacturers expand their market and business.

To express interest in participating in the project, each interested firm must complete information in the RFP proposal submission form no later than July 12, 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, with grants of over half a million USD from the United Nations, United Kingdom and Stanford, is designing a market-readiness project to greatly increase the quality and useful life of electric three wheeler batteries in Bangladesh through a business model innovation. Depending on the outcome of the market-readiness project, a partner manufacturer of long-lasting batteries can access capital from international donors and investors to capture a lion’s share of the $500 million (and growing) market for batteries for electric three wheelers in Bangladesh.

In the business model, a partnering microfinance organization will provide microfinance loans for sets of quality-assured EZ bike batteries to credit-worthy garage owners (who rent their vehicles) and vehicle owners who park in the garage (and drive their own vehicles), and induce them to adopt best practices in charging, maintenance and limiting depth of discharge through complementary training. The high quality batteries for the study will come from a partnering battery manufacturer who provides quality assurance to microfinance organizations and prompt service during the loan term, enabling microfinance organizations to provide loans for their batteries. During the loan term, loan officers will collect monthly payments by visiting the garages, and a technical team from the microfinance organization will measure battery health, and monitor and reinforce best practices that maximize performance and useful life of the batteries.

The effectiveness of the business model and success of the market readiness project will be evaluated through a field experiment. The research team will identify 300 garages in Bangladesh where quality assured batteries from a manufacturing partner will be extensively marketed, out of which 100 garages will be randomly selected to be eligible to purchase these quality assured batteries on microfinance loan. The research team has extensively studied the EZ Bike battery market and associated policies in Bangladesh, and will be providing extensive support to the partnering manufacturing company to develop their capacity to be successful in selling high quality batteries in this market.

### 2. Scope of Services and Selection Criteria
Georgetown University is seeking a partnering battery manufacturer in Bangladesh to be able to commercially sell long lasting and energy efficient electric three-wheeler batteries with a minimum life of 18 months by September 1, 2023 for the marker readiness project.

In the project, the partnering battery manufacturer in Bangladesh should be able to provide the following services:

1. Ability to commercially sell and deliver electric three-wheeler batteries with a minimum life of 18 months to electric three wheeler garages, and provide service.
2. Quality assurance to microfinance lenders for the term of the loan (minimum of 9 months, ideally longer) from the manufacturing date.

We intend to hold presentations and discussions with one or more firms as indicated in the Key Dates table. These meetings will be conducted in-person or via Zoom. We will provide the finalist firms with as much advance notice as possible.

3. Response Process

Please fill out the RFP proposal submission form no later than July 12, 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
lg969@georgetown.edu

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.