

Tips (and tricks)



Projekt an REPIC anpassen... ...und nicht umgekehrt



Schweizerische Eidgenossenschaft
Confédération suisse
Confederazione Svizzera
Confederaziun svizra

Staatssekretariat für Wirtschaft SECO

Direktion für Entwicklung und Zusammenarbeit DEZA

Bundesamt für Umwelt BAFU

Bundesamt für Energie BFE

Drei Themenfelder



Erneuerbare Energien



Energieeffizienz



Ressourceneffizienz



Jedes Kriterium muss erfüllt sein... ...explizit



Sechs Kriterien

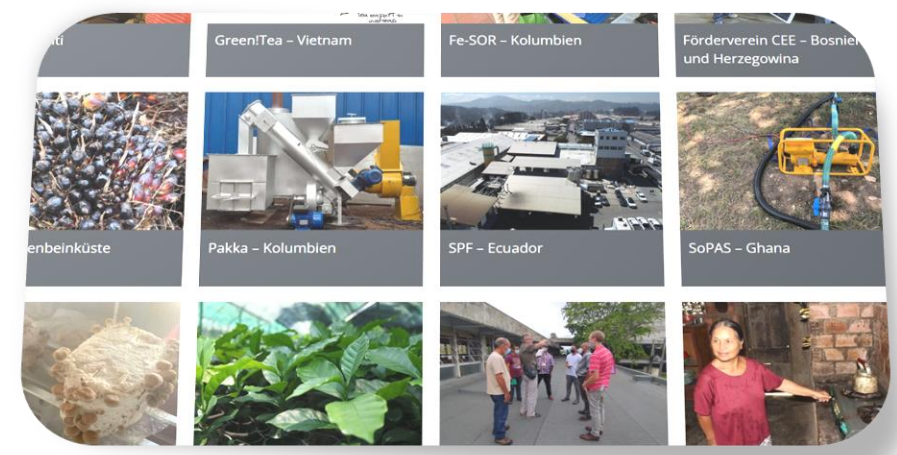
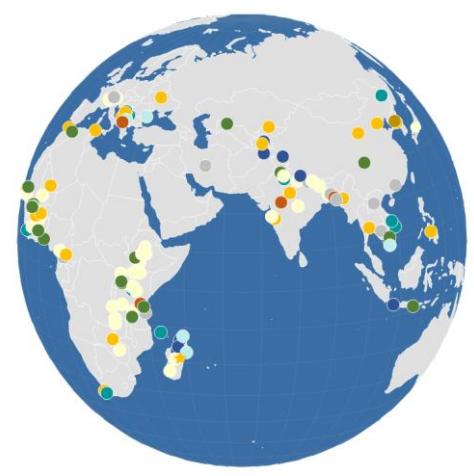
- ✓ Entwicklungs- oder Schwellenland
 ✓ Innovation
- ✓ Schweizer Organisation
 ✓ Lokales Bedürfnis /Partner
- ✓ Schweizer Know-how und Technologie Transfer
 ✓ REPIC Beitrag max. 50% des Gesamtbudgets

Si vous cherchez un/e partenaire...

...pour un projet REPIC



Dans un pays spécifique (www.repic.ch), voir le globe
Dans un thème (<https://www.repic.ch/fr/projets/>)
LinkedIn (voir code QR)
Plus de 50 institutions/entreprises sont ici

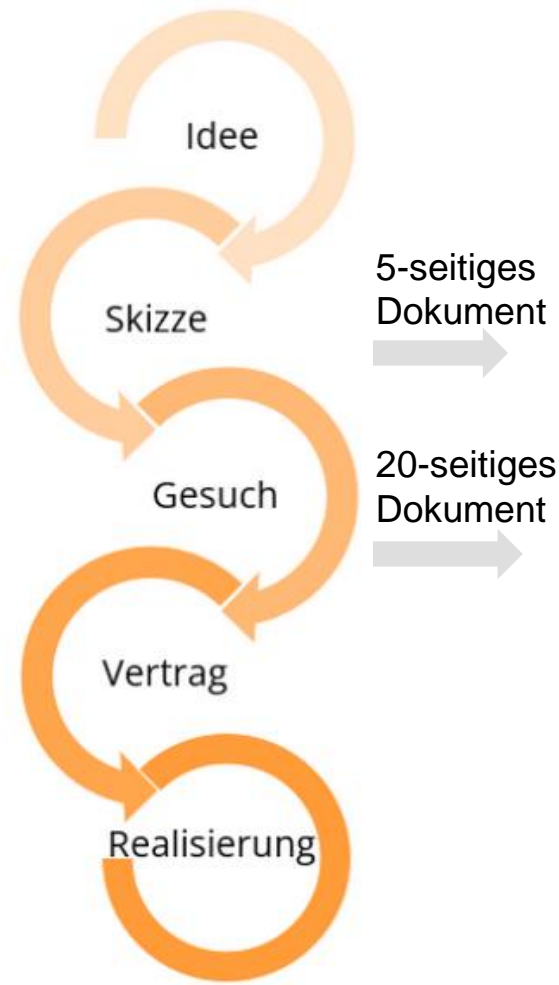


die schwierigste Etappe

...ich schreibe Dir eine lange Skizze, weil ich keine Zeit habe, eine kurze zu schreiben



Coaching durch die Geschäftsstelle



Vorab-Check

1. Is your project in the field of renewable energy or energy/resource efficiency?
 Yes
 No
2. Is the target country a [developing or transition country](#)?
 Yes
 No
3. Are you an institution registered in Switzerland (company, university, NGO, association, etc.)?
 Yes
 No
4. Does your project fit with the REPIC Pilot or the REPIC Rollout?
 Pilot: Your project is in the pre-commercial phase (market-oriented pilot phase)
 Rollout: Your project is in the early commercial phase and has already completed a pilot phase.
5. Does the project meet a local need and are the beneficiaries clearly identified?
 Yes
 No
6. Is a Swiss transfer of know-how and technology ensured?
 Yes
 No
7. Has a local partner already been identified?
 Yes
 No
8. Is the project financed by at least 50% own or third-party funds?
 Yes
 No

Pilot oder Rollout?

... Marktphase entscheidet, nicht das Budget



Marktphase



Pilot

Markt-orientierte Pilotphase



150'000 CHF max.



Rollout

Frühe Kommerzialisierungsphase (Pilotphase abgeschlossen)



500'000 CHF max.

Wie? So!



1
Idee

2
Skizze

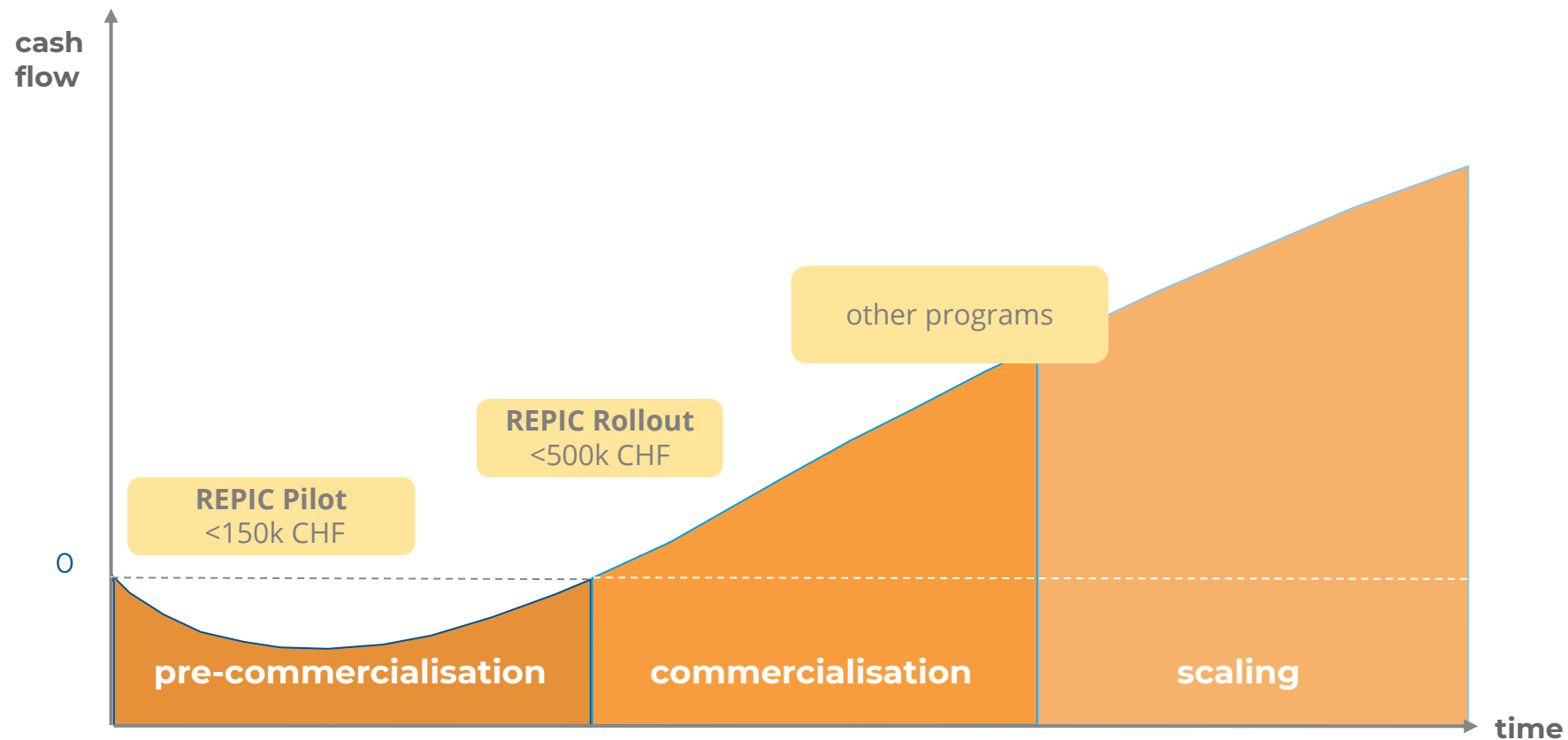


5
Realisierung

4
Vertrag

3
Gesuch

REPIC accelerates the commercialisation of sustainable business models



Rollout: Began commercialization, or just about to start

Technology, Product or Services

- ✓ have been tested
- ✓ are on the market OR require *minor* changes before market launch



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Business Model

- ✓ strong and scalable concept including partners, activities, USP, marketing
- ✓ is in operation, generating revenues OR the obstacles and risks to launch the business model are *reasonable*

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Technology, Product or Services

- ✓ have been tested
- ✓ are on the market OR require *minor* changes before market launch

Business Model

- ✓ strong and scalable concept including partners, activities, USP, marketing
- ✓ is in operation, generating revenues OR the obstacles and risks to launch the business model are *reasonable*, assumptions are well studied

and in particular Financial Model

- ✓ strong commercial financial model
- ✓ shows track record, OR as minimum requirement, is based on *robust* assumptions
- ✓ is able to contribute co-financing - own contribution, own-, public- and private funds
- ✓ business has difficulties to access sufficient funds from the commercial financial market

Your REPIC Team



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REPIC

Renewable Energy
Energy - & Resource Efficiency
Promotion in
International
Cooperation

