

EFFICIENCY ASSESSMENT REPORT

EP TENDER

EP Tender is a range extending service for electric vehicles

Solution ID: 580

Company: EP Tender

Country: France

Export Date: 15.08.2018

ASSESSMENT RESULTS



APPROVED



**IMPACT
RATING**

$$f = \left(\frac{\left(\frac{x1+x2}{2} \right) + \left(\frac{y1+y2}{2} \right)}{2} \right)$$



**ECONOMIC
PROFITABILITY
RATING**

$$f = \left(\frac{z1+z2}{2} \right)$$

GENERAL COMMENTS FROM THE WORLD ALLIANCE SELECTION GROUP

The solution ID580 is declared by the World Alliance Selection Group as a labelled Solar Impulse Efficient Solution after going through the following selection steps:

- It falls into the eligibility scope in terms of (1) Minimum Maturity and (2) Type of solution.
- The relevant assessments deliverable – i.e. a set of ratings and comments with a level of confidence greater or equal to 3 / 4 attributed by the experts having at least 5 years of experience in one of the sectors of application of the solution, with clear evidence of understanding and smooth application of the Efficiency Assessment Guidelines – was collected and compiled below.
- Based on this deliverable, the World Alliance Selection Group confirmed that the solution meets both the numeric standards – Impact Rating greater or equal to 3 / 4 and Economic Profitability Rating greater or equal to 3 / 4 – and that no concerns were raised during the session that could have challenged the assessment provided by the expert.
- Finally, the entity behind the solution has successfully passed the Global Risk Analysis procedure.

TECHNOLOGICAL FEASIBILITY

This criterion captures the ability of the solution to be credible (based on a resilient technology or concept) and captures if the solution is already, or has the potential to be, scaled up and deployed in the real world (vs. in a laboratory environment) without adding constraints to the final user.

Key variables to capture the performance on this criterion are:

1. Flexibility (ability to adapt to the final user)
2. Competitiveness / Added value for the market
3. Market potential / Scope of implementation
5. Resilience
6. Social acceptance

EXPERTS REVIEWS



x1

- Significant market potential; - The trailer is self steering when backing; - Well structured value proposition



x2

- Technological feasibility is proven by the first 6 prototypes and tested on the first 8 paying clients; - The delegation of maintenance to car dealers and independent car repair shops can be challenging due to technical specificity and unique parts cost of EP tender; - Another challenge is to ensure installation of tow bar for all or a large number of BEV

ENVIRONMENTAL & SOCIO-ECONOMIC BENEFITS

This criterion captures the solution's ability to have successfully demonstrated, at least:

One direct positive impact on the environment – referring to the scope of the following elements: energy use, CO2 emissions, water use, materials used, air quality, ecosystem preservation. The type(s) of impact(s) presented should be relevant to the application sector of the solution.

AND

A direct economic benefit – considered in the form of % of annual monetary savings to its final user, or any stakeholder that could benefit directly from the application of the solution.

OR

An indirect economic benefit that encompasses hidden economic¹ or social gains for society².

1. savings on public health or waste management expenses, increase in a region's GDP...
2. enhancing equity, creating/securing jobs, strengthening social inclusion and cohesion, promoting transparency...

Without any significant negative impact found elsewhere in the solution's lifecycle.

EXPERTS REVIEWS



y1

EP Tender enables to avoid the ruinous run on battery size, while enabling the versatility



y2

- Facilitate adoption of BEV by increasing occasionally vehicle's autonomy. Help to progressively decarbonise the transport sector; - Lighten infrastructure deployment burden and allow savings via avoiding extra investments in fast charging stations network, associated grid reinforcement and additional energy production capacities in the case of BEV mass adoption

ECONOMIC PROFITABILITY

This criterion captures the potential of a currently non-profitable solution to become, profitable within a 5-year period, with regard to its business model, its positioning relative to its competition, the innovativeness of the idea, and the resources and experience of the team.

IMPORTANT

The evaluation of this criterion should consider and analyze the regulatory constraints/ external hurdles that could be overcome with the help of the World Alliance (e.g.: lack of deployment partnerships or investments, regulatory constraints or competition that could be modified/unbalanced by institutional efforts). Since the main goal is to bring solutions to relevant partners, investors and institutions, a low score on this criterion could be countered by a feasible and well-argued ideal deployment scenario.

EXPERTS REVIEWS



Z1

- Technology proven; business viability will be excellent in dense populated cities - EP Tender should get some government support



Z2

- Potential market is high; - In order to ensure adoption and good geographical availability of Tender (user is not expected to drive more than 30 min to get a Tender) quite a few units should be deployed even within absence of a high initial demand during early deployment stages. Home delivery can be an option at the early stages. This put extra pressure on the profitability horizon; - The utilisation rate of one Tender is assumed high and smoothed. However, the demand for Tender is expected to be concentrated at certain times of day (outside working hours) and year (summer breaks, bank holidays, etc.) This can have an extra pressure on the number of Tenders required to satisfy these demand peaks and on its economic profitability

The information set out above, is solely for the purposes of information and the Solar Impulse Foundation does not provide any guarantee as to its authenticity, completeness or accuracy. This information is the direct outcome of the assessment performed by external non-remunerated experts that volunteered to review your solution submission form following the application of the Efficiency Assessment Process of the Solar Impulse Efficient Solution Label Standards. This information is shared to you as it might be of value for you to get the feedback provided on your application – regardless of the outcome of the general selection process.

Copyright © 2018 **Solar Impulse**. All rights reserved.