

TechEmerge Sustainable Cooling LAC – FAQs

As a first step, please consult the TechEmerge Sustainable Cooling [website](#) to learn about the aims of the program, how it works, the timeline, our five focus areas or themes, selection criteria, benefits for participants, and to sign up for our newsletters. You can also join one of our webinars or, if you have further queries, contact the [TechEmerge team](#) directly. Here are some of the questions we have received during our webinars.

1. ELIGIBILITY

Q: What sorts of innovations/solutions are you seeking?

A: We are open to a wide range of cooling solutions in multiple sectors. You can find examples of our areas of focus [here](#). Priority will go to proven products installed in at least one commercial setting, but innovations at the product development stage will also be considered. These can be new cooling technologies or innovative services, including training and capacity building for HVAC technicians or affordable, scalable solutions for SMEs.

Q: Are you only seeking startups? My company has more than 50 employees. Are we eligible to participate?

A: In regard to innovators, TechEmerge primarily supports growing, small to mid-size tech companies. There is no strict limit on the number of employees, but our innovators would not be multinational corporations, for example. In contrast, our local adopters/partners are large to mid-size companies.

Q: Can associations or partnerships apply?

A: Yes, any legal entity can apply. In the case of consortia, the consortia lead should apply on behalf of all partners. In Section 3 of the application form, please provide the names and details of all partners who would participate in the TE Cooling LAC program. Please see figure 1.

3. TERMS AND DETAILS

1. Is there any other significant information you would like to add?

Figure 1. Additional information

Q: I'm an innovator with multiple cooling solutions. Will TechEmerge consider more than one of my innovations?

A: Yes, TechEmerge will consider multiple innovations/solutions from the same innovator. In past programs, innovators have piloted more than one innovation with the same or different local partners/adopters. Likewise, adopters can also participate in more than one pilot. However, you should consider your company's capacity to conduct more than one pilot at a single time.

Q: I still have questions about whether my innovation suits your program. How can I find out more?

Please join one of our live webinars. You can also email us at techemerge@ifc.org to request a call back or teleconference, or to access pre-recorded webinars in English or Spanish.

2. THE APPLICATION PROCESS

Q: How do I apply to the TechEmerge Cooling LAC program?

A: Applications are made online through the TechEmerge website: www.techemerge.org/cooling. The deadline for applications is 18 September 2020, 23.59 EST time.

Q: I completed the fields on the sign-up page, but I could not click on “Create”. How do I complete my registration?

A: Click on the blue box labelled “Verification Code”. The code will be emailed to you to complete your registration. See figure 2.

Q: I have signed up and entered the member portal, but I don’t see the application form. Where can I find it?

A: First, fill out the information in the “My Company” tab, then add details about your innovation/s under the “My Solutions” tab. After these steps, you will be able to click on the “Open Calls/My Applications” tab.

Q: My company has multiple cooling innovations. Do I need to fill out multiple applications?

A: If you have multiple innovations, enter each one individually under the “My Solutions” tab. After that, complete a separate application for each solution that is relevant to the Sustainable Cooling LAC program.

Q: My solution/innovation is relevant to more than one sector. For example, my cooling innovation could be used by retail centers or by real estate developers. How do I enter that information?

A: When entering details under the “My Solution” tab, you can select one or more relevant sectors. See figure 3.

Q: My company provides remote training and capacity building. The application asks about product development in the field. How do we answer that?

A: Please describe your capabilities and services in the box titled ‘Solution Description’.

Q: How are innovations evaluated?

A: All applications will be evaluated by minimum of three independent experts, including HVAC technical experts, cooling and refrigeration experts, project implementers, and advisors with deep local industry and business knowledge. Our panel of respected industry experts also provides feedback and support through the program.

Q: How will I know if my application has been received?

A: After pressing submit at the bottom of Section 4 ‘Upload’, you will receive an email confirming that your application has been received. See Figure 4.

Q: Can I speak with someone to go through the application process?

A: Please send a request to techemerge@ifc.org to arrange a call back or teleconference. TechEmerge staff are also available to answer questions during our webinars.

Please provide the following details:

Email
info@mycompany.com

Verification Code
Verification code

Verify code Send new code

New Password
.....

Confirm New Password
.....

Given Name
Some

Surname
Body

Display Name
Somebody

Create Cancel

Figure 2. Sign up

Name of your solution

Sector

- Accommodation & Tourism
- Agriculture and Forestry
- Chemicals
- Construction and Real Estate
- Education
- Energy (Generation, Storage, Distribution)
- Finance & Insurance
- Food & Beverages
- Health Care
- Industrial & Consumer Products

Figure 3. Choose one or more sectors

Sustainable Cooling - Latin America Status: Draft

1. COMPANY DETAILS 2. SOLUTION DETAILS 3. APPLICATION 4. UPLOAD

Documents and links uploaded earlier are automatically entered in this section. You can upload additional documents or links to videos relevant to this call and remove those that do not apply. You can also save and exit, then return later to complete your application. Before submitting, please click "PREVIEW" and verify that your application is complete and correct. This will open a new window, and also allow you to download a PDF of your application. You will be able to edit your application until the call closes, but changes cannot be made after that date.

UPLOAD DOCUMENTS

+ UPLOAD DOCUMENTS

#	TITLE	PASSWORD	LINK	REMOVE
---	-------	----------	------	--------

ADD/SHARE VIDEOS

+ ADD/SHARE VIDEOS

#	TITLE	PASSWORD	LINK	REMOVE
---	-------	----------	------	--------

PREVIEW SAVE & EXIT SUBMIT EXIT

Figure 4. Final steps

3. MATCHMAKING WITH ADOPTERS/LOCAL DELIVERY PARTNERS

Q: How many adopters have signed up for the TE Cooling program? Who are they?

A: So far, over 35 companies from Colombia and Mexico have signed up to participate in the TE Sustainable Cooling LAC program. They are large or mid-size companies operating in a range of sectors, including pharmaceuticals, agriculture, retail, and property development/management. Please visit our website to view the most [up-to-date list of adopters](#).

Q: Do innovators need to recruit or arrange for their own adopter?

A: No, innovators do not need to arrange or recruit their own adopter. However, if you have a local client or business contact that wants to pilot and adopt cooling innovation, please refer them to us at techemerge@ifc.org. Please note, local companies enrolled in TechEmerge will receive information about all relevant innovators and solutions, and not your solution exclusively.

Q: How does a local delivery partner differ from an adopter?

A: An adopter pilots and uses the innovator's solution, while local delivery partners help to implement the pilot and ensure it meets local regulations. There are four categories of local partners: 1) turnkey engineering firms, manufacturers, distributors, and co-innovators. IFC will provide a list of vetted local delivery partners, but you can also recruit your own local delivery partner.

Q: COVID-19 has made it virtually impossible for us to travel outside our country. Can we recruit a Spanish-speaking representative to travel to Colombia and Mexico on our behalf?

A: Yes, innovators can recruit their own Spanish-speaking representative to act as a local partner.

Q: How does TechEmerge connect innovators with adopters and local partners?

A: Firstly, the information you provide in your application will help us to assess if your innovation suits the LAC market and our participating adopters. Secondly, we arrange virtual matchmaking sessions and product demonstrations. These are planned for early November 2020.

Q: Will language be an issue for matchmaking and pilots?

A: TechEmerge will provide translation support during matchmaking activities. During pilots, translation costs can be covered by TechEmerge grant funding.

4. COSTS AND FUNDING

Q: Is there a fee or charge to apply to TechEmerge?

A: No, there are no fees or charges to apply to any TechEmerge program.

Q: Who covers the costs of pilot projects?

A: TechEmerge has a total pool of USD 1.5 million in grant funding for pilot projects. Funding can cover services, such as translation costs, for example, but not goods or equipment. The innovator, adopter and local partner will need to agree on the specific items funded by their grant, and to conform with standard IFC grant agreement procedures and legal agreements. Innovators are expected to contribute human resources for applications, matchmaking, and pilots.

Q: If grant funding cannot be used for equipment, how do we cover this cost?

A: The adopter and innovator, and potentially the local delivery partner, negotiate their own agreements in this regard. IFC is not involved in this negotiation.

5. SCREENING AND AGREEMENTS

Q: Does IFC screen innovators or adopters/local delivery partners? Does IFC provide any assurances, or do participants need to undertake their own due diligence?

A: TechEmerge and IFC conduct due diligence and integrity checks of all participants in its program, including innovators, adopters and local delivery partners. This takes place prior to matching-making and pilot stages. You can find more information on IFC's [due diligence process here](#).

Q: What sorts of agreements do innovators, adopters, and local delivery partners sign?

A: Innovators, adopters, and local delivery partners negotiate their own agreements on how their pilot should be conducted, technical parameters, and goals, as well as any IP rights. In regard to grant funding, a separate agreement will lay out the obligations for the innovator, adopter, local delivery partner, and IFC/TechEmerge.

Q: Is there any third-party verification of claims or performance of the pilot projects?

A: Third-party verification is not required, but parties are expected to document their results, based on criteria and methods specified in the pilot agreement and any grant agreement. If external verification is required, for certification purposes for example, it should be specified as one of the pilot activities covered by the agreement between the innovator, adopter and/or local delivery partner. The cost of external verification can also be submitted for grant funding.

Q: If our pilot is successful, will IFC provide support to scale up adoption of our innovation?

A: IFC may provide additional advisory and financial services for successful pilots. This includes investment to enable the innovator and/or adopter to scale up the solution. Any investment is discussed separately with each relevant party. Participation in TechEmerge does not imply or guarantee any investment from IFC. Innovators and adopters also have no obligation to apply for further investment.

6. LOCAL MARKET CONTEXT

Q: What are the opportunities for cooling innovators in the Mexican and Colombian markets?

A: Please visit our webpage and scroll down to the ["market context"](#) section for sector-specific information.

Q: What are the barriers to entering the LAC market?

A: The LAC region is price sensitive, and innovators are encouraged to consider this factor in their applications. In terms of regulations and business conditions, you can find out more about the [Mexican](#) and [Colombian](#) contexts by clicking on the World Bank's [Doing Business](#) rankings for 2020. As part of its technical assistance for pilot projects, TechEmerge provide innovators with information on how to enter Mexico and Colombia.