

# TECHNOLOGY

## LOCALIZATION PROGRAMS

Localization Opportunities for Renewable Energy Technology Companies



### PROGRAMS OVERVIEW

The TLC initiative administers four programs which convert scientific insights into industry solutions.

1. Proof of Concept
2. Product Development
3. Feasibility Study
4. Demonstration Projects



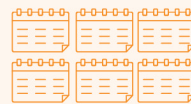
**OVERVIEW:** The proof of concept projects Request For Proposals (RFP) provides financial support for selected bidders to prototype parts, components, and subsystems for innovative renewable energy technologies applied within the Kingdom of Saudi Arabia. Eligible bidders must submit proposals describing the renewable energy technology they are targeting, the aspect of the technology that they intend to prototype, their work plan for managing the research and development effort, and the expected technical performance that they expect their prototype to achieve.

### PROOF OF CONCEPT PROGRAM

Supporting prototype development and testing for new technologies



Funding mechanism:  
**Fixed price contract (no cost share)**



Maximum project duration:

**18 Months**



Maximum K-A-CARE funding:

**4 Million SAR**



**ELIGIBILITY:** All organizations located globally are encouraged to participate in project teams. However, proof of concept projects awarded under this RFP must be led by a Saudi University or research institution, either for-profit or non-profit. International technology firms, universities, and research institutions may participate as team members, under the lead of a local Saudi University or research institution.



**OVERVIEW:** The Product Development Program aims at accelerating product development and adaptation of renewable energy technologies in the KSA. Projects eligible for funding under this program would be aimed at improving renewable energy systems or subsystems, transforming them into viable commercial products meeting local Saudi market needs, and exhibiting acceptable performance under local environmental conditions. Products developed under this program must be tested to verify that their performance meets industry needs. The Product Development Program (PDP) provides funding to eligible bidders to improve renewable energy technologies, making them fit for market entry in the Kingdom, by improving performance, modifying the technology for application under harsh conditions, or by lowering the overall cost.

### PRODUCT DEVELOPMENT PROGRAM

Supporting businesses to develop commercial products that meet local Saudi market needs



Maximum K-A-CARE Contribution:

**50%** of project cost



Maximum project duration:

**18 Months**



Maximum K-A-CARE funding:

**8 Million SAR**



**ELIGIBILITY:** Product development projects awarded under this RFP must be led by an institution that is registered to do business in the KSA, including a for-profit company, a Saudi non-profit institution, or a Saudi university. International technology firms, universities, and research institutions may participate as team members, under the lead of a local Saudi entity.



**OVERVIEW:** This feasibility studies RFP provides financial support for selected bidders to develop feasibility studies exploring the commercial sale of renewable energy technologies within the Kingdom of Saudi Arabia (KSA). Bidders that receive funding through this RFP will be expected to complete a 1-year (maximum) duration feasibility study that details a business plan for commercializing the proposed technology in the KSA. This feasibility study is intended to serve as a first stage, enabling firms to prepare all that is necessary in order to ensure success during a subsequent demonstration project, if selected for further funding through K·A·CARE. Bidders that successfully complete feasibility studies are encouraged to apply for follow-on funding, through the K·A·CARE demonstration projects RFP.

## FEASIBILITY STUDY PROGRAM

Supporting business plan development



Funding mechanism:  
**Fixed price contract (no cost share)**



Maximum project duration:  
**12 Months**



Maximum K·A·CARE funding:  
**375,000 SAR**



**ELIGIBILITY:** This funding opportunity is not restricted to local Saudi organizations; all organizations located globally are encouraged to apply for a feasibility study award under this RFP. Eligible applicants include: domestic organizations, foreign organizations, universities, research institutions, etc.



**OVERVIEW:** The demonstration projects Request For Proposals (RFP) provides financial support for selected bidders to conduct full-scale demonstrations of commercially ready renewable energy technologies in the Kingdom of Saudi Arabia. Eligible bidders must submit proposals detailing the technology that they seek to commercialize, along with a business plan describing their approach for ensuring successful operation of the business, after the completion of the demonstration project. Bidders that receive funding through this RFP will be expected to work with an off-taker in the KSA, to implement their technology at the off-taker site. Bidders that successfully complete demonstration projects under this RFP are expected to enact their business plans, and continue to pursue commercialization of the proposed renewable energy technology, here in the KSA.

## DEMONSTRATION PROJECTS PROGRAM

Our demonstration project program supports technology implementation



Maximum K·A·CARE Contribution:  
**50%** of project cost



Maximum project duration:  
**36 Months**



Maximum K·A·CARE funding:  
**20 Million SAR**



**ELIGIBILITY:** All organizations located globally are encouraged to participate in project teams. However, demonstrations projects awarded under this RFP must be led by a Saudi company that is registered to do business in Saudi Arabia. Foreign technology firms, universities and research institutions, and potential off-takers may participate as team members, under the lead of a local Saudi company.

