

## Notes from Sustainability Supplier Summary, Discussion w/ Sustainability Team and Discussions w/ OEMS:

### MIT CITE Data Collection Approach for the Study: Solar Lantern Evaluation in Uganda

For more information, visit <http://cite.mit.edu/reports/solar-lantern-evaluation>

#### Semi-structured interview questions OEMs:

- What is the nature of your supply chain (product flow)?
  - o Manufacturing
  - o Raw materials sourcing
  - o Transportation to market country
  - o Distribution in market country
- What distribution channels are you using to bring your product to market?
  - o Warehouse and importer operations?
  - o Diffusion organizations such as Solar Sister?
  - o Other commercial retail operations or in-place networks such as Total Gas Stations?
- What is the landed cost of your product?
  - o What is the recommended price of your product? Is it printed on the product?
  - o What are the markups that retailers/distributors have?
  - o What taxes/duties do you face? How much does it vary by country? over time? Are they ever waived?
  - o What is your cost structure? Breakdown by raw materials, manufacturing, transportation, warehousing, etc.
  - o Do they break the cost down by leg?
- Is the import tax on solar lanterns being waived?
- If not, how burdensome is it and what is the effect on what you charge for your product?
- Have you experienced customs delays or hardships?
  - o If so, have you been able to build the necessary relationships to get around them or had to pay for the timely release of assets?
- Can you discuss your freight costs?
  - o Are your costs divided up in terms of long-haul vs the last mile?
  - o Is your freight insured by the transportation provider? Have you had any instances of damage?
- What is their relationship with Governments, NGOs, Importers and Distributors?
- How do you see the long-term scalability of your product and product line?
  - o What is the current and future capacity?
- Do you offer financing on your product?
  - o If so, does this extend to a certain customer base, solely distributors, etc...?
  - o Do you have an official, or otherwise, policy on the retail-side financing of your product?
  - o Have you been involved with, or become aware of, micro-financing of your product?