



VeraSolSM

Co-Branding Policy

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VeraSol provides a valuable service to off-grid lighting companies by allowing them to showcase co-branded products on its database. This enables multiple companies to market the same product without undergoing separate testing procedures, thus reducing the time and costs associated with testing and certification. The original company or brand that submitted a product for testing is referred to as "Company A," whereas the company or brand that will co-brand the product is known as "Company B." It's worth noting that multiple companies can co-brand the same product.

There are **THREE CO-BRANDING OPTIONS** available to Company B. The first option permits Company B to utilize the test results from Company A in its listing. The second option mandates that Company B should fully test its product independently using the Quality Test Method (QTM), without referencing the test results of Company A. The third option allows Company B to co-brand Company A's fully tested kit and then create a family of products that comprises different configurations of components from Company A's family or add independently tested components to their family. Note that before being added to Company B's family, these components must undergo testing.

For specific information about the requirements of each option, refer to the outlined details below.

OPTION 1: Company B references test results from Company A

VeraSol requires:

- If Company A's product received a conditional pass, Company A must send photos of hard copies of the corrected packaging/user manual/warranty card showing that the identified issues have been addressed before signing a co-branding agreement.
- The signing of a service order between CLASP, Company A, and Company B. Signing the service order indicates agreement with the following:
 - The only difference between the products is the brand name (i.e., the products sold under different brand names are technically identical except for the branding).
 - If the product meets the Quality Standards, it may be subject to [Market Check Testing](#) at any time. Market Check Testing may be conducted on any brand of the product and any product in a product family. Furthermore, if any brand of

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the product fails the Market Check Test, all brands may subsequently lose quality certification and will be removed from the VeraSol product database.

- If Company A requests that the applicable Product(s) be re-tested and that any such test is allowed by the QA program: (i) Company A must pay the program fee for such Product that is re-tested and remain responsible for any fees or expenses payable to the Testing Laboratory relating to such re-testing; (ii) Company A must inform Company B that the applicable Product(s) will be retested; (iii) Both parties will need to resubmit an official document to confirm that the products remain technically identical; and (iv) Company B will resubmit their consumer-facing documentation and photos of the product for review.
 - The co-branding agreement expires when the results of Company A's product expire unless a party to this Agreement provides written notice of termination to the other parties at least thirty (30) days before the expiration of the initial term of this agreement. If there is no written notice of termination and Company A's product's test results are renewed, then Company A and B may opt to renew this co-branding agreement for an additional two years. Companies A and B must inform VeraSol of their plans for renewal and sign a new co-branding agreement prior to the product's expiration date. If a renewal co-branding agreement is not signed before the product's expiration date, it will be removed from the VeraSol Product Database. See the [Policy for Renewing Test Results](#) for detailed information on the renewal process. VeraSol will charge a fee for renewing the co-branding at the time of renewal.
 - Upon termination of this co-branding agreement, only products that have undergone complete independent testing will retain program support. After termination, Company B is expected to remove all references to the Program's trademarks, and VeraSol will remove Company B's brand from all public-facing materials.
 - The Specification Sheet and VeraSol certificate of the co-branded product(s) will refer to the test results of Company A's product.
- Information regarding the party/ brand including:
 - A copy of their business license
 - Contact person name
 - Contact person position (job title)
 - Physical address of company headquarters
 - Phone
 - Fax
 - Email

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- Company website and website where the product is listed (if different)
 - Product name
 - Product model number
 - Product warranty duration and terms
 - High-resolution and multiple-angle photos of the product from each company
 - A digital version and photos of copies of Company B's packaging, user manual, and component labels (if being evaluated to IEC TS 62257-9-8) which must meet the quality standards (IEC TS 62257-9-8) for truth in advertising, performance reporting, and consumer information.
 - The company name(s) each company wants included in the product(s) listings on the website.
- Payment of a co-branding fee for each product or product family that will be co-branded.
 - That Company A and Company B sign a co-branding agreement at least three months prior to Company A's expiration of test results. If Company A's product is undergoing renewal testing, Company B can sign a co-branding agreement and send the materials for the VeraSol team to review, but they will not be reviewed until Company A has finished renewal testing and their product has met the quality standards.
 - Optional: Permission from Company A for Company B to access a copy of the original report to provide to PVoC and other customs/program officials in certain markets.

OPTION 2: Company B does not reference test results from Company A

If Company A does not agree to the requirements from Option 1, VeraSol requires the following items:

- Company B must obtain and submit evidence that it received permission from Company A to re-brand the product. *[All products submitted for testing through VeraSol are subject to the [VeraSol Program Rules](#).]*
- Company B must have its product fully tested with the QTM method to obtain a separate listing and therefore must sign a standard VeraSol CLASP [Master Service Agreement \(MSA\)](#).
- The product branded by Company B will be subject to [Market Check Testing](#), but the Market Check Test results of Company A's product will not impact the status of Company B's product and vice versa.

OPTION 3: Company B cobrands Company A's fully tested kit and then creates a new family that includes configurations and/or components that are not included in Company A's family.

VeraSol requires:

- All applicable requirements regarding contracting, information, and expiration from Option 1 or 2 apply to cobranding using Option 3.
- Company B must cobrand the fully tested kit from Company A. Company B's family of products will not be created until the cobranding of the fully tested kit is complete. At their own risk, Company B can start testing components for the family prior to completion of cobranding the fully tested kit.
- Company A must approve of all the new configurations, appliances, and components that will be added to Company B's family for use with Company A's fully tested kit. This approval will be given through signatures on the service order with testing information for Company B's components/appliances.
- All current program rules for testing for [Families of Products](#) will apply to testing components in addition to Company B's family. Battery safety documentation is required for all batteries to be included in the family.
- Company B has responsibility for market check failures relating to the components they tested. Failures found with components listed only in Company B's family will not impact Company A.
- Company B must offer and service the warranty for all kits and components included in their family. The warranty information provided to the customer must reflect this.

About VeraSol

An evolution of Lighting Global Quality Assurance, the VeraSol program supports high-performing, durable off-grid products that expand access to modern energy services. VeraSol builds upon the strong foundation for quality assurance laid by the World Bank Group and expands its services to encompass off-grid appliances, productive use equipment, and component-based solar home systems. Like Lighting Global Quality Assurance, the VeraSol program is managed by CLASP in collaboration with the Schatz Energy Research Center at Humboldt State University. Foundational support is provided by the World Bank Group's Lighting Global program, UK aid, IKEA Foundation, Good Energies Foundation, and others. Please visit VeraSol.org for more information.