Sawa Energy's Bellavista proposal (competitor benchmark)

> What Sawa Energy offered Bellavista Apartments (Pearl Marina) for solar and storage, and what NFE took from it for the Commercial RPM. Bellavista is also in NFE's pipeline (see Potential Customers). Based on Sawa's proposal document "Bellavista (576kW) Proposal_Lease to Own_Battery", reviewed 18 Sep 2026. Owner: Aaron Tushabe.

Sawa's offer

Item	Sawa's Bellavista proposal
Solar	576 kWp
Battery	691 kWh (about 2 hours)
Ground area	3,200 m²
Stated system value	UGX 4.762 billion
Upfront cost to the customer	None
Monthly lease	USD 17,038 (operating lease USD 13,068 + O&M USD 3,970)
Term	25 years
Security deposit	3 months (USD 51,113)
Ownership	Optional purchase from year 3 at a declining, predefined price; transfer for USD 1 after 25 years
Share of consumption covered	43% overall; 85% of daytime consumption
Included	Monitoring, maintenance, insurance, warranty management, panel washing and repairs, with inverter replacement about every 7 years and battery replacement about every 10 years ("set it and forget it")
Sizing	Subject to validation by logging actual consumption

The lease comes to about USD 204,000 a year, or about USD 5.1m over 25 years before escalation or discounting. Bellavista pays it whether it uses a little electricity or a lot.

How it compares with a Commercial RPM

	Sawa (lease-to-own)	NFE Commercial RPM
Customer pays for	Equipment: a fixed monthly lease	Electricity used, per kWh at the utility tariff, with a 50% minimum
Who carries volume risk	The customer	Mostly NFE, above the 50% floor
Reliability	Comes with the equipment	Part of the service and included in the price
Proposal is built around	The asset (kWp, kWh, system value)	The service (the power stays on at the same price)
Capital	The full system up front	In phases: measure first, then build what the data supports
Ownership	From year 3; USD 1 at year 25	Optional purchase from year 5

What NFE adopted

- **"Set it and forget it" risk allocation.** NFE owns, monitors, maintains, repairs, insures and replaces the equipment for as long as it runs the system, all covered by the energy price.
- **A predefined buyout schedule** agreed at signing, so the customer always has a path to ownership at a known price.
- **An onboarding sequence:** data logging → credit assessment → site assessment → final design → contract → deployment. Sawa asks for corporate documents, utility bills or audited statements, credit references and site or roof information.

What NFE does differently, on purpose

- Bills for energy, not for equipment.
- Leads proposals with the service, with the hardware list secondary.
- Deploys capital in phases as consumption is proven, rather than financing the whole system on day one.

Related: NFE Commercial Reliable Power Microgrids · Commercial RPM decision log

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