Over $100 million invested in off-grid solar
In the last six months...

Yet A Crisis of Trust In Solar

We have found that over half of all solar home systems eventually break or need to be serviced, yet consumers in rural areas lack affordable, quick servicing options. Thus they see it as a wasted investment and go back to kerosene, leading to community distrust and opposition to purchasing new solar products.
Lack of Expertise

Quality of solar installations out of 24 SHS
(Source: GIZ solar market study report 2014)

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<table>
<thead>
<tr>
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</thead>
<tbody>
<tr>
<td>Panels undersized</td>
<td>19</td>
</tr>
<tr>
<td>Panels shaded</td>
<td>3</td>
</tr>
<tr>
<td>Controller undersized</td>
<td>17</td>
</tr>
<tr>
<td>Controller not installed</td>
<td>2</td>
</tr>
<tr>
<td>Battery undersized</td>
<td>5</td>
</tr>
<tr>
<td>Cable loops missing on battery terminals</td>
<td>20</td>
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<tr>
<td>Poor workmanship</td>
<td>3</td>
</tr>
<tr>
<td>Inverter undersized</td>
<td>4</td>
</tr>
<tr>
<td>Inverter connected directly from battery</td>
<td>20</td>
</tr>
<tr>
<td>Failed lamps</td>
<td>11</td>
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</table>
Lack of Quality Components
Benefits of a Solution

RURAL HOUSEHOLDS & BUSINESSES
Increase trust and investment in high quality solar products.
Allow for out-of-warranty repairs for the first time for most products.

SOLAR MANUFACTURERS & OPERATORS
Decrease time and costs on in-warranty repairs of off-grid products.
Decrease installation and maintenance costs on larger systems.

YOUNG RURAL MEN & WOMEN
Reduce youth unemployment through technical skills and entrepreneurship.
Integrated Pipeline

Trusted Technicians
1. Recruitment
2. Training
3. Setup
4. Supply
5. Support

Trusted Parts & Products
1. Sourcing
2. Importing
3. Testing
4. Certification
5. Distribution
Ongoing marketing and community outreach efforts, measurement and monitoring, and subcontracting servicing work.

Supply chain of parts and new products with rigorous quality testing, along with implementation of CRM and inventory-tracking platform.

Technical and business curriculum, with testing and certification by CREEC and SERC. Top graduates are recruited by Village Energy.

Re-branding shop, providing initial inventory/tools on credit, and conducting business launch events with marketing and advertising.

Supply chain of parts and new products with rigorous quality testing, along with implementation of CRM and inventory-tracking platform.

Ongoing marketing and community outreach efforts, measurement and monitoring, and subcontracting servicing work.
The Potential For Women

Our model has the potential to transform women’s lives in income generation, and access to products that will save time & labor, as well as improve access to information, education, and other resources.

1. Access by Women and Girls to Solar Energy
   Increasing of solar, with all the documented economic, health, safety, environmental, labor-saving and civic effects that will particularly benefit women and girls.

2. Role Models in Tech & Entrepreneurship
   Educating and supporting young women as technically skilled entrepreneurs who will also be role models for younger girls in rural communities.

3. Expansion into Water & Cookstove Technologies
   Our technician network and supply chain can become a platform for adoption and sustainable maintenance of cookstove and water technologies.
EOY 2017 Goals

3,000 technicians
Active with sustainable incomes, of which >50% are female.

500,000 people
Gain/regain access to energy through 100,000 systems fixed/sold.

National Standards
In training and product testing in both Kenya and Uganda
Key Focus Areas

DEVELOPING EXPERTISE
Solar Technician Recruitment and Training
Entrepreneurship Training
Business Model and Market Development Support

DEVELOPING SUPPLY CHAIN
Product Testing Facilities
Developing National Standards/Labeling
Developing Spare Part Supply Chain: Manufacturers, Generic wholesale brands

DEVELOPING GOVERNMENT POLICIES
National technician testing and accreditation standards
Product and part testing certification
Duty free import of individual components and batteries