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for Mobile

In partnership with the Netherlands

Highlights from Bangladesh Specific Working Group

The GSMA's Green Power for Mobile Bangladesh specific Working Group was held on the 16th of October 2012 in Dhaka. The event was co-hosted by Grameenphone. Fifty-five delegates from 29 different organisations attended the Working Group, showcasing MNO initiatives to promote green power and energy efficiency, technology development and green energy outsourcing.

The day-long event was divided into 5 sessions.

The **opening session** was kicked off by Areef Kassam, **Green Power for Mobile** Programme Director, introducing the role of the GSMA to promote green power in Asia, as well as specifically in the Bangladeshi market. This was followed by the Arata Onoguchi, **IFC** Programme Manager for GPM, who described the financial support they give the programme.

In the **operators' experience session**, Tanveer Mohammad, CTO of **Grameenphone** presented their initiative and future plans for moving forward with reducing GHG emissions. Mohammad also presented Grameenphone's commitment toward community power and overall energy usage savings. From **Robi Axiata**, Derick Baroi, the Power Manager, walked through the energy efficiency initiative that has taken place across Robi's network.

Both speakers also discussed their expectations of different stakeholders to scale-up green deployment.

The **third session** showcased new technology development where two companies specialising in Fuel Cells and Biogas shared their products and learnings.

Alok Goel, the Managing Director for **Ballard Power System**'s South Asia operations talked about their fuel cell technology and its reliability for deployment in the telecom industry. He also spoke about supply chain availability for deploying fuel cells. Mateen Abdul, the country head for **Emergence Bioenergy** in India, presented the latest technology in biogas and the external combustion engine which could be a good fit for telecom. Abdul also explained how this solution could be more profitable than the conventional biogas plant.

Session four's aim was to bring the green energy outsourcing model to mobile telecom in Bangladesh. Two Energy Service Companies (ESCOs) showed their models which could be replicated in the Bangladesh market.

Kapil Kathpalia, the CEO of **Applied Solar Technologies** shared experience on energy outsourcing in India where Applied Solar Technologies are not only selling energy, but also taking end-to-end responsibility of

the energy management. RK Caprihan, the Advisor of **KMR Infrastructure** described their business model on energy outsourcing and how they maintain the MNO's infrastructure on a regional basis, to ensure KPI and SLA are guaranteed to the customer.

The **last session** was a break out group discussion, kicked off by a briefing on the topics by Ferdous Mottakin, GPM Programme Manager. The delegates were divided into two groups with a mix of operators, vendors, service providers and investors. Topics discussed were:

- The challenge of going green

- Which is the preferred method - CAPEX or OPEX?

Mixed of feedback was received from both groups. The first group felt that investment (CAPEX) and lack of availability of competent energy service providers were the main challenges of going green, whereas the second group thought the unavailability of proper policy support and the extremely high tax rate were major barriers of going green.

For the second topic, the feedback again was divided. A few of the members from both groups thought the CAPEX model would be preferable to deploy green solution as there is a lack of competent ESCOs in the market. On the other hand, other members from both of the groups felt that if scale is offered to the ESCO, the OPEX model could be the best way out.

Overall, the Working Group turned out to be a great platform for Bangladeshi mobile operators, vendors, regulators and service providers to understand what is required to go green. GSMA is committed to hosting another event in Bangladesh within the next few months.

If you have any data for our Green Deployment Tracker, please complete our template and email greenpower@gsm.org.

About GSMA Mobile for Development

GSMA Mobile for Development brings together our mobile operator members, the wider mobile industry and the development community to drive commercial mobile services for underserved people in emerging markets. We identify opportunities for social, economic impact and stimulate the development of scalable, life-enhancing mobile services.

For information on the Green Power for Mobile Programme, please email: greenpower@gsm.org

For information on the Community Power from Mobile Programme, please email: cpm@gsm.org

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