



# MECS Vendor Directory 2013

November 2013



# Introduction

In 2013 GSMA Mobile for Development launched, with the support of the UK Government, the Mobile Enabled Community Services (MECS) programme. Drawing on the strong foundations of the Green Power for Mobile and Community Power from Mobile Programmes, MECS helps to improve access to energy and water services in underserved communities, leveraging mobile infrastructure and technology.

From urban to rural areas, mobile networks have become the predominant infrastructure in emerging markets and more people are now covered by mobile networks than have access to energy and water. The GSMA estimates there are over 327 million off grid subscribers and that a total estimated addressable market of 940 million people could benefit from Mobile Enabled Community Services.<sup>1</sup>

As the year comes to a close, the MECS Programme releases its second Vendor Directory; including many more vendors than in the January issue, reflecting the dynamism and growth of energy and water service entrepreneurs in emerging markets.

Mobile operators can support improved access to energy via 5 main channels:

- Last mile distribution networks of handset retailers and airtime vendors can be used by energy product companies to reach customers

- Mobile tower's existing power generation equipment can be used to provide access to energy services to nearby off-grid communities
- Mobile money and payments can provide consumer financing and pay-as-you-go solutions to energy
- Machine-to-machine (M2M) communication technology using embedded SIM chips can transmit real-time service usage and quality data to a central management system
- Voice, text messages and mobile applications can be used by communities to support on-going operation & maintenance of decentralised solutions or water and energy service organisations to create efficiencies in their operations

The MECS Vendor Directory builds on the past experience of the Community Power from Mobile and Green Power for Mobile vendor directories as well as the *Charging Choices* reports from 2010-11. The vendors within this directory have been ordered alphabetically and subsequently categorised at the back according to their specialist field. We hope that this directory will provide a snapshot of the current market and is organised in a clear and concise way. We intend to keep this directory a dynamic document, with relevant updates on a regular basis.

If you are a vendor and are interested in making a submission to the Vendor Directory in time for the next update, please contact [mecs@gsma.com](mailto:mecs@gsma.com)

This list of vendors is not GSMA approved or vetted but is intended to be a useful starting point for operators when making enquiries. Additionally, please note that GSMA have not revised any of content in these submissions. Any changes have been merely to the format for consistency purposes.

Kind regards,  
**The MECS team**

<sup>1</sup>The GSMA estimates the total Addressable Market for mobile enhanced energy access is more than 680 million people or 53% of the total global population without access to the electricity grid but within GSM coverage and the total Addressable Market for mobile enhanced water access at approximately 262 Million people or 34% of the global population without access to improved water sources but within GSM coverage.

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# 1001 fontaines

## Company background

Since its foundation in 2004, 1001 fontaines has been pioneering market-based approaches to the sustainable provision of clean drinking water in rural communities. Co-founded by two engineers, the organisation provides an innovative and energy efficient model to address the issue of access to water in rural areas.

Inspired by Louis Pasteur's quote "we drink 90% of our diseases", the co-founders of 1001fontaines chose to focus on health via the provision of clean drinking water (2 litres per person per day) to isolated rural villages, which frequently fall outside the scope of water access projects and may have to wait for years or decades to gain access to a piped water system. Our solution enables these populations to produce and distribute safe drinking water locally, based on a social enterprise model.



## Category of company

Water service provider.

## Year the enterprise was founded

2004

## Product and service description

Small water treatment facilities are implemented in each village and entrusted to a local villager ("small private operator") trained to produce and distribute safe drinking water at an affordable price to the villagers.

The revenues generated by the water sales guarantee the sustainability of the initiative. They also ensure that each village is self-sufficient and that the solution is durable and has a long lasting impact on the health of these villagers.



One of 1001fontaines' main differentiators is ensuring the quality of the drinking water at the point of consumption. Many projects provide access to water at the point of distribution but subsequent transportation/storage can impair the water quality. By bottling the water and delivering it to the homes of the beneficiaries, 1001fontaines achieves a greater impact on health.

Once a production site is operational, water sales generate enough revenues to cover all expenses including the operators' salaries, operating and maintenance costs, shared services costs and quality control. These operations are performed by a local team ("platform"), in exchange for a monthly fee paid by the entrepreneur (micro-franchising model).

## Geographic footprint

Cambodia, Madagascar, India.

### Client testimonial

"We do not need to boil water any more or collect wood, the quality of the 1001 fontaines water is better because it is very clear and the children are in better health, no more diarrhoea". Mrs. SAM Pao, Cambodia

"The price of the 1001fontaines water is reasonable and we save a lot of money and time by not having to go so often to the medical centre". Mrs. CHE Srei, Cambodia.

### Address

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The Little Adelphi,  
10 John Adam Street,  
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### Contact

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# Angaza Design

## Company background

Angaza Design is a for-profit social venture focused on eradicating energy poverty in emerging markets by removing the upfront cost barrier of solar energy systems.

In May 2012, Angaza launched the SoLite3, a bright solar light and mobile-phone charger with embedded, proprietary Pay-As-You-Go (PAYG) technology. With PAYG, customers can purchase the SoLite3 at a low upfront price, and then pre-pay for energy with micropayments tied to their usage. These micropayments are credited towards the total price of the device.

By allowing energy payments to fit customers' cash flow while tailoring energy prices to local markets, Angaza redirects expenditures on kerosene, candles, and disposable batteries towards the purchase of solar home systems. Angaza's PAYG technology can be incorporated at minimal cost, making it optimized for a wide-range of distributed technologies.



## Category of company

Off-grid product provider, pay-as-you-go solution.

## Year the enterprise was founded

2010

## Product and service description

The SoLite3 includes a 3 Watt solar panel, LED light with three brightness settings, and a mobile-phone charger. Integrated PAYG functionality allows customers to purchase the unit over time in small, affordable increments. PAYG integrates directly with existing mobile money and cellular infrastructure, and is regulated via Angaza's cloud-based Energy Hub. To add money to their SoLite3, a customer simply sends a mobile money micropayment to Angaza. The Energy Hub then calls the customer's cell phone and uses the open audio channel to securely communicate the payment information to the product, using data encoded in tones.

This low-cost data transfer method allows PAYG to be incorporated into solar devices at minimal cost. Payments are rent-to-own, and the unit permanently "unlocks" when the full purchase price has been reached.

## Geographic footprint

Current sales through East Africa and Zambia, with global expansion plans.

## Address

Angaza Design,  
414 Brannan St.,  
San Francisco  
CA 94107  
U.S.A.

## Contact

Lesley Silverthorn  
Marincola, CEO

## Telephone

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## Email

sales@angazadesign.com



# Applied Solar Technologies (India) Pvt Ltd

## Company background

Applied Solar Technologies ("AST") is green and renewable power solution company in India. During last four years of operations in India AST has acquired expertise to design, deploy and operate green energy solutions based on solar PV and HFC for variety of off grid applications in telecom, oil, banking and community power sector.

AST has deployed more than 12MWp solar PV panels. AST has a footprint of approx. 2,500 solar hybrid installations at telecom sites and are now moving to do community power from near those locations. In addition to this, we have ongoing installations on rural ATM's and highway based petrol stations. AST is presently testing community electrification in synchronisation with tower solarisation enabling rural households for lighting source and SMEs to generate new business opportunities.



## Category of company

Off-grid product provider, off-grid ESCO.

## Year the enterprise was founded

2008

## Product and service description

We offer a complete range of services covering energy survey, solution design, supply, installation and power supply management for renewable hybrid energy systems based on solar PV for telecom towers as well power requirement of community in the vicinity of telecom tower. AST community power solutions comprise of intelligent charging device and an efficient light delivery mechanism including mobile charging. The solution is a device based one developed 100% in house after surveying and analyzing customer needs and drawbacks of existing systems. Intelligent charging has embedded GSMA technology for information transmission, analysis and control from our NOC.



We are currently exploring the viability of a rural economic zone to be set up near a cluster of 18 villages. We plan to integrate mobile payment mechanism in the community services model.

## Geographic footprint

Currently in India – Bihar, UPE, UPW, MP and Haryana states. Plan to expand to Africa and ASEAN countries.

## Scale/maturity of enterprise

Pilot program in progress. We have 450 subscribers registered and 50 devices in field tests at households.

2500 plants at telecom towers in Bihar, Jharkhand and UP. 75 plants at petrol pumps and 25 plants at rural ATM's.

## Client list

Bharti Infratel,  
Indus Towers,  
Idea cellular,  
ATC

## Client testimonial

Two of our customers – Bharti Infratel Limited and Indus Towers received awards from GSMA and Voice Digest for the solar programmes undertaken by them. In the case of Bharti Infratel we were the sole providers to them at the time of the award and in Indus we had more than 50% share of the program.

## Address

Applied Solar Technologies  
(India) Pvt Ltd, ATS Tower,  
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Nagar. U.P – 201305

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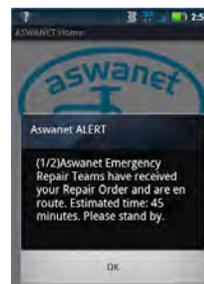


# Aswanet, Ltd

## Company background

Aswanet works with people and partners to develop innovative and long-lasting solutions to the water, sanitation, and hygiene problems in the developing world. The firm strives to continually improve current technologies, to experiment with promising new technologies, and to leverage resources to multiply its impact.

Aswanet is a water and sanitation service provider that operates on a continuous service model using ICT tools to monitor infrastructure and bill customers. A combination of mature and new technologies will be deployed to provide sustainable water and sanitation services to clients in peri-urban and rural areas. The firm focuses on water provision for both personal consumption and production of agriculture.



## Category of company

Water service provider.

## Year the enterprise was founded

2012

## Product and service description

Aswanet provides high-quality and affordable engineering, construction, and maintenance services to communities and institutions. We use a continuous service model with Emergency Repair Teams on standby to repair any issue that affects service delivery. We also provide emergency tanker support when major repairs are needed, thus ensuring that our clients always have functional access to water and sanitation points. ICT technologies are used to facilitate billing and monitoring of infrastructure.



## Geographic footprint

Piloting in Buikwe District, Uganda, with plans to pilot in Rwanda.

### Address

Aswanet, Ltd

### Contact

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Managing Director

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# Azuri Technologies Ltd

## Company background

Azuri develops and manufactures Indigo, a revolutionary solar power technology and business model that is transforming the opportunity in off-grid emerging markets, enabling users to benefit from clean renewable energy and simultaneously halve their energy spend.

From the first Indigo deployments in September 2011, customers in 10 countries across sub Saharan Africa are now benefitting from the affordable pay-as-you-go home solar systems. As part of the scale up, Azuri secured a £1M working capital loan from Barclays Bank in Q1 2013 and a \$1M grant from USAID.

Azuri is a World Economic Forum Global Technology Pioneer and was named the winner of the 2013 Zennström Philanthropies Ashden Award for Innovation.



## Category of company

Pay-as-you-go solution.

## Year the enterprise was founded

2010

## Product and service description

Award-winning Indigo technology combines mobile phone and solar technology to provide pay-as-you-go solar power that replaces kerosene and phone charging services, while cutting users' spend by as much as 50%.

Using a mobile phone to top-up their Indigo system, Indigo delivers affordable entry-level power for rural off-grid customers, providing basic lighting and mobile phone charging. The entry level product has received Lighting Global Product Testing Verification.

Azuri is pioneering a stepwise electrification model called the Indigo Energy Escalator whereby families can access progressively more electricity and over time can add important items such as additional lighting, a radio, internet tablet or TV which bring even rural customers closer to the knowledge economy.

## Geographic footprint

Sub Saharan Africa: East, Southern and West Africa.

## Scale/maturity of enterprise

As of Q3 2013, there are 21,000 Indigo systems, either in the hands of customers or in the supply chain. In June 2013, the first customers in Kenya completed the PAYG journey and have unlocked their units forever.

### Client testimonial

"People are seeing us as rich people because of the Indigo, so our lives have changed. We want each and every one around us to get the light" Florence, Uganda

"Now I have unlocked I am the envy of my neighbours – they cannot wait until it is their turn" Anne, Kenya

"I always want to be the first one, a leader, and I am proud to be an Indigo Pioneer. I invite my neighbours to my home and I am proud," John, Kenya

### Address

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# Barefoot Power Pty Ltd

## Company background

Barefoot Power, a social for-profit enterprise, manufactures and distributes solar phone charging, lighting products and business development services to people at the base of the global economic pyramid.

Our mission? To bring affordable renewable energy and efficient lighting to 10 million people by 2015 and help eradicate energy poverty. How will we do that? Barefoot Power strives for operational excellence. By bringing electricity to millions of people that currently use kerosene lighting and walk far for phone and battery charging, we plan on reversing the traditional process of rural electrification.



## Category of company

Off-grid product provider, distribution company.

## Year the enterprise was founded

2005

## Product and service description

Barefoot Power has developed an expansive product range of low-cost lighting and phone charging systems that range from portable single-lights products to solar home systems.

Barefoot Power is has launched the new Barefoot Connect range of products.

The Barefoot Connect series includes a range of ruggedised and affordable home and business solutions. This new range has been designed based on feedback and advice from users and distribution partners. The Connect series includes brighter and more robust lights, battery charge indicators, four stage microprocessor controlled battery charging

and maintenance, low battery warning system, USB outputs to charge smart phones, a 12V output for appliances and more.

The Connect series is both plug-and-play and upgradable.

## Geographic footprint

Africa, Asia Pacific, India, the Americas.

## Scale/maturity of enterprise

We have sold 632,000 units, and over 2000 entrepreneurs have been trained.

## Client list

MTN/ Simba Telco,  
Orange

## Address

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Epping, NSW 2121  
Australia

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# BBOXX Ltd

## Company background

BBOXX is a London-based company that is undertaking the Solar Revolution in the developing world. We support this revolution through the following strengths and tools:

- A broad range of Plug & Play solar systems providing between 5Wh to 25,000Wh of reliable electricity every day
- A growing network of 14 franchises in 14 different countries
- We provide our partners with the tools, the products and the confidence to be market leaders
- A strong brand image with track record of delivering projects to renowned customers
- Our own research and manufacturing infrastructure in the UK and China
- A diverse and international team to provide ongoing support to deliver operational excellence



## Category of company

Off grid solar product providers.

## Year the enterprise was founded

2010

## Product and service description

We provide a variety of products to suit the requirements. Our BB5 is a product with sufficient power to power lights, charge phones and even a small TV. As the products get larger, they are capable of powering more high efficiency products which we also supply. Our distributors are contracted and trained to support our products with maintenance and a 1 year warranty on our products, 20 years on the solar panels.

Our product range reaches up to an ability to power shops and houses including fridges, large TVs and full sets of lights both on- and off-grid to both supplement and replace the role of traditional grid power supply.

## Geographic footprint

Throughout Africa with a presence Asia and South America.

## Scale/maturity of enterprise

20,000 products sold since inception in emerging markets.

### Client list

Tigo Tanzania  
(Milicom)

### Client testimonial

"BBOXX is very fast and efficient at improving its existing product range and developing new products based on the market feedback we provide them with"  
Bruce Otjacques, CEO of BBOXX Uganda

### Address

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London EC4R 2SU

### Contact

Joe Segal

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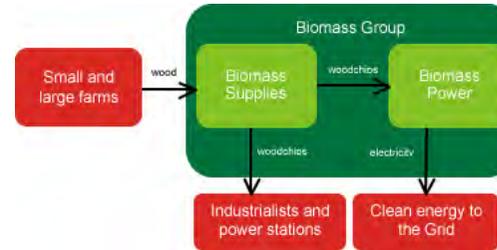
# Biomass Supplies (Private) Limited

## Company background

Biomass Group is the holding company for Biomass Supplies Ltd and Biomass Power (to be incorporated). Our vision is to develop the biomass energy resources -particularly on the equator- and generate power from this resource. Sri Lanka is the first country in which we are demonstrating our business model.

The primary biomass fuel will be Gliricidia, a rapidly growing, short-rotation tree that is found growing wild throughout Sri Lanka; grown by plantations as a shade tree and soil improver, and by smallholders as a "live fencing", support for other crops, animal fodder and fertiliser.

We are in the process of signing small farmers and farmer organizations to be our primary suppliers. We have registered 15,000 farmers, our aim is to have 35,000 farmers registered by mid 2014.



## Category of company

Off-grid ESCO.

## Year the enterprise was founded

2010. Trading commenced in 2013.

## Product and service description

Biomass Supplies has drawn up long-term supply contracts with 15,000 farmers as well as a number of private landowners to be suppliers of Gliricidia. These sources will be a reliable source of wood and provide security of supply wood sticks, woodchip and wood pellets.

We are currently selling wood sticks to industrial customer and will be a position to export the harvested Gliricidia in pellet form by Dec 2014. We will also be supplying fuelwood to the 10MW power stations being built by our sister company Biomass Power.

## Geographic footprint

Sri Lanka – covering North, North East and North Western provinces.

## Scale/maturity of enterprise

Currently building the supply chain with 15,000 farmers and the setting up of a fuelwood export depot with the capacity of 60,000 tons is being planned with the plan of the first shipment going out of Sri Lanka by Dec 2014.

### Address

Biomass Supplies  
(Private) Limited,  
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Colombo, Sri Lanka

### Contact

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### Telephone

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### Email

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@biomass-group.com



# CAT Projects

## Company background

CAT Projects operates throughout the Asia Pacific, specializing in remote area project management, power and renewable energy system engineering, and community engagement and stakeholder management. Our primary focus is on delivering innovative solutions for optimizing the generation, distribution and consumption of energy, with particular expertise in the technical and financial analysis, design and implementation of remote mini-grids (both hybrid and pure RE), and large grid-tied solar PV power plants.

CAT Projects has delivered numerous significant and award winning national and international renewable energy projects for clients that include government and intergovernmental agencies, power utilities, community organizations and large commercial firms, and we have established knowledge partnerships with Australian Solar Institute, CSIRO, NREL and the Clinton Climate Initiative.



## Category of company

Off-grid product provider.

## Year the enterprise was founded

2007

## Product and service description

The Bushlight Model is a comprehensive, structured, thoroughly documented and resourced process for consultatively planning and implementing remote village mini-grid energy systems. Developed to facilitate the establishment of reliable electricity supplies in remote areas, the model's effectiveness has been successfully proven through applications in over 150 communities in Australia and a number of systems operating in rural India. Systems developed through this model deliver reliable electricity supplies that are available 24/7; which it achieves through community education and energy planning activities and innovative DSM hardware which limits the total energy (in Watt-hours) individual consumers can draw on any one day.

This allows for fixed daily demands, system optimization and simplified tariff structures and billing. The Bushlight model is readily adaptable to different social contexts and a range of storage based supply technologies.

## Geographic footprint

Across the Asia-Pacific region (India, Nepal, Philippines, Cook Islands).

## Scale/maturity of enterprise

The Bushlight model has been used to guide the delivery of reliable, quality electricity services to over 150 remote Indigenous communities across central and northern Australia, and adapted and demonstrated in remote communities in western Orissa and the Sundarbans regions of India.

Bushlight Model DSM hardware have been utilized in all systems: the Urja Bandhu in over 100 households, community and commercial building in India, and the equivalent Energy Management Unit in over 300 remote Indigenous households in Australia.

## Client testimonial

"...Anybody would be happy with a Bushlight India system; the quality of the technology shows that the people are respected and the people themselves recognize this and this makes a huge difference to them and their acceptance of the technology." Joe Madiath, Executive Director, Gram Vikas, Orissa, India  
Our village has become like a town now. We are very happy."  
Bhagirathi Takre & Sairandhri Nayak, Maligaon village, Orissa, India.

## Address

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## Contact

Lyndon Frearson, General Manager

## Telephone

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## Email

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# Clean Power Systems

## Company background

Clean Power Systems ("CPS") provides end-to-end power solutions that dramatically reduce diesel generator runtimes, diesel fuel consumption and overall operating expenses for mobile network operators ("MNO") tower sites in developing markets where power is unreliable or unavailable.

The technology has been proven and tested in CPS core markets of Middle East & Africa. CPS provides the system audits, designs, delivery, installation and ongoing support services for all of its solutions. In most cases, CPS sells direct to its customer base and in some cases, sells its solutions through channel partners.

CPS was founded to drive clean and renewable power into the telecoms space, where a significant positive impact to the customer, our environment and local communities can be achieved. The CPS executive team cumulatively has more than 120+ years in Global Telecoms, Power and Renewable Energy within the developing markets of the world.



## Product and service description

Our systems are engineered to the highest levels of quality and performance and have been proven on 1,000's of site deployments in the most challenging power environments.

CPS Solutions serve 2 primary types of sites:

1. **Off-grid sites** where diesel generators are primary source of power, running 24/7
2. **Poor-grid sites** where grid power fluctuates in voltage or has phase failures, causing the diesel generator to power the site

CPS SolSite Systems provide solutions with total OPEX savings in excess of 70%

1. SolSite Hybrid Generator/Battery Platform for off-grid sites
2. SolSite Line Conditioning Platform for poor-grid sites
3. SolSite Renewable Platforms for solar/PV & Wind turbines

## All SolSite Systems:

- Renewable Ready for upgrades to Solar or Wind at any time
- Include our Remote Monitoring & Management System: "SolSite Manager"
- Full System Performance Monitoring & Management System

## Geographic footprint

**Africa:** Kenya, Uganda, Tanzania, Sudan, South Africa, Namibia, Ghana, Burundi, Congo, DRC, Niger, Mali, Gabon, Senegal, Mauritius.

**Middle East:** UAE, Saudi Arabia, Pakistan, Afghanistan, Iraq, Egypt.

**Latin America:** Bolivia, Panama, Costa Rica, Peru, Argentina, Brasil, Chile, Ecuador, Colombia, Haiti.

**Asia Pacific:** Malaysia, Indonesia, Australia.

**Europe:** Spain, UK, Czech Rep.

## Client list

All Major Tower Leasing Co's in Africa,  
LeBLANC Group

## Address

Clean Power Systems,  
PO Box 565. Tarrytown,  
NY 10591, USA

## Contact

William Bubenicek

## Telephone

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Bill.bubenicek@  
clean-power-systems.com

# d.light design

## Company background

A for-profit social enterprise, d.light manufactures and distributes solar lighting and power products targeting the 2.2 billion people globally without access to reliable electricity.

Through 10 field offices and four distribution hubs in Africa, China, South Asia and the United States, d.light has sold nearly 5 million solar light and power products, improving over 24 million lives.

We aim to empower the lives of at least 100 million people by 2020. d.light serves over 40 countries, through over 10,000 retail outlets, 10 field offices, and four regional hubs. The company employs over 100 people directly, and indirectly employs hundreds more worldwide.



## Category of company

Off-grid product provider and pay-as-you-go solution.

## Year the enterprise was founded

2007

## Product and service description

Our products provide bright, clean light for millions living without adequate electricity where conditions are harsh and sunshine is abundant. We use the world's best product design principles, along with solar and LED technology to make the highest quality, rugged, reliable and affordable lanterns.

The d.light product line includes:

**S2:** An ultra affordable solar task light delivering 4 hours of bright light.

**S20:** A solar lantern delivering 8 hours of bright solar light and 360-degree space lighting.

**S300:** This premium solar light and solar mobile charger provides 16 hours of bright light and enables charging for phones and other low-power USB devices.

**D20:** Our solar home systems comes with three lights and a USB outlet that allows customers to power their phones and USB devices like MP3 players and digital cameras.

## Geographic footprint

d.light serves more than 40 countries, including Asia, Africa and Latin America

## Scale/maturity of enterprise

d.light has sold nearly 5 million lights since inception

Currently partnering with M-KOPA in Kenya that is using d.light's solar home system with its Pay-as-you-go technology for thousands of customers.

## Client list

Safaricom, Kenya,  
Solomon Telekom,  
Roshan, Afghanistan

## Client testimonial

Bala has a small chicken farm. He was so "completely convinced" of d.light's great value based on the construction, he now owns seven d.light lanterns. Light at night has increased his chickens productivity by 300 percent.  
Bala Suleman – Mataisia Town near Kano, Nigeria

## Address

d.light design,  
650 5th Street,  
Suite 302,  
San Francisco,  
CA 94107

## Contact

Ned Tozun

## Telephone

1-650-630-9714

# Decentralised Energy Systems India Pvt. Ltd. (Desi Power)

## Company background

DESI Power has over 16 years of experience in integrated solutions for energy-driven rural development, focusing on renewable energy based power plants, energy services and local enterprises. DESI Power aims to create a local infrastructure and promote businesses so that a large part of the local value addition remains in the village and local jobs are created.

The model of DESI Power is an integrated solution where power plants, energy services, local enterprises and agriculture work closely together to make each other profitable. DESI Power has developed hybrid solutions based on various suitable renewable energy sources to meet village, ME and Tower load demand.



## Category of company

Off-grid ESCO.

## Year the enterprise was founded

1996

## Product and service description

DESI Power plans, builds and operates renewable energy based power plants in villages and provide end to end solutions. DESI Power's model of Employment and Power (EmPower) Partnership Program provides a tested working solution in which power plants, micro-enterprises, businesses and energy services are build simultaneously in a village jointly with local partners. Affordable and reliable electricity makes local micro-enterprises profitable and micro-enterprises and new wage earners become dependable buyers of adequate amounts of electricity and energy services to make the power plants profitable.

DESI Power also supplied green electricity to the mobile towers and in future will be supplying power to many towers as part of its energy service business. DESI Power offers "Engineering, Procurement, Construction, O&M" [EPCOM] services to decentralised power plant promoters and offers training services.

## Geographic footprint

Presently DESI Power's focus is on Araria district of Bihar.

## Scale/maturity of enterprise

Presently 4 power plants and number of customers are in the range of more than 5000.

## Address

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# Emergence BioEnergy Inc.

## Company background

Emergence BioEnergy Inc. (EBI) is a US-based company developing remote power solutions in emerging markets. EBI is currently piloting a low-maintenance, primary power generation system in Bangladesh operating from biogas and other fuels, including propane, natural gas or any hydro-carbon-based fuel.

EBI developed a model for distributed generation that can provide continuous, reliable power for telecom towers, while empowering local farmers in remote areas by creating revenue streams from waste. The EBI approach addresses a number of key issues facing telecom tower operators including reliability, fuel logistics, community relationships and long-term sustainability.

EBI is headed by Iqbal Quadir, the founder of Grameenphone. Our first pilot site is operating in Bangladesh since 2012, with commercial operations beginning in early 2014.



## Category of company

Off-grid ESCO.

## Year the enterprise was founded

2006

## Product and service description

The EBI product is based on Stirling micro-CHP technology that is uniquely suited for mission critical remote power needs:

**Fuel Flexibility/Primary Power:** The solution can run 24\*7 continuously without the need of a backup power from any hydro-carbon fuel including renewables like biogas or biofuels in addition to traditional fuels like diesel or natural gas. The engine can also switch between fuels without any intervention.

**Heat Recovery:** The micro-CHP can recover heat produced during power generation, cycling this heat into a secondary cooling process that can provide air-conditioning without the using electricity.

**High Operational efficiency:** 70,000 hours (10 year) operational life, less than 20% maintenance costs of diesel generators, increased battery life and fewer site visits results in dramatically reduced costs.

**Low noise:** Engine noise levels do not exceed 65 dBA, which means it can operate in remote villages without disturbing the environment.

## Geographic footprint

Bangladesh, India, Pakistan.

## Address

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# EcoEnergy Finance

## Company background

EcoEnergyFinance makes clean energy accessible to Pakistan's energy-poor through its integrated marketing, sales and service network.

We build a detailed understanding of our target customers to provide them clean energy products that can improve the quality of their lives.



## Category of company

Off-grid product provider and distribution company.

## Year the enterprise was founded

2010

## Product and service description

EcoEnergy is a multi-vendor distributor that has developed a channel for clean energy products in the province of Sindh, Pakistan. We currently stock solar lanterns (manufactured by d.light) and small solar home systems from a local assembler.

## Geographic footprint

Sindh province in Pakistan.

## Scale/maturity of enterprise

Start-up. Refining business and distribution model.

88 independent retailers, 300 products sold in 6 months.

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## Contact

Jeremy Higgs,  
Director of Operations

## Email

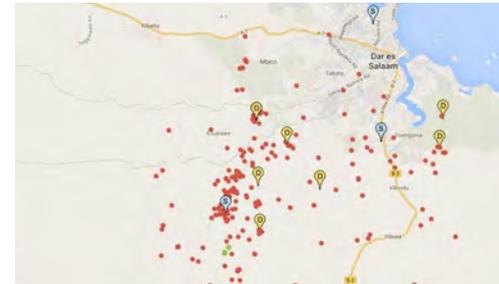
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# EGG-energy

## Company background

EGG-energy bridges the “last-mile” power distribution gap by developing efficient and profitable supply chains for energy services. The company is technology-agnostic and focuses on distribution and service, finding energy solutions that are suitable for their customers now and helping to build the foundation for a modern distribution network.

EGG-energy is developing customer knowledge, a network of physical locations, operational expertise, local technical capability, and information systems that will allow the company to evolve with new technologies. The company started by providing a battery subscription service and has transitioned to sales, installation, service, and financing of solar PV systems for homes and small businesses.



## Category of company

Distribution company.

## Year the enterprise was founded

2009

## Product and service description

Currently EGG-energy is focusing on last-mile distribution for solar PV systems, both standalone and pay-as-you-go. The company has standard offerings between 15Wp and 200Wp, and can provide larger custom installations. The company interacts directly with the customers, providing sales, installation, after-sales service, and financing. EGG-energy is focused on building a strong brand based on reliability and affordability to attract referrals and continued revenues from upgrades, appliance sales, and after-warranty service.

## Geographic footprint

Currently operating in the Dar es Salaam, Pwani, and Iringa regions in Tanzania.

### Client testimonial

“EGG is great and the employees are doing a good job on making follow-ups on the customers. It makes us feel important” Abbas Juma, Kikungo  
“Since EGG, I have completely forgotten about kerosene. I don’t even know how much it costs these days” Fatuma Bakari, Zingiziwa

### Address

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# Eternum Energy

## Company background

Eternum Energy brings together a team of passionate entrepreneurs with engineering and business expertise combined with an in-depth knowledge of the Africa market. Eternum Energy designs and develops energy products in-house in order to support the development of rural African communities in sustainable ways and to encourage economic growth.

Eternum Energy's current focus is to reduce the cost of cell phone charging and lighting in rural areas of developing nations; providing essential energy services in deep rural areas via affordable and highly scalable sales, distribution and business models.



## Category of company

Off-grid product provider, distribution company, Pay-as-you-go solution.

## Year the enterprise was founded

2009

## Product and service description

Eternum Energy produces SOLARIS, a business-in-a-box charging product that allows a village entrepreneur to provide cell phone charging and lighting rental facilities to their local community. The unit is compact and highly affordable being able to charge 6 devices at a time and up to 20 per day via standard USB ports. SOLARIS allows an owner-operator to receive a return on the cost in less than 3 months!



Eternum Energy has also developed the POLARIS low cost personal cell phone charger. The device is a 1.3 watt solar charger that allows a single cell phone to be charged directly from the solar panel; providing individuals with instant power from the sun. 'Safe-charging' technology allows compatibility with a wide variety of cell phones.

## Geographic footprint

Zambia, Zimbabwe, Malawi, Kenya, Burundi, Ghana, Nigeria, Tanzania, Uganda, Rwanda.

## Scale/maturity of enterprise

2500 products sold since inception in emerging markets.

## Client list

Airtel Kenya

## Client testimonial

"The SOLARIS solution is really a huge benefit in the deep rural market in Kenya, with our distributors really gaining interest after the products were showcased at the Airtel All-Stars event in Kakamega. Eternum Energy can attest to the sales they made in one day at the event. In Western Kenya I believe the product will do well due to lack of electricity (most homes do not have electricity available for them and they do have mobile phones)." Anthony Opiyo, Regional Manager, Airtel Kenya

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## Contact

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eternumenergy.com



# Fenix International Inc.

## Company background

Fenix International is a venture funded, Silicon Valley based renewable energy company that designs and manufactures energy solutions for mobile telecoms in emerging markets.



## Category of company

Off-grid product provider, pay-as-you-go solution, and distribution company.

## Year the enterprise was founded

2009

## Product and service description

ReadySet is a plug-and-play solar power system that can power mobile phones, lights, radios, tablets, Wi-Fi routers. ReadySet's intelligent electronics protect its battery life against short circuits, high temperatures and deep discharge.

ReadySet empowers entrepreneurs in emerging markets to deliver electricity to their communities. By powering mobile phones for a small fee (~\$0.20 USD), ReadySet entrepreneurs can generate substantial income. Studies with Fenix's distribution partners MTN and Vodafone have demonstrated that the cost of the ReadySet can be earned back in as little as 3-6 months through phone charging income and savings on kerosene for lighting.

By keeping users' phones fully charged, off-grid subscribers utilize more services such as airtime, mobile money, and data.

Fenix's new product ReadyPay Power enables mobile subscribers to access energy through affordable mobile money payments.

## Geographic footprint

Uganda and Tanzania, plus pilots across emerging markets.

## Scale/maturity of enterprise

As of October 2013, mobile operators (Fenix's distribution partners) have sold over 4,200 ReadySets in emerging markets.

## Client list

MTN Uganda,  
Vodacom Tanzania

## Client testimonial

"We worked together [with Fenix] over a 2 year period to develop and refine a product that could be easy to use, high quality, and different from what we find in the current market." Themba Khumalo, Group Operations Executive, MTN Group (former MTN Uganda CEO)

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# Freeplay Energy Ltd

## Company background

Freeplay Energy is based in the UK and South Africa, working globally to improve access to energy, light and communications for the millions of people currently living without a regular electricity supply.

To address the needs of these energy impoverished people, Freeplay Energy has developed a range of solar and dynamo-powered products designed specifically for off-grid communities in the developing world, and those recovering from natural disasters.

Until the invention in the 1990s, by Trevor Baylis, of the 'clockwork radio', traditional radios relied on an electrical supply or the availability of disposable batteries. Both of these were in short supply across developing countries. It was realised that the potential for self-sufficient electronics could go much further than radio and Africa, so the "self-sufficient electronics industry" and Freeplay Energy were born.



## Category of company

Off-grid product provider.

## Year the enterprise was founded

1994

## Product and service description

Freeplay Energy's patented technology harnesses solar and human energy and converts it into electricity to power unique portable consumer products, replacing conventional disposable batteries that are expensive, environmentally toxic and often hard to source.

Freeplay makes a range of energy solutions that provide light and power for isolated communities. The entry-level Energy Centre is a simple, compact solar-powered lighting system and mobile phone charger that provides six hours of 2W light, or three smart-phone recharges per day (or equivalent combination).

The full product range includes radios, flashlights, lanterns, and mobile power devices, most including mobile phone charging features. Freeplay's products are currently in use in a range of aid and development, emergency preparedness and disaster recovery environments, with the Encore Player radio offering an additional MP3 record and playback feature.

## Geographic footprint

Global.

## Client list

UN Agencies,  
Farm Radio International,  
UK Department for International Development,  
International Committee of the Red Cross,  
Médecins Sans Frontières,  
USAID

## Client testimonial

"These radios do not need batteries. They are the most innovative thing I've ever seen and they solve a lot of problems for these families."  
Chery Jean Benito, Les Cayes, Haiti

## Address

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Aid and Development  
Manager

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# Frontier Markets

## Company background

Frontier Market's (FM) mission is to provide reliable, affordable, and high-quality clean energy products to the low-income households in rural India. FM knows that unless customers are satisfied with solar products, its impact will not last. FM has superior after-sales service to ensure that customers understand the new technology and its benefits.

FM builds a brand of trust, and a relationship with customers so that they may voice their household needs scaling solar initiative. To date, we have sold 10,000 solar solutions in 2 states of India.

We are dedicated to reaching millions of low-income households, removing thousands of tons of carbon from the atmosphere, and providing income-generating opportunities to thousands of villagers in India and beyond.



## Category of company

Marketing, distribution, and service company.

## Year the enterprise was founded

2010

## Product and service description

Frontier Markets offers a unique distribution model as part of its inclusive business, partnering with local entrepreneurs who sell our clean-energy products under the brand name 'Saraal Jeevan.' We have set up brick-and-mortar service facilities to fix any technical issues and educate customers. We engage with consumers to better understand their product and design needs, so that by working with technical partners we are able to provide them with high-quality, relevant products. Our 18+ years of experience in rural marketing and market-based solutions give us a better understanding of how to reach the right customers, and provide applicable products to different segments of the market.



We have been negotiating price points which are affordable for our target customers. Our high-touch approach and emphasis on quick and simple servicing allows customers to trust our brand and regain confidence in clean-energy solutions as a way to improve household health, wealth and productivity.

## Geographic footprint

We have established presence in Rajasthan and Andhra Pradesh, reaching over 5,000 villages, serving over 150,000 households.

## Scale/maturity of enterprise

We have sold over 10 K clean-energy systems to BOP customers.

We have over 10K customers who have completed payment for clean energy solutions, or are currently paying.

10,000 products sold, a network of 105 rural entrepreneurs (franchised sales agents), and 20 field staff.

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# Gham Power Nepal

## Company background

Gham Power has been addressing the issue of load-shedding and resulting high diesel costs by delivering solar powered energy solutions to businesses and individuals.

Since 2010, we have installed 300 KW of solar in Nepal for clients like Maiti Nepal Girls shelter, Bayalpata hospital, US Embassy, EVK2 research lab at Mt Everest, and hundreds of residences and small businesses.



## Category of company

Off-grid product provider and off-grid RESCO.

## Year the enterprise was founded

2009

## Product and service description

Through its Rural MicroGrid solutions, Gham Power integrates solar PV plants with appliances such as wireless internet, agro-processing mills, water-pumps, chilling units..., which help local businesses and the community to generate revenue and improve their socio-economic conditions while at the same time keeping a low environmental footprint. Our Power Generation Unit is capable of combining solar PV with other renewable energy sources, reducing the energy storage requirements and improving energy costs altogether.

Gham Power offers a monthly flat fee to the MNOs or tower companies and ensures a reliable supply of solar electricity to their telecom towers.

## Geographic footprint

Nepal.

## Scale/maturity of enterprise

1 plant of 10KW for EVK2 Research Lab at Mount Everest Base Camp.

500KW worth of pilot project in 5 clusters of villages (34 Rural MicroGrids).

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# Grundfos Lifelink

## Company background

The purpose of Grundfos Lifelink is to provide sustainable solutions for water supply to people in the developing world. Grundfos Lifelink water solutions combine innovative technology with professional service networks for long-term reliable water supply. Through a holistic approach taking into account the entire value chain, Grundfos Lifelink water solutions can deliver four dimensions of sustainability for water service delivery – technical, financial, environmental, and social.

Being part of the Grundfos Group, one of the world's leading pump manufacturers, Grundfos Lifelink builds on more than 60 years' experience in developing, selling and servicing pump solutions. Since 2009, Grundfos Lifelink has been operating in Kenya, where nearly 100,000 people enjoy reliable access to clean water from a Lifelink system. Grundfos Lifelink is now scaling operations across Africa and later Asia.



## Category of company

Pay-as-you-go solution.

## Year the enterprise was founded

2007

## Product and service description

Grundfos Lifelink water solutions support efficient and sustainable water service operations for water service companies, NGOs and community-based associations in rural or urban areas. The solutions can adapt to small or large water schemes and build on the automatic water dispenser and the well proven range of Grundfos pumps. Applications include a stand-alone water kiosk, a communal water point with separate water supply, or a mini-grid of water points with separate water supply.

The automatic water dispenser is the foundation of the various Lifelink solutions. It comes with an integrated revenue management system enabling financial transparency and efficient revenue collection. Through the online water management platform, water service operators can easily monitor the performance of each water point in terms of water consumption, credit transactions, technical performance, and service needs.

## Geographic footprint

Kenya, Uganda.

## Scale/maturity of enterprise

Water users Kenya & Uganda: appr. 100,000.  
NGO & Water Service Provider customers: 10.

## Client list

NGOs,  
Development organizations,  
Water service companies

## Client testimonial

"The corruption free revenue collection system and the ability to remotely understand system users provides tremendous value and insight into rural water supply projects and their long term sustainability."  
George C. Greene IV, Executive Vice-President of Operations, Water Missions International

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# Harbinger Technologies Inc.

## Company background

Founded in 2013, Harbinger provides software infrastructure for operators to effectively manage their service networks. Our focus is towards off-grid communities that are un(der)-served, and we envision a world where the services to these communities match or surpass in quality those provided to the grid-connected.

We take an integrated approach to Off Grid Services 2.0 – delivery in the Information & Mobile age – with distributed systems managing assets in real-time, and enabling elastic services for both subscribers and operators. Our software platforms also provide a high degree of visibility into the operations, with data and analytics that can be used to review and improve system performance and service uptimes.

Harbinger is a spinoff from the Columbia University research project SharedSolar, finalists in the 2013 Vodafone Wireless Innovation Project.



## Category of company

Software, technology, off-grid solutions provider.

## Year the enterprise was founded

2013

## Product and service description

Our first supported service is SharedSolar, providing Pay-As-You-Go mains electric service with shared infrastructure. Not unlike mobile PAYG plans and airtime, customers prepay for their use of electricity when they want, in amounts they desire.

The community shares the energy produced by the solar microgrid, which is installed and managed by the operator. Each account is aliquoted load and energy limits to ensure 1) fair distribution and 2) the systems are kept within safe operating limits.

Our software applications integrate low-cost, networked devices that measure production, consumption and other parameters into a local “cloud”. Business processes are automated minimizing the need for manual intervention, which is through mobile apps and web services. Our hosted control centers also provide a secure means with which to manage entire networks. These same applications, platforms and infrastructure can be utilized in the management of other distributed resources and services.

## Geographic footprint

Sub-Saharan Africa, the Amazon.

## Scale/maturity of enterprise

**Present:** Through pilots implemented with regional partners, we are helping provide new and improved electric service to 2 indigenous communities in Bolivia, with scope for more.

**Past:** As part of the SharedSolar project, 17 active sites across Millennium Villages in Mali and Uganda.

## Address

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## Contact

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# HeHe Limited

## Company background

HeHe Limited is a mobile technologies company working to empower people living in the developing world by connecting them to information that they need.

We focus on building appropriate mobile technology solutions through a 4 step innovation process of Immersion to clearly understand the needs, strategic design thinking, lean solution building and post launch support to ensure the success of our solutions.



## Category of company

Application developer.

## Year the enterprise was founded

2010

## Product and service description

We build mobile platforms exploiting both low end technologies such as SMS and USSD to more sophisticated technologies running on smart devices.

## Geographic footprint

Our solutions are working in the East Africa market.

## Scale/maturity of enterprise

We've deployed up to 7 mobile applications. Several of which are past the pilot phase.

## Client list

Nike Foundation/Girl Hub Rwanda,  
Ministry of Youth and ICT,  
Ministry of the East African Community,  
Access Mobile,  
Gorilland Safaris

## Client testimonial

"We were looking for a quick and simple solution to reach teenage girls and HeHe was able to deliver exactly what we needed." Nike Foundation/Girl Hub:

## Address

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Rwanda

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# iBOT Control Systems Private Limited

## Company background

iBOT provides solutions for remote monitoring and control of machines based on Machine-to-machine communications technology.

The solutions have strong applications in cases the assets are geographically distributed. Ability to know the status of the remote asset in real time helps predict and avoid outages, as well as improves service response by being proactive.

## Category of company

Remote asset monitoring and control systems provider.

## Year the enterprise was founded

2011

## Product and service description

Use of iBOT's solutions has been proven in pilot studies for managing water purification of solutions wherein the machines/plants are monitored remotely. If any degradation is detected in any operating parameters, corrective actions can be remotely initiated based on predefined logic. In the worst case, the machine is shut down to prevent damage to the equipment or delivery of water which fails defined specifications.

iBOT's solutions are also applicable to distributed energy solutions, such as in the case of solar power, wind power or diesel generators. Tower companies can leverage our solution to track the performance of the tower as well as the DG installed to power it. Since diesel is a major component of operating cost for tower companies, we help improve efficiency by monitoring DG performance. It is also possible to detect tampering of the machine or pilferage of fuel from DG.

Our pricing is flexible, it is structured in three components: Engineering Fees, Hardware, and Ongoing Service Fee. This way, the customers can benefit by leveraging the OPEX model.

## Geographic footprint

India, APAC, US.

## Address

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## Contact

Sanjay Kuberkar, COO

# Juabar Design

## Company background

Juabar began as a collaboration between designers and strategists from the California College of the Arts in San Francisco and ARTI-Energy in Tanzania. Based on positive feedback from our initial prototypes we have put our product and service design into production. Juabar Design co-designs with end users and develops its business from consistent learning and engagement with its franchisees.

Juabar uses solar energy to enable a business, a service and a product in East Africa. Juabar's solar-powered charging kiosk is designed as a small business for local entrepreneurs. The company's mission is to develop profitable small business opportunities in Tanzania while meeting community energy and connectivity needs. Juabar's vision is a network of franchised businesses, providing energy for connectivity and point-of-sale for last mile distribution in underserved areas.



## Category of company

Off-grid product provider and distribution company.

## Year the enterprise was founded

2012

## Product and service description

Juabar creates charging kiosks powered by solar PV for use in rural and urban areas in East Africa that lack access to electricity. Juabar focuses on offering power for devices that facilitate connectivity such as mobile phones, tablets and laptops as well as other small consumer electronics such as lights and TVs.

The kiosks are offered to franchisees on a lease-to-own basis as part of the Juabar franchise network. As the Juabar franchise network grows the kiosks will serve as point-of-sale hubs to facilitate additional product distribution across the country, from airtime to solar lights to digital media.

Juabar is establishing partnerships with NGOs, MNOs and corporations to add additional income generating activity to their existing distribution network of retailers and beneficiaries.

## Geographic footprint

Currently in Tanzania only.

## Scale/maturity of enterprise

We launched commercial sales in July 2013, we have nine franchisees to-date and expanding to include solar lighting distribution in October 2013. We piloted solar lighting sales in May 2013, utilizing two of our pilot phone charging kiosks. Based on the positive sales results, we are expanding sales distribution to all of our existing franchisees.

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# KMR Energy India Ltd.

## Company background

KMR Energy India Ltd (KMR) is an energy service company (ESCO) that replaces diesel generators at telecom towers with captive green energy solutions. Replacing diesel with green fuel is among the top strategic priorities for the telecom industry today because of the rising price of diesel power generation, changing industry pricing structure, and emerging regulatory mandates. Through a technology agnostic approach, KMR finds the best solutions worldwide to meet specific industry needs. KMR makes the transition viable by offering innovative technical, operating and financing solutions.

For its initial market entry KMR has signed contracts with one of India's largest telecom providers. The company is using wholly dedicated, or "captive", 10-25KW small-scale biomass gasification systems designed according to KMR's unique technology IP.



## Category of company

ESCO.

## Year the enterprise was founded

2010

## Product and service description

Among emerging green ESCOs, KMR is one of the first to take a technology agnostic approach to telecom tower power solutions, encouraging the industry to actively consider green solutions beyond solar. In India, solar is a niche solution for less than 5% of the overall tower population due to the high cost of capital, space constraints, and low capacity factors. KMR has led the industry to accept biomass as a critical part of the solution mix at high power usage sites. The firm's innovative biomass solution provides the first potentially scalable alternative to solar, thereby opening up a wider segment of the tower population to renewable energy solutions.

KMR offers its comprehensive solutions at no upfront cost to its clients. Through careful structuring, the company has been able to achieve over 20% savings annually for its customers in Northern India.

## Geographic footprint

We currently operate in India; we plan to expand to Sub-Saharan Africa.

## Scale/maturity of enterprise

We have successfully piloted our biomass solution for more than 4,000 hours in live telecom sites, and plan to build an additional 50 sites by the end of the year.

## Client list

Bharti Airtel Ltd.

## Address

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NW Suite 130,  
Washington, DC 20036

## Contact

Krishnan Raghunathan

# Kopernik

## Company background

Toshi Nakamura and Ewa Wojkowska founded Kopernik after seeing that life-changing and affordable technologies existed, but they weren't reaching the people who lived in the 'last mile'. They wanted to bridge the gap, and left a decade of service with the United Nations to launch Kopernik in 2010.

Kopernik connects simple, life-changing technology with the people who need it the most. We balance a philanthropic and business approach to distributing technology. Our donors fund the upfront costs of introducing technologies and creating micro-business opportunities in remote communities. The money raised from product sales is reinvested in more technology for the last mile.



## Category of company

Off-grid product provider.

## Year the enterprise was founded

2010

## Product and service description

Simple, innovative technology is life-changing for last mile communities. Clean, fuel-efficient cookstoves lead to a reduction of indoor air pollution and deforestation; solar lights replace the need for dirty and dangerous kerosene. Technology also creates a positive economic impact – for example, saving on fuel expenses or creating opportunities to earn more income. We overcome supply chain issues by involving local partners, and address sustainability by encouraging local partners to devise locally appropriate pricing and payment mechanisms. For a full list of the technologies we offer last mile communities, please go to our website: <http://kopernik.info/technologies>

## Geographic footprint

16 countries throughout the Asia-Pacific, Africa and the Caribbean.

## Scale/maturity of enterprise

Number of products sold since inception in emerging markets: 24,361.

### Client testimonial

"It provides a strong light, charges telephones, doesn't use kerosene, we use it to weave tais at night, to walk at night like a flashlight and for other things." Rofinu Mesak, Abani, Oecusse, Timor-Leste – d.light solar light

"I own a d.light S10 and d.light S250. These products allow my family to do activities at night. My children can study for longer and we spend time after dinner talking as a family." Tessie Rubaya, Oriental Mindoro, The Philippines – d.light solar lights

### Address

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# Kumasi Institute of Technology, Energy and Environment

## Company background

KITE is a wholly Ghanaian-owned not-for-profit organisation founded in 1996 and has years of experience working in energy, climate change, ICTs and business development sectors across Ghana and West Africa.

Since its inception, KITE has contributed to the development of energy and climate change policies, has generated impacts that have enhanced the livelihoods of peri-urban and rural communities through appropriate technological and policy changes. KITE is a pioneer organisation in developing sustainable energy action plans and policy frameworks, and has played an instrumental role in institutionalising these approaches in the national system in Ghana.

KITE also has strong links with professional, scientific and academic institutions working in energy and energy-related areas and climate change.



## Category of company

Off grid solution provider

## Year the enterprise was founded

1996

## Product and service description

KITE works across West Africa on a variety of technically demanding projects with relevance to energy and environmental policy, legislation, regulation, technical assessment and project management; and in a variety of geographical and socio-economic environments.

The organisation specialises in ICT and mobile technologies for community development, renewable energy technologies, energy policy, climate change, environmental management as well as energy enterprise development services and has an unrivalled track record in the design and implementation of sustainable energy projects

## Geographic footprint

Ghana.

## Client list

UNDP	National Petroleum Authority, Ghana
UNEP	World Bank Energy Commission, Ghana
Hatfield consult	Practical Action Consulting-UK,
GIFEC, Ghana	Department for International Development (DfID-UK),
Christian Aid	PricewaterhouseCoopers (PWC),
Ministry of Energy, Ghana	Energy Research Centre of the Netherlands (ECN)

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# MeshPower Ltd.

## Company background

MeshPower is a London-based company developing and delivering innovative, cost-effective and smart mini electricity grids. These smart mini grids target rural communities worldwide to provide affordable, clean and reliable electricity service to households and businesses. MeshPower was founded by alumni of Imperial College London and Google.



## Category of company

Off-grid ESCO/pay-as-you-go solution.

## Year the enterprise was founded

2012

## Product and service description

MeshPower's mini grids generate, store and distribute individually-metered electricity to 10 – 50 customers. Each customer is provided with high lumen lights, cell-phone chargers and are able to buy/rent additional equipment such as fans.

The system is fully automated with additional options to control and monitor over the internet. Each mini grid is also tagged to an anchor customer such as a cellphone tower, making the solution versatile and able to cater to low-power applications such as lights to high-power applications such as cellphone towers.

The mini-grid generates power from solar energy, stores it in batteries for perpetual usage and distributes it via cables with 48V(DC) that is safe-to-touch

## Geographic footprint

Current presence in India and East Africa.

## Scale/maturity of enterprise

4 pilot grids in operation, 80 paying customers.

## Address

Meshpower Ltd.,  
Imperial College  
Incubator, Bessemer  
Building Levels 1&2  
Imperial College London  
London SW7 2AZ

## Contact

Lukas Lukoschek

## Telephone

+44 2075941036

## Email

contact  
@meshpower.co.uk



# M-KOPA

## Company background

M-KOPA is a mobile technology company based in Nairobi, Kenya. Since 2010 we have helped Kenyans acquire solar power products by offering innovative payment plans and a distribution model tailored to the needs of our customers.

The founders of the company are experienced mobile technology innovators who believe in the huge potential of transformative, affordable products designed for underserved consumers.

While excellent technology is a pre-requisite, technology alone does not solve for customer needs. Success comes when smart technology is combined with a commitment to on-going, on-the-ground delivery.



## Category of company

Pay-as-you-go solution, distribution company.

## Year the enterprise was founded

2010

## Product and service description

M-KOPA Solar provides affordable solar-powered lighting and mobile charging to rural Kenyans on a pay-as-you-go basis, with payment via M-PESA. An initial deposit applies, followed by daily payments for up to one year. M-KOPA is available in more than 300 locations in Kenya. Additional products using the same patent-pending technology are in pilot.

## Geographic footprint

Kenya and Uganda (pilot).

## Scale/maturity of enterprise

M-KOPA is sold through 750 M-PESA agents, employs 200 staff and has reached 35,000 households as of October 2013.

**Client list**  
Safaricom

**Address**  
M-KOPA Kenya Ltd,  
PO Box 51866-00100,  
Nairobi, Kenya

**Telephone**  
+254 (0) 711.071.000

**Email**  
info@m-kopa.com

# Mobisol GmbH

## Company background

Mobisol provides solar home systems to low-income customers combining solar energy with mobile technology. The company developed a solar controller containing a GSM modem to track all technical data from the panel, battery and all consumer appliances via a web-based database for remote metering and maintenance.

Mobisol provides the systems to their customers on a 36-month payment scheme using mobile money transfer services to reduce costs for money collection and credit monitoring. This enables Mobisol to provide electricity to BoP customers who otherwise could not afford high-quality solar products. Additionally, Mobisol provides an extended warranty and offers customer service and maintenance. Mobisol's business solutions enable entrepreneurial customers to start their own businesses.

Further key activities are education and capacity building to train customers, local technicians and sales and marketing teams.



## Category of company

Off-grid product provider, pay-as-you-go solution, distribution company, application developer.

## Year the enterprise was founded

2010

## Product and service description

Mobisol systems are available in different sizes (30, 80, 120, 200Wp) to match varying electricity needs and payment abilities. The 30Wp system provides enough electricity to light five rooms, power a radio and charge two mobile phones a day. The largest system powers multiple lights, consumer appliances (as refrigerator, TV) and charges up to ten mobile phones simultaneously.

The system has been designed to be durable, self-installable and easy-to-use. Mobisol systems come complete with a three-year warranty for the battery and twenty years for the panel. Additionally, a full service package which includes free maintenance for three

years is standard. The remote monitoring technology via GSM modem allows potential maintenance problems to be addressed swiftly and enables systems to be locked automatically in case of theft or overdue repayment.

## Geographic footprint

Mobisol currently operates in East and West Africa.

## Scale/maturity of enterprise

After a successful pilot phase involving three hundred paying customers in East Africa Mobisol has initiated the commercial launch of their product-service bundle in Tanzania, Kenya and Ghana in December 2012. As of September 2013, Mobisol has installed 1,700 solar home systems with paying customers in the project regions.

## Client list

Vodacom,  
Airtel,  
MTN

## Address

Mobisol GmbH,  
Gubener Str. 47,  
10243 Berlin,  
Germany

## Contact

Thomas Gottschalk,  
General Manager

## Telephone

+49 30 97 00 25 55

## Email

thomas.gottschalk  
@plugintotheworld.com



# Off.Grid:Electric

## Company background

Off.Grid:Electric is a distributed clean energy utility serving the East African market.

We build, own and operate small-scale home solar systems serving populations and businesses that suffer from an unreliable, expensive, or non-existent grid.

Off.Grid:Electric delivers on a complete technical, operational and financial model that makes incredibly high quality renewable electrical services radically affordable to the world's off-grid poor. It is a model that will scale to millions of homes. We don't sell gadgets or lanterns, we sell electrical services, pre-paid in small amounts. We provide 15 to 50 times more light to our customers for less money than they are already spending on energy substitutes.



## Category of company

Pay-as-you-go solution.

## Year the enterprise was founded

2011

## Product and service description

Off.Grid:Electric's M-POWER service represents an innovative approach to the market, whereby customers pre-pay for energy services.

Energy is provided by world-class plug-and-play solar systems installed in their homes. M-POWER systems include not just the energy system, but the world's most efficient lights and small appliances. Consumers do not buy hardware, they merely pay for the service.

After systems are installed, customers purchase credit in order to use the system. Payments are sent via mobile transactions, from direct customers, or potentially as a payroll deduction, in the case of employee housing.

Should a system require repair or a customer wish to upgrade, we provide complete support ensuring that no M-POWER customer is ever left in the dark.

## Geographic footprint

East Africa.

## Address

Off.Grid:Electric,  
PO Box 110C,  
Arusha  
Tanzania

## Email

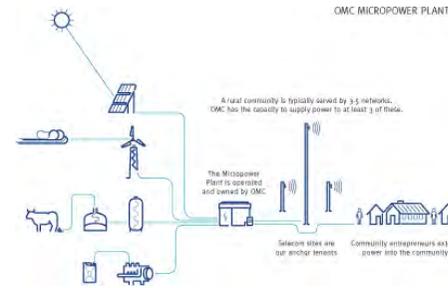
info@offgrid-electric.com

# OMC Power

## Company background

OMC is a new type of power company that offers Micropower – small-scale energy with local generation and distribution – to mobile networks and communities in rural and remote locations.

Our customers are tower companies, mobile infrastructure companies and mobile operators, as well as rural communities, in emerging markets – all requiring reliable, renewable and affordable power with zero Capex.



## Year the enterprise was founded

2011

## Product and service description

### Micropower for telecom

Grid-replacement 230V from renewable sources, with carrier-class reliability.

### Micropower for communities

Packaged power: Lanterns and PowerBoxes that power lights, fans and other utilities.

## Geographic footprint

Serving Northern India, preparing Africa launch. Our current Micropower Plants power 20+ towers and reach about 150,000 people in 300 towns and villages.

## Client testimonial

"Some of the most professional and well run installations I've seen. You're just blown away by how little impact there is. It's fundamentally a different approach. We need a thousand more OMCs to take up this task." Justin Guay, Sierra Club

## Address

OMC Power,  
308 & 309 Tower C,  
Unitech Business Zone Nirvana Country,  
South City – 2, Sector 50 Gurgaon,  
Haryana – 122018, INDIA

## Email

info@omcpower.com



# Pamoja Cleantech

## Company background

PAMOJA generates Productive Power for Productive Purposes with Biomass Gasification and Solar PV as a platform to provide Energy Services off-grid.

Pamoja Cleantech was founded in 2010. The company has designed a hybrid energy system that combines solar PV and biomass gasification technologies. Implementation of this inclusive energy system in Uganda is supported by the World Bank- Millenium Science Initiative and the SIDA's Innovations Against Poverty program. The project involves installation and operation of 4 gasification gensets producing 10-40 kW of electricity for rural community power and small industrial applications. PAMOJA is operating the first power plant successfully since August 2012.



## Category of company

Off-grid ESCO

## Year the enterprise was founded

2010

## Product and service description

### PAMOJA's A-B-C Energy Services:

The three energy services pillars of PAMOJA's A-B-C model are: Agro-processing, Briquetting & Charging battery services.

This business model turns the traditional way of doing business on its head. Before small farmers either had to transport crops to urban areas for value-addition or had to sell them cheap to middle-men due to small volumes. Now, with decentralized electricity, farmers can capture bulk of the value-addition of their crops at their door step. Thus, the value remains in rural areas, increasing their profitability and maximizing impact.

The telco tower operators can also benefit from this Productive Power as anchor load customers.

### PAMOJA's OPEX model for tower companies and MNOs:

PAMOJA sells electricity directly to the BTS. The combination of Solar PV with a gasifier reduces the need of battery back-up in our system and still increases reliability.

PAMOJA cuts the operational costs for tower companies by 50% compared to Diesel powered towers. No CAPEX are required for MNOs.

## Geographic footprint

Uganda, Kenya, Sweden.

## Scale/maturity of enterprise

2 power plants in operation.  
2 more are being installed by the end of 2013.

### Client testimonial

"What began as an innovation project in the Swedish university environment is now a for-profit social enterprise network in Africa and Asia. We are impressed with the high level of innovation, commitment and a novel approach in spreading of an idea which contributes to sustainable growth in developing countries."  
Veckans Affärer, Swedens biggest and sharpest business journal

### Address

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Villa Bellona,  
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106 91 Stockholm,  
Sweden

### Contact

Peik Stenlund

### Telephone

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+256 775 509 808

### Email

info  
@pamojacleantech.com

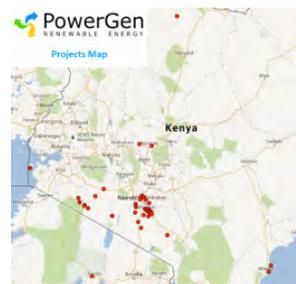


# PowerGen Renewable Energy

## Company background

PowerGen Renewable Energy provides off-grid solar/wind systems, generator-integrated renewable energy systems, generator + battery optimization, and micro-grid solutions in East Africa. PowerGen provides solutions to businesses, tourist camps, homes, schools, hospitals, communities, and other facilities in need of renewable energy in the region.

Originally founded in 2011 as WindGen Power, PowerGen continues to manufacture small wind turbines in Nairobi but its expertise now reaches beyond wind.



## Category of company

Off-grid product provider.

## Year the enterprise was founded

2012

## Product and service description

PowerGen offers a broad range of products and services, including: off-grid power, grid-tied solar, micro-grid design and implementation, inverter backup systems, solar water pumping, solar water heating, solar street lighting, and LED lighting. Our systems are tailored to our clients' needs and provide turnkey solutions to regional energy challenges.



## Geographic footprint

Headquartered in Nairobi. Projects throughout East Africa.

## Scale/maturity of enterprise

Over 40 power systems installed in 4 countries. Two micro-grids installed with several more planned by end of 2013.

## Address

PowerGen Renewable Energy, Karen Plains Arcade, Second Floor Off Karen Road, Karen, Nairobi, Kenya

## Contact

Sam Slaughter, Co-Founder and Director

## Telephone

+254 718 015 737  
+1 203 962 5567

## Email

sslaughter  
@powergen-re.com



# PowerMundo

## Company background

Since 2009, PowerMundo has provided clean tech wholesale distribution, marketing and financing services in Latin America. PowerMundo coordinates a network of product designers, suppliers, and retailers to deliver clean technology. We partner with microfinance loan officers who advertise the products and provide credit to people to purchase our clean tech products. Additionally, we provide business training and microloans to social entrepreneurs to develop micro franchises and become independent sales agents.

PowerMundo is beginning to roll out Pay-As-You-Go Solar to enable people to overcome the initial cost hurdle of clean tech products.

Currently, PowerMundo works directly in Peru and with partners in Honduras to increase access to clean technology, thereby improving people's lives, creating employment opportunities, and conserving natural resources.



## Category of company

Distribution company.

## Year the enterprise was founded

2009

## Product and service description

PowerMundo's current product line includes best in class models of solar lighting systems, cellphone chargers and multimedia devices. Products distributed by PowerMundo quickly save customers money, and the products are healthy for both people and the planet. For example, a \$40 solar lantern eliminates the \$20/month diesel fuel expense for Peruvian customers while minimizing indoor air pollution, fire hazards, and CO2 emissions. Through our business services and distribution network, we increase access to these life-changing products.

## Geographic footprint

Off-grid and rural Peru.

## Scale/maturity of enterprise

Over 40 local distribution agents and thousands of products distributed during last calendar year.

## Address

PowerMundo,  
Jr. Julio Cesar Tello 645  
Of. 11 – Lince – Lima,  
Perú

## Contact

Paul Winkel,  
General Manager

## Telephone

+51 (1) 266-0509

## Email

info@powermundo.com

# Piramal Water Private Limited (Sarvajal)

## Company background

Sarvajal is a for-profit social enterprise committed to making safe drinking water accessible to the under-served at an ultra-affordable price. It manages a network of decentralized safe drinking water purification plants and distribution technologies. Its socially conscious model operates through a growing network of local entrepreneurs and in collaboration with multiple partners across India.

Partnerships leverage globally acknowledged and highly rewarded drinking water technology and communication services to bring reliable, safe and local drinking “water for all” to public and private spaces.

The growing Sarvajal Franchise Network serves rural and urban communities, reaching people of all wealth brackets through a range of customizable solutions delivering potable water for as low as US\$0.005 per liter.



## Category of company

Community level water service provider.

## Year the enterprise was founded

2008

## Product and service description

Sarvajal provides capital efficient and localized Source-to-Service drinking water solutions using a decentralized hub-and-spoke model consisting of a centrally located remote-monitoring enabled water purification plant and a network of automated water vending devices or Water ATMs. This is accomplished by installing a commercial scale remote-sensing enabled 5-stage water purification unit; the filtration technology of which can be adapted to a wide range of water contaminants. A proprietary device called „Soochak“ installed on each purification unit monitors in real-time the key process indicators.

Water ATMs are off-grid, cloud-connected, RFID-enabled automated water vending devices. Sarvajal combines best in water technology with latest in communication technologies to ensure stability of remote operations, streamlined maintenance services and enforcement of price transparency & quality control at the last mile.

## Geographic footprint

India – Rajasthan, Gujarat, Haryana, Madhya Pradesh, NCT of Delhi.

## Scale/maturity of enterprise

Off-grid service providers: 130+ installations.

Pay-as-you-go solution providers: Over 100,000 customers served daily.

## Client list

Non-telecom Partners:  
Michael and Susan Dell Foundation,  
Delhi Jal Board,  
Delhi Transport Corporation,  
IL&FS

## Address

Piramal Water Private  
Limited (Sarvajal),  
Chandan Bungalow,  
Near Darpana Academy,  
Usmanpura, Ahmedabad,  
Gujarat – 380013

## Contact

Akshat Shukla

## Telephone

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## Email

info@sarvajal.com

# SeeSaw

## Company background

SeeSaw is a for-profit social enterprise that specialises in adapting mobile technologies to support water and sanitation provision in developing countries, creating 'smarter water systems'. We understand that technology is no 'silver bullet'. But when applied right, it can strengthen the providers that deliver services and help those who support the sector at other levels.

Our mission is to provide customised ICT tools fitted to the monitoring, evaluating and planning needs of water and sanitation stakeholders. SeeSaw's strength lies in understanding the complexities of WASH provision and in understanding the incentives underlying water and sanitation delivery. Thus, we are able to support service providers with their operations – whether it be meter reading or fault reporting, as well as provide relevant and effective advice to government stakeholders and NGOs in understanding sectoral trends, planning resource allocation and amending policy.



## Category of company

Social enterprise providing software and advice.

## Year the enterprise was founded

2012

## Product and service description

SeeSaw's three main services include:

- Software that improves service provision, builds relationships between providers and customers/citizens, monitors performance and, in urban areas, strengthens revenue collection and reduces non-revenue water – i.e meter reading, fault reporting, customer feedback
- Consulting to the WASH sector on the use of new technology to strengthen water and sanitation delivery, and
- Strategic advice to urban water and sanitation providers on how to strengthen their operations



Our holistic approach to doing business means that we participate not only in the technical aspect of things, but also provide after-sales assistance, workshops and training with ground staff and partners, and water business support. Our commitment ensures that the services provided is "fit-for-purpose" and relevant to the context of each project.

## Geographic footprint

Developing countries, in particular sub-Saharan Africa.

## Address

SeeSaw,  
210 Creative Suites,  
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8000, Western Cape,  
South Africa

## Contact

David Schaub-Jones,  
Co-Founder

## Telephone

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## Email

david@greenseesaw.com

# SkyFox Ltd

## Company background

SkyFox Ltd is a Ghanaian Private Company specialised in internet and mobile phone based payments, transaction portals and database systems with experience in the water, sanitation and hygiene (WASH) sector.

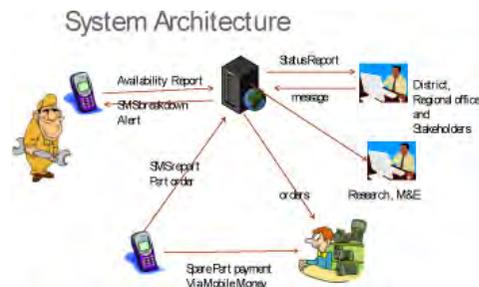
Mobile Payments and Electronic Transactions are our Core Business. Our Mobile Payments Platform is the next generation platform for M-commerce, and has already been deployed for remote payments for goods and services using sales catalogues.

Our mission is to be a leading expert in Management information and Mobile payment systems in Africa.

Our Objective is to provide reliable and efficient mobile payment services. We can link banks and telecoms to clients with varying needs through our electronic payments Switch. We also offer payments processing solution to utility companies (Energy, Water, Environmental services and telecoms) using mobile phones.

## Client list

Netherlands Ministry of Foreign Affairs, through IRC, Kwame Nkrumah University of Science and Technology, Community Water and Sanitation Agency, Ghana, 69 District Assemblies in Ghana (Northern, Greater Accra, Ashanti and Brong Ahafo Regions).



## Category of company

Pay-as-you-go solution, and application developer.

## Year the enterprise was founded

2006

## Product and service description

### Key Products:

- Mobile and e-Commerce
- Delivery Services
- Mobile Banking
- Money Transfer
- Bill and Fee Payment



## Geographic footprint

Ghana, Burkina Faso, Sierra Leone.

## Scale/maturity of enterprise

Kwame Nkrumah University of Science and Technology (finished paying).

Netherlands Ministry of Foreign Affairs, through IRC (now paying).

## Address

SkyFox Ltd,  
PMB AN 305,  
Accra North,  
Ghana

## Contact

Patrick Apoya

## Telephone

+233244472784

## Email

patrickapoya@gmail.org

# Solar Sister

## Company background

Solar Sister eradicates energy poverty by empowering women with economic opportunity. We combine the breakthrough potential of solar technology with a deliberately woman-centered direct sales network to bring light, hope and opportunity to even the most remote communities in rural Africa. The Solar Sister Entrepreneurs provide green mobile charging solutions for their communities through charging services and by selling micro-solar mobile chargers.

Light and connectivity powered by clean energy enhances education, improves health and safety and provides economic opportunity. Through economic opportunity and the transforming benefits of solar technology, women are able to lift themselves, their families and their communities out of poverty.



## Category of company

Distribution company.

## Year the enterprise was founded

2010

## Product and service description

The most important step to ending poverty is to create employment and income opportunities. Solar Sister does just that by empowering women with economic opportunity. Using an Avon-style distribution system, Solar Sister creates vital access to clean energy technology by building and extending the supply chain through women's rural networks. Solar Sister provides the women with a 'business in a bag', a start-up kit of inventory, training and marketing support. The women become their own bosses, creating sustainable businesses.

The women use their natural networks of family, friends and neighbours to provide the most effective distribution channel to rural and hard-to-reach customers.

## Geographic footprint

Sub-Saharan Africa.

## Scale/maturity of enterprise

Solar Sister has over 500 Solar Sister Entrepreneurs in Uganda, Tanzania and Nigeria, benefitting over 100,000 people with clean energy access.

### Client testimonial

"I no longer have to pay for phone charging, I just put the solar panel on my roof and connect my phone to the lamp and it is charged, it is a miracle that has put my heart to rest." Mama Norah, Uganda

### Address

Solar Sister,  
P.O. Box 1002,  
Bristol, Ri 02809,  
United States

### Contact

Katherine Lucey,  
Founder and Chief  
Executive Officer

### Telephone

+1 224-406-4483

### Email

katherine@solarsister.org



# Solarway F.Z.E.

## Company background

Solarway is a leading manufacturer of premium quality solar powered lighting and phone charging products, which provides affordable lighting solutions to millions of people living without electricity. Solarway have a wide range of reliable and well-designed products, which are available worldwide and at an affordable price. We specialises in renewable energy solutions that can enhance and change people's lives. Our aim is to confront the challenges of lack of power for communication and lighting with well designed, reliable and affordable solar powered products.

Our UK based development teams design, create and engineer solar powered products that can perform in the most extreme conditions bringing the ability to have light at night and to power communication so necessary for localized economies.



## Category of company

Off-grid product provider – providing solar powered lighting and phone charging products.

## Year the enterprise was founded

2013

## Product and service description

Our development teams based in UK ensure our products are made to the highest standards with strict quality control systems throughout the development and manufacturing process.

Our products come with huge functional benefits like continuous light of 20 hours to 70 hours after a single charge by exposure to sunlight and comes with added features like mobile phone charging pots, FM Radio, etc.



Our solar powered candle lights are an instant alternative to the conventional wax candles but without the polluting fumes and possible fire hazards, while our “Home-work” light provides continuous light for up to 90 hours.

Our Multi phone charging station comes with 14 different charging ports, each with its own security lock, which can charges any phones, including smartphones within 1 hour.

## Geographic footprint

Headquartered in Dubai with offices in UK, Hong Kong, Nigeria, South Africa, Kenya.

## Scale/maturity of enterprise

1 million units sold so far for the period Jan–Oct 2013.

## Client list

Econet Wireless in Zimbabwe & Lesotho,  
Vodacom in Malawi

## Address

Solarway F.Z.E.,  
S3 B1 SR 08, JAFZA  
Business Plus,  
Jebel Ali Free Zone-South,  
Dubai, U.A.E.

## Contact

Shantanu Dutta,  
Marketing Manager

## Telephone

+971 55 4216272

## Email

shantanu@solarway.com



# Solengy Group Ltd.

## Company background

Solengy was founded in 2001 with the vision of adapting renewable technologies and business models to be both, affordable and sustainable in the challenging environment of rural areas in developing countries.

In the past 10 years Solengy has been gathering experiences in different markets such as Haiti, Sri Lanka and the Dominican Republic building a strong on the ground expertise which lead to the development and implementation of cutting edge solutions with a proven track record.



## Category of company

Off-grid product provider, off-grid ESCO, pay-as-you-go solution, distribution company.

## Year the enterprise was founded

2001

## Product and service description

Solengy develops, manufactures, distributes and leases Integrated Solar Power Solutions for rural applications in developing countries.

Our product line covers Solar Charging Stations, Solar Street Light, Integrated Solar Power Systems for Telco Towers, Integrated Solar Power Systems for Community Centers (health centers, schools, etc.)

Our main solution is a leading edge Solar Charging Station, the SGX Series, along with Solengy rechargeable devices that allows rural households at the bottom of the pyramid to get access to basic electrical needs such as lighting, mobile phone charging, radios and television.

Each SGX charging station creates one micro enterprise, empowering a woman generating sustainable revenues and creating up to one additional job.

By the end of 2012 Solengy will have installed 2,000 charging stations in Haiti, providing 400,000 Households access to recharge their mobile phone and their Solengy Rechargeable Devices as well as empowering 2,000 women with their own micro enterprise (system operators).

## Geographic footprint

Haiti, Dominican Republic, Sri Lanka.

## Scale/maturity of enterprise

Over 3,000 Solar Power Systems in rural developing countries (Haiti, Dominican Republic, Sri Lanka).

Over 25,000 users (Haiti, Q1/2012).

Over 400 agents (Haiti, Q1/2012).

**Client list**  
Digicel Haiti

## Client testimonial

"The Solengy Solar Charging Station offers unique features... ensuring its sustainability in challenging environments such as in Haiti. To date, Digicel has not come across other Solar Charging Stations that met the requirements of this challenging environment." Maarten R. Boute, CEO, Digicel Haiti

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Nigua, San Cristobal,  
DOMINICAN REPUBLIC

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Chairman and CEO

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rowolson\_kuhn  
@solengy.com

# SOLARKIOSK GmbH

## Company background

In November 2011, after 1.5 years of research and development, SOLARKIOSK GmbH, a limited liability company, was incorporated in Berlin, Germany to prepare the product and business concept for commercial rollout by building prototypes and running pilot projects in several countries. The first SOLARKIOSK prototype was built in November 2011 and has been on display at various events and exhibitions.

In 2012, our first subsidiary Solarkiosk Solutions PLC was incorporated in Addis Abeba, Ethiopia. Since then we have deployed seven kiosks in various remote and off-grid regions of Ethiopia. In December 2012, we established our second subsidiary, Solar Kiosk Kenya Ltd., in Nairobi. Five kiosks have been deployed in Kenya so far. Our next project will be in Botswana & Zambia, starting in late 2013.



## Category of company

Off-grid provider of energy-driven services and products

## Year the enterprise was founded

2011

## Product and service description

The SOLARKIOSK is the energy gateway to a sustainable economic development in rural off-grid communities worldwide. It is a solar-powered autonomous business hub that addresses the specific energy needs of remote communities and fosters local entrepreneurship within an inclusive business model at the Bottom-of-the-Pyramid.

A SOLARKIOSK can generate between 1-4 kw/p of solar power to provide energy for a variety of essential energy-driven services in rural off-grid areas, such as phone and battery charging, lighting, cooling, internet and communication. Additionally, the expandable kit-of-parts design enables energy provision to

other local business services, as well as schools, clinics, and even telecom towers. Furthermore, a SOLARKIOSK is an exclusive off-grid retail outlet for certified solar products and quality fast-moving-consumer-goods, while ensuring after-sales services and consumer education initiatives.

## Geographic footprint

Eastern and Southern Africa (Ethiopia, Kenya, Botswana, Zambia).

## Scale/maturity of enterprise

Two pilot projects in Ethiopia and Kenya have successfully demonstrated the proof-of-concept with 12 SOLARKIOSKS currently implemented and running profitably. A new subsidiary in Botswana & Zambia will commence operations in late 2013. The business model and the supply chain in each country is ready for a scale-up of operations.

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**Email**  
[welcome@solarkiosk.eu](mailto:welcome@solarkiosk.eu)

# SPEED

## Company background

SPEED is a consortium lead program that seeks to harness the potential of smart business models to deliver electricity through decentralized renewable energy based power plants. SPEED has been designed to capitalize on the energy demand of over 150,000 telecom towers located in rural India (infrastructure that consumes over 2 billion litres of diesel annually) and plays a crucial role in the viability and scaling of decentralized renewable energy based power projects. Central to the SPEED model is the commitment to develop strong links with communities and a deep analysis of local demand that is aggregated and provided to energy services companies (ESCOs).

Rockefeller Foundation's mission is to promote the well-being of humanity around the world. For more information, please contact: [lchege@rockfound.org](mailto:lchege@rockfound.org)

Society for Technology and Action for Rural Advancement (TARA) is a not-for-profit social enterprise of the Development Alternatives Group with a mandate to incubate business models that can deliver sustainable services.



## Year the enterprise was founded

SPEED Initiative was started in 2010 by the Rockefeller Foundation. In 2011, The Foundation awarded a grant to the Society for Technology and Action for Rural Advancement (TARA) to lead the consortium and execute on the program.

## Product and service description

SPEED builds ecosystems necessary for ESCOs and investors to successfully provide energy services to rural telecom towers and communities for both residential and productive use.

### Core Offerings:

- Demand Assurance: Works with community engagement and micro-enterprise partners to ensure commercial load development.
- SPEED Prototypes: Six variants of projects for off-grid or grid connected locations available.
- Technology Neutrality: Technology agnostic, exploring biomass, solar, biogas, wind, micro-hydro and hybrid solutions.
- Aggregated Investment Model: Access to investors and investment opportunities

for private equity players, social venture funds, development finance institutions, commercial banks and foundations Tools such as plant economics models, business plans and catalytic funds available.

- Policy Enablement: Focuses on regulatory environment, specifically power production in off grid areas and policy governing interactivity with the grid.
- Capacity Building: Commitment to creating a pool of skilled operational and managerial personnel for power plants and providing access to technical, managerial and other support services for ESCOs.

## Geographic footprint

SPEED is currently focused on India with plans to expand into Sub-Sahara Africa and South East Asia.

## Scale/maturity of enterprise

Four (4) plants currently in operation. SPEED plans to have around 50 validation pilots spread in 5-6 states (in approx 10-15 clusters) in next one year.

### Client testimonial

SPEED was identified by the UN Secretary General's High-Level Group on Sustainable Energy for All, as a "high-impact opportunity" in the September 2012 Co-Chairs report.

### Address

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# Springfields

## Company background

Springfields' vision is to be the leader in providing innovative solutions. By working with responsible partners, we strive to resolve socio-economic development challenges through better communications across Asia. Formed in 2011, this Indonesian-based company delivers professional services which positively impact on people's lives. Our service offerings can be delivered in a variety of methods, these include; establishing systems for internal use, outsourcing services to us, short-term consultancies, long-term partnerships, research, training packages and software / applications.

Our experience includes working with a wide range of International Development agencies, including International Labour Organization (ILO), International Finance Corporation (IFC), World Bank, USAID; global companies including Nike and Adidas; Academic Institutions such as Telkom Polytechnic; PNPM Mandiri; Ministry of Marine Affairs and Fisheries (DKP) and NGOs such as BaKTI, Tanaoba Lais Manekat, Yayasan Pulih and Besipae. We will provide tailor-made services to meet the communication needs of your organization.



## Category of company

Pay-as-you-go solution, application developer, project management.

## Year the enterprise was founded

2011

## Product and service description

Project Management, Training, Research, Advisory & Consultancy, Products, Applications & Software Solutions – Springfields has a team of IT experts continuously developing new products, applications and software across multiple devices, all customized to the needs of the client. These can be purchased independently or packaged into a training and software delivery.

Currently our package options available include; SMS Grievance System, SMS Knowledge Dissemination System, Online Knowledge Repository, Knowledge Management Systems, Customized Educational Phone Apps, Internal Organization Workspaces

## Geographic footprint

South East Asia – Indonesia, Vietnam, Thailand, Myanmar, Timor-Leste.

### Client testimonial

"Springfields has supported us by providing innovative mobile phone and knowledge management solutions to enable our community-based organization to educate and connect to ten's of thousands of rural residents in Nusa Tenggara Timur, Indonesia." Besi'pae NGO

### Address

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# Suntrica Ltd.

## Company background

Suntrica Ltd develops and markets advanced, high efficient and environmentally friendly solar harvesting products and technologies. Suntrica's mission is to design cost-efficient, universal and easy-to-use portable solar chargers and integrated solar harvesting technologies that effectively improve the off-grid operating time of mobile and consumer electronics and professional devices. Suntrica's goal is to provide a reliable product to keep mobile devices connected at all times.

Through our solar charging products, we are committed to facilitate awareness about the importance of utilizing ambient energy sources with eco-friendly technologies and to make the solar powered future of mobile devices a reality – today.



## Category of company

Off grid product provider

## Year the enterprise was founded

2006

## Product and service description

Suntrica Ltd is a pioneer in portable, flexible and high-efficiency solar charging solutions ranging from 0,5W up to 240W. The ergonomic, durable and lightweight solar chargers are used in various consumer and professional applications worldwide.

Typical B2C use cases include cell phones, mp3-players, portable BT/GPS/PMR devices, tablets & phablets, notebook PC's and portable satellite phones.

In B2B applications, our off-grid solar harvesting technology is used to provide reliable energy e.g. for fixed wireless telephones, MiFi-routers, LED lighting devices, community chargers, cellular radio base stations and air traffic obstacle lights.

The product platform comprises of Suntrica's charging algorithms and electronics, photovoltaic panels and battery packs. The result is a functional, durable and attractive product, designed by leading Nordic designers. Compatible with all USB-compatible devices, Suntrica's products are ready for immediate use.

## Geographic footprint

Suntrica's products are offered in 30+ markets globally.

## Scale/maturity of enterprise

500 000 products sold since inception in emerging markets.

## Client list

Check the client list from: <http://www.suntrica.com/dealers.php>

## Client testimonial

"I have been using Suntrica's solar powered mobile phone chargers since 2009 and have been impressed by their dependability and usefulness. It's been the most reliable charger I've used – the products are high quality, well manufactured, and priced sensibly." Jeanne-Elise M. Heydecker, Senior Vice President, iPlace USA

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# Takamoto Biogas (a Schutter Energy Ltd brand)

## Company background

At Takamoto Biogas, we provide a clean, reliable and affordable energy solution to farmers to replace the unhealthy and expensive wood based fuels they currently use. Takamoto Pay-as-you-go (PAYG) Biogas is the ideal biogas solution for farmers – it costs them 10% of the cost of traditional biogas to install and is maintained for life by Takamoto.

Takamoto Biogas began as a traditional biogas construction company and during this time we got to know our clients and have since developed a biogas system that better meets their needs. PAYG systems are pre-fabricated so they can be installed in one day and the biogas can be used in two weeks. Within 12 weeks of launching PAYG Biogas at the beginning of May 2013, 50 families had already signed up for it.



takamotobiogas

## Category of company

Pay-as-you-go.

## Year the enterprise was founded

2011

## Product and service description

Takamoto Pay-as-you-go Biogas gives small-scale farmers access to biogas that is affordable, reliable and easy to use. Our clients pay an installation fee for biogas after which they only pay for the biogas they use. Our smart meter payment system allows farmers to purchase biogas credits from as little as \$0.10 at a time using mobile money. A proprietary smart meter allows gas to flow until these credits are used up, then stopping the flow. The smart meter communicates via mobile telephone networks and sends information to our database in real time so that we are always aware of the systems' status and maintenance needs, allowing us to quickly solve issues that reduce the amount of biogas available to our clients.

## Geographic footprint

Currently located in Central Kenya with plans to expand.

## Scale/maturity of enterprise

Number of paying customer or number of customers who have completed payment or currently paying: 78.

### Client testimonial

"I wanted biogas for 5 years. When I heard about Pay-as-you-go Biogas I thought, I can afford it! Now when people are seeing our biogas working they are asking for biogas too." Hannah Kagotho, Githunguri, Kenya.

"Our biogas burns very quickly without smoke and as long as we have cow dung we can have biogas." Mary Mbuthia, Limuru Kenya

### Address

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Kenya

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# Tech-Innov SARL

## Company background

TECH-INNOV is a company that develops solutions and value-added mobile services based on the use of the solar energy for its functioning. It manages and markets the horticultural remote irrigation.

For his business activities Tech-Innov SARL is in partenariat with Orange Niger who receipt and forwarding farmers calls using the 142 number to pilot their irrigation system (ii) to collect a additional charge on the calls emitted through this number, technical management of the project. Tech-Innov is the leader of the partners and controls the work project.

Tech-Innov is 7 months old. The company was founded 25th/02/2013.



## Category of company

Application developer.

## Year the enterprise was founded

2013

## Product and service description

The 'Horticultural Remote Irrigation' is a technological process that allows a horticulturist to remotely handle, regardless of his geographical position and time, the irrigation system of the farm through his mobile phone. This system uses the combination of GSM Technology, solar energy and water distribution accessories. Thus, using an interactive vocal server (IVS) with a dedicated program (software) and control modules, a horticulturist can remotely control the irrigation system.

The system is also equipped with a small weather station that measures the temperature and the rate of soil humidity which can alert the irrigator in real time by SMS, through a GSM/3G modem (grafted to the device). This allows the farmer to schedule the irrigation time in order to optimize the management of the quantity of the water used.

## Geographic footprint

Our target market is the rural population of Niger.

## Scale/maturity of enterprise

We have equipped approximately 100 exploitations.

## Client list

Ong ABC Ecologie,  
Ong Mogrecap,  
Lux development,  
Sahel Net,  
Cilss,  
Agrymet

## Client testimonial

The kit of horticultural remote irrigation is sold according to 2 commercial approaches: i) directly sold to farmers on credit payable in 2 years by monthly settlement with an initial deposit of 15 % or ii) through the subsidies and grants of the government of Niger and body of development (World bank, FAO, European Union). At present we have equipped approximately 100 exploitations with an about 90% loan rate reimbursed on the kit.

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# Text to Change (TTC)

## Company background

In 2007, a personal experience with the outdated health education approach in South Africa and a documentary about the growth of the mobile industry inspired Bas Hoefman and Hajo van Beijma to start a social enterprise. They realized that the mobile phone, something that everyone has access to, can be a driving force in effective communication and positive change. This small device could bring personal, private and free information to those who need it the most.

Bas and Hajo felt strongly that it was the right time to reinvigorate development and aid messages to make them personal and more appealing to their audience.



## Category of company

Distribution company and application/platform developer: TTC develops a mobile platform by using embedded GSM technology to support access to energy or water services and remote monitoring and control of water or energy assets providing services to underserved communities.

## Year the enterprise was founded

2007

## Product and service description

TTC sends and receives information via mobile telephony in emerging countries. We develop customized mobile phone-based solutions to enable our partners, such as USAID and UNICEF, to interact with people in emerging countries. Our solutions make sure millions of people receive important information for free and provide opportunity for people to voice their opinion by asking questions and collecting valuable data.

These mobile phone-based platforms are scalable, cost-effective, easy-to-use and guarantee the measurability of results. Our expertise is to use mobile phone technology as a tool to connect, start dialogues and create opportunities. In the past years we have successfully established and implemented more than 70 projects in 16 countries across Africa, South America and Asia.

## Geographic footprint

Bolivia, Botswana, Burkina Faso, DRC Congo, Ethiopia, Ghana, Kenya, Malawi, Mali, Nederland, Peru, Tanzania, Uganda, Zambia, Nepal, Zimbabwe.

## Scale/maturity of enterprise

Implemented 70 projects (finished and ongoing).

## Client list

TTC works with many MNO's but they are not direct clients of TTC.

## Client testimonial

- "TTC is very responsive to feedback" Unicef
- "TTC has always operated as a member of our team rather than a mere service provider" FHI 360
- "They have the technical expertise" Save the Children

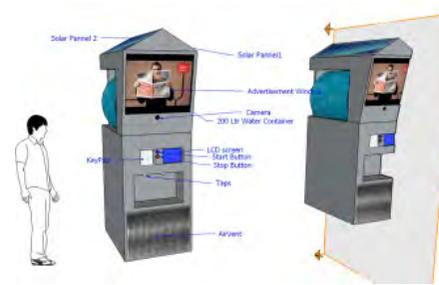
## Address

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Europe 's-Gravenhekje 1A,  
1011 TG Amsterdam,  
The Netherlands

# Unlimited Technology P Ltd

## Company background

Unlimited Technology hosts the Microsoft Innovation Center in Nepal and is responsible for capacity building for all academic institutions in innovation and entrepreneurship development and also has established partnerships and relationships with national and local government along with trade association and telcos and service providers.



## Category of company

Pay-as-you-go solution, application developer and distribution company.

## Year the enterprise was founded

1992

## Product and service description

The main output of this project will be the creation of a sustainable business to provide ATMs for safe drinking water to mitigate two issues that cities like Kathmandu are facing: access to safe drinking water and proliferation of plastic bottles that is polluting the environment.

Due to poor infrastructure, 3.2 million people inhabiting this city has no access to safe drinking water. Due to the damages in the underground pipelines which are laid next to the sewage pipes, these two have mixed and very foul smelling and unhealthy water comes thru the taps in the houses if at all.



We plan to have kiosks in every corner local convenience stores where people would be able to SMS their payment thru their mobile phones (with the lack of usage of coins in the country and with the lack of a payment gateway and credit/debit cards and where over 78% of total population has access to mobile phones today).

## Geographic footprint

The geographic reach would be 3.2 million people of Kathmandu in the initial phase and later to be expanded to the other cities where safe drinking water is an issue. Eventually to be replicated to other emerging markets of developing countries as well.

## Scale/maturity of enterprise

New start-up.

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# Water Missions International

## Company background

Water Missions International is a nonprofit Christian engineering organization providing sustainable safe water and sanitation solutions for people in developing countries and disaster areas.

Using state-of-the-art technology and engineering expertise, the organization has provided access to safe water for more than 2.4 million people in 49 countries on five continents since 2001. Water Missions International implements customized solutions through a comprehensive community development model in its ten permanent country programs in Africa, Asia, Latin America and the Caribbean.

Notably, Charity Navigator has awarded Water Missions International their top rating seven years in a row, a distinction shared by only two percent of the charities rated by the organization. To learn more about Water Missions International, visit [www.watermissions.org](http://www.watermissions.org)



## Water Missions International

### Category of company

Sustainable safe water and sanitation solutions.

### Year the enterprise was founded

2001

### Product and service description

Water Missions International provides customized solutions that address the basic need for safe water and sanitation. In addition to the technology and equipment necessary to provide safe water and sanitation, our comprehensive approach encourages community participation and includes operational and administrative training along with WASH (water, sanitation and hygiene) promotion. Because no community – or culture – is the same, each community we serve is provided a solution tailored to their unique circumstances.

Additionally, Water Missions International has positioned ourselves to be a resource to other organizations around the world – capable of support through engineering expertise as well as equipment sales.

### Geographic footprint

Belize, Honduras, Mexico, Haiti, Peru, Malawi, Uganda, Kenya, Tanzania, Indonesia.

### Scale/maturity of enterprise

In the past 12 years Water Missions International has deployed more than 1,000 water systems in 49 countries providing access to safe water to more than two million people.

### Client testimonial

"The safe water changes our situation because it's not easy when you're sick and in pain because of unhealthy water. We would have to spend money on tablets for treatment. I praise God and thank Water Missions for bringing us safe water, which is now close by and good for our bodies." Grace Ojambo, Maruba, Uganda

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# WellDone International

## Company background

WellDone provides low-cost, low-power-consumption remote monitoring technology that collects and analyzes performance data from power, water, and other critical infrastructure.

WellDone also provides consulting and research services associated with infrastructure monitoring.



## Category of company

New technology development  
(hardware and software).

## Year the enterprise was founded

2011

## Product and service description

WellDone's MoMo (mobile monitor) combines GSM-enabled.

WellDone sells its hardware at cost and provides inexpensive subscriptions for access to data collected from WellDone hardware. All hardware and software designs are open-source.

## Geographic footprint

Sub-Saharan Africa and South Asia.

## Scale/maturity of enterprise

Testing/piloting with small customers.

We have run field tests and demonstrations in 4 countries (Ethiopia, Tanzania, Rwanda, and Uganda). We have 3 paying customers for our product at the prototype phase.

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CA 91307

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