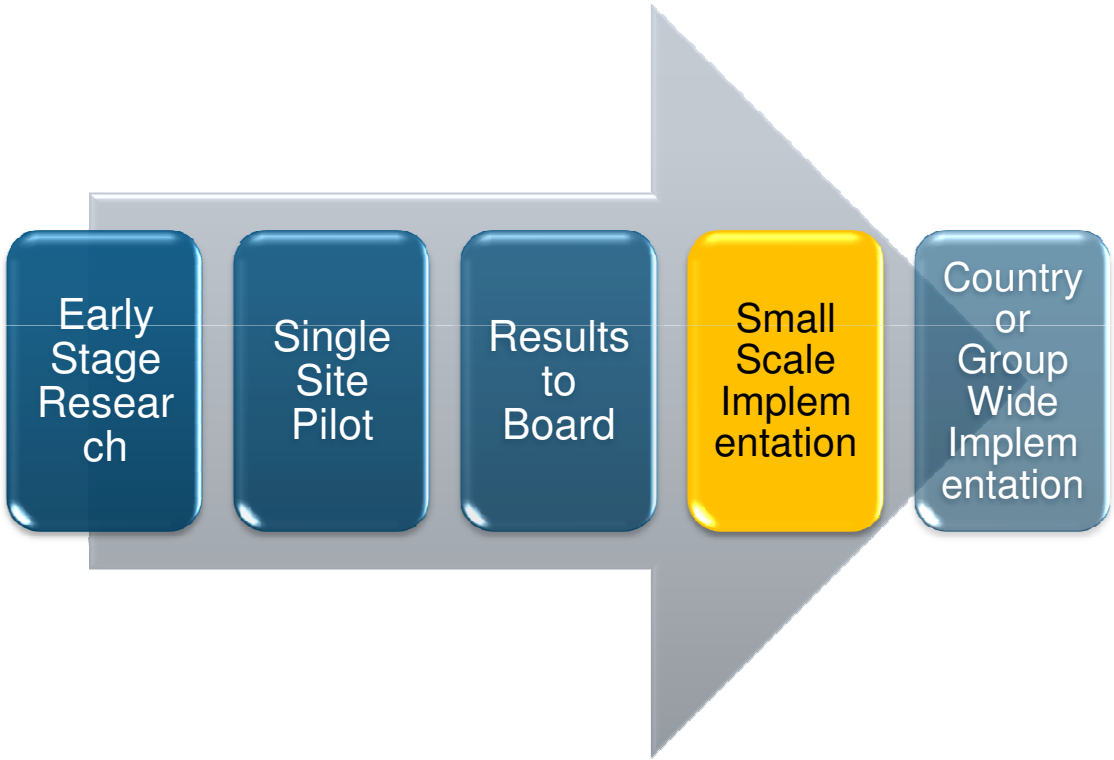


GSM Association: Green Power for Mobile
Phase 2 Concept - Working Group Brainstorm

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Operator Green Power Implementation Lifecycle



- Most operators are in the 'small scale implementation' phase
- **Phase description:**

  "Board identify KPI benefits and agree to small scale implementation to gain learnings from larger scale implementation e.g. impact on O&M processes"
- Barriers exist to immediate movement to country/group wide implementation (next slide)

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Barriers Exist for Immediate Movement from Pilot Phase to Country/Group Wide Implementation

- Reorganising vendor supply lines and developing confidence in those new suppliers
- Building internal capacity in the new technologies
- Achieving Group and OpCo management buy-in in parallel
- Organisation impacts of large scale rollouts e.g. organisation design changes (job losses/adaptations), diesel procurement contracts, retraining programmes
- CAPEX budgeting limit/cycles
- Compounded risk on CAPEX estimating inaccuracies due to scale of implementation

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A 'Piloting' Fund is Recommended to Address this Gap

- **Small:**
  - Match funding available to operators for Small Scale Implementation Phase
  - <~10 sites per country * 4 countries * 50% match funding * $50k per site = US$1mln
  - Addressing CAPEX delta of green base station
- **Quick:**
  - Funding decisions must be quick (<60 days application to agreement) due to implementation speed of operators, CAPEX cycle barrier and opportunity cost of delays in funding
- **Low Risk:**
  - Reduced capital risk to Small Scale Implementation Phase due to funding
  - Feasibility Studies and technical assistance/advisory from GPM minimise implementation risk
- **Scalable:**
  - Leverage achieved in transition from Small Scale to Country or Group Wide Implementation is significant:
    - Small Scale Phase = 4 countries * 10 sites ~US$2mln
    - Group Wide Phase = 1000 sites ~US$50mln

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Questions for Operators

- Is there operator interest in a pilot fund?
- Which operators believe they would apply for pilot grants?
- Any specific pilot ideas from operators?
- Is the scale of the grants appropriate?
  - <~10 sites per country * 4 countries * 50% match funding * $50k per site = US$1mln
- How would the operators want their proposals to be evaluated (on which criteria)?
- Should technical assistance and monitoring and evaluation be coupled with the grants?

- Would operators be willing to write concept notes for grants?

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