SMART Solar Solution for 1 Billion Unelectrified

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SHS Program Overview

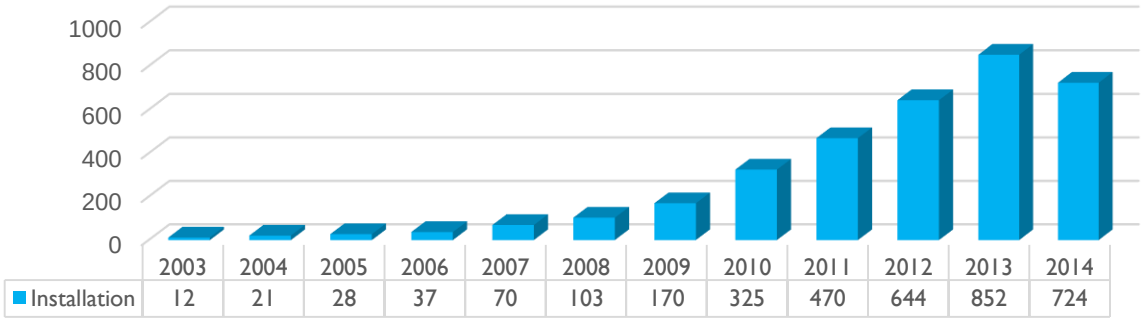
- The largest off-grid SHS program in the world
- 3.5 M SHS installed
- Rahimafrooz Solar has over 500,000 SHS installed
- 50,000 homes connected every month
- System size from 20wp to 100wp
- 15% down payment, Rest in 36 months credit
- 47 participating private organization
- All system components, 'Made in Bangladesh'







Year-Wise SHS Installation in Thousand



	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Installation	12	21	28	37	70	103	170	325	470	644	852	724

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SMART SHS Solution

- Last mile energy service delivery
- SMART phone ERP driven with Mobile Wallet
- Complete rural coverage
- Service at Customer's door step
- 500 unit office, 4000 Agents
- 1 Agent: 1-5 Villages
- Incentive driven
- Other avenue of income
- 15% down payment, balance 85% in 36 months credit



Sales Agent



ERP System



SHS GPS locator

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Operational Model : SMART SHS

Village based
Sales agents with
SMART phones

Payment with Mobile Wallet

New/ Existing customer





Customer
Visit



Confirmation of
Transaction

System activated for one
month/ New System
Installation

Payment for Load

Load Transfer



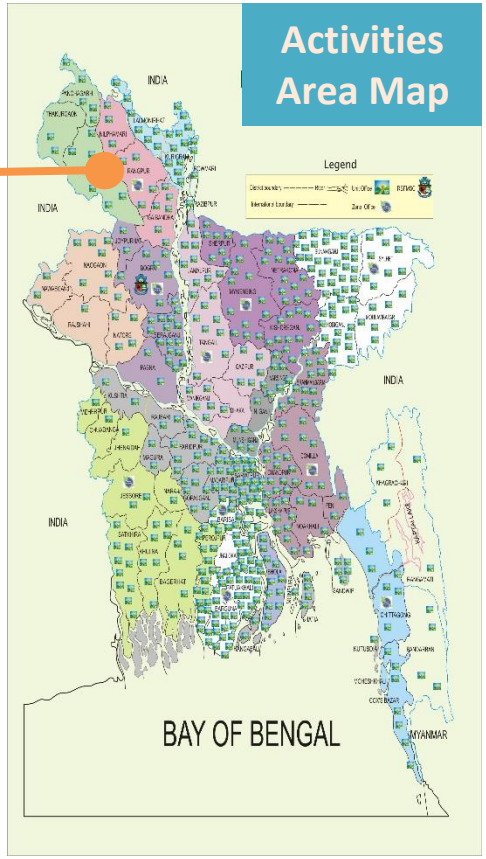
Update ERP system



Sales Agent commission
confirmation

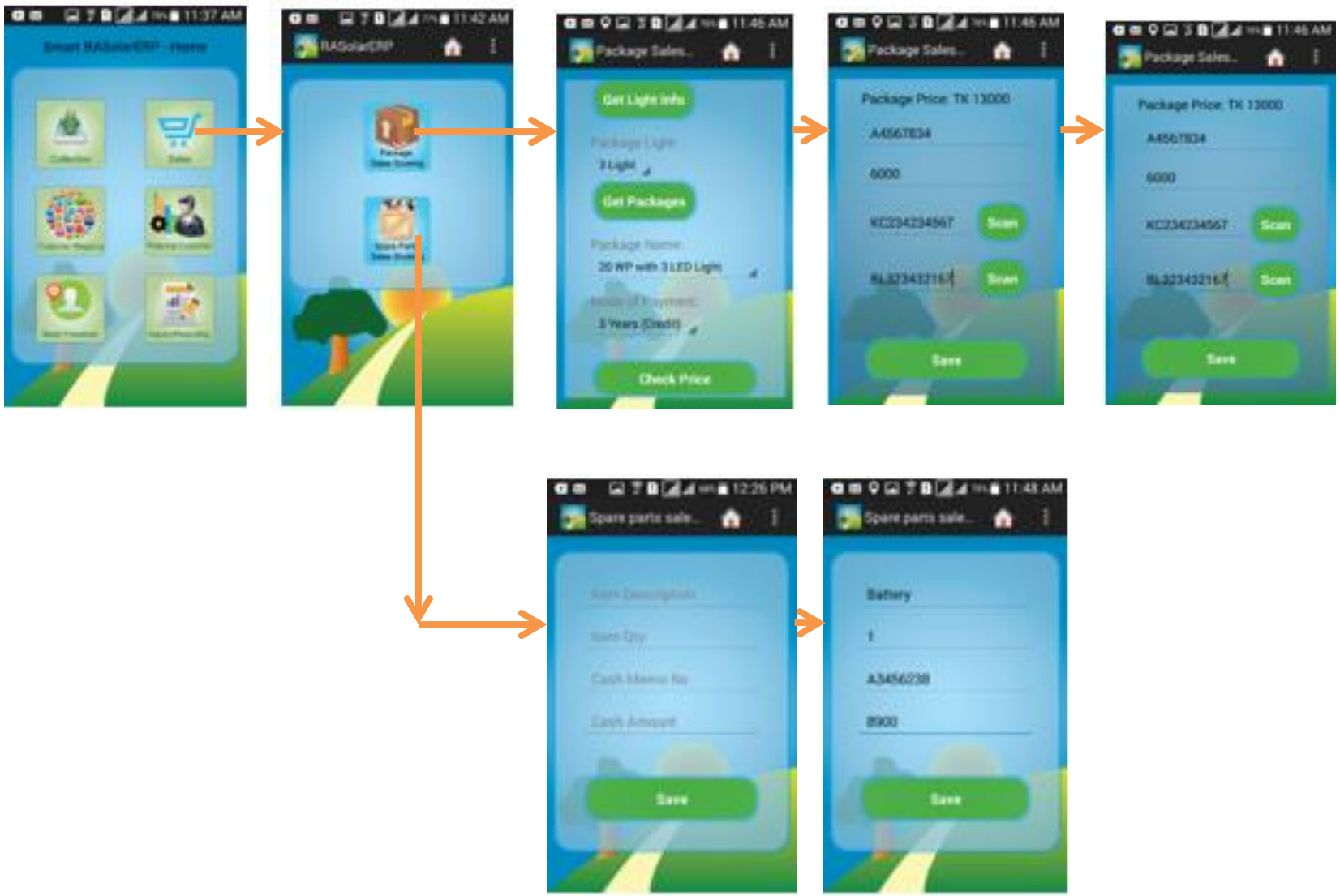
Customer receive
payment confirmation
by SMS





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SMART Phone ERP System



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SMART SHS Product With Payment Control



Charge Controller



Battery





Conventional SHS

Solar Module



Sales Agent
Mobile Wallet



SMART POWER BOX



Customer Receives a code

Payment

Customer uses code to activate SHS





Appliances

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Outcome

- Large commercialization of SHS for access to energy market
- Green Jobs to Green entrepreneurs
- Complete Eco System





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