

🏆 **SAG-SEED WINNER 2016** 🏆

A leading solar company in Burkina Faso, Sahelia Solar is now starting to provide solar energy systems to off-grid agro-processing plants managed by rural cooperatives. The pay-as-you go model provides people in rural areas with readily available, reliable, and affordable energy.



## Sahelia Solar, Burkina Faso

### BUSINESS MODEL

Sahelia Solar has developed a new way to offer solar energy systems to rural cooperatives at a lower price than current fuel-based alternatives, integrating a pay-as-you-go model and mobile payment and monitoring options. Costs are divided over time and across users, ensuring fair access to energy for rural micro-entrepreneurs.

The first beneficiaries of the service will be the members of the FNGN Cooperative and the project will be deployed on FNGN's existing infrastructure, including its multifunctional platforms and activity centres.

### ENTERPRISE FAST FACTS:

Location	Rural Burkina Faso
Year founded	2013
Sector	Sustainable Agriculture & Energy
Product/Service	Off-grid solar power for agricultural infrastructure

### CONTACT

Mr. Joel Bamogo

Mr. Serge-Eloi Ouedraogo

📧 joel.bamogo@saheliasolar.com

serge-eloi.ouedraogo@saheliasolar.com

🌐 www.saheliasolar.com

### Social impacts:

- Providing modern and affordable energy services for the mechanisation of agro-processing activities, freeing up time for other income-generating activities, especially for women.
- Increasing energy access to support the development of healthcare, education and food processing and distribution services in rural areas.

### Environmental impacts:

- Providing clean energy services to more than 6,000 users at the 230 multifunctional platforms managed by FNGN within the next 4 years.
- Reducing carbon emissions by 2,300 metric tonnes for around 2 MWp installed.
- Reducing pollution and health hazards associated with traditional fuel-based energy production.

### Economic impacts:

- Reducing energy costs by up to 30 % for members of the FNGN Cooperative.
- Creating sustainable employment opportunities resulting from increased productivity and competitiveness of micro-entrepreneurs.
- Creating technical jobs and providing training for the operations and maintenance of the systems.

” Local off-grid food-processing industries become more productive and increase their competitiveness through increased access to affordable clean energy.

### Scaling up activities:

- Replicate the community pay-as-you-go solar model beyond the agricultural sector to the medical, education and residential sectors.
- Develop a solar energy systems curriculum in partnership with a local NGO and a technical school in the city of Bobo Dioulasso with a view to providing internships to students.
- Train a network of technicians within the participating cooperatives for effective maintenance of the deployed solar energy systems.



### Partnership

- **Sahelia Solar** is in charge of financing, design, procurement, construction, operations and maintenance of the solar energy systems.
- **Federation Nationale des Groupements Naam (FNGN)** is a cooperative which manages a network of multifunctional platforms and provides technical and financial assistance to its members.
- **SMA Sunbelt Energy GmbH** supplies solar inverters and monitoring technologies, and provides technical assistance in engineering the solar energy systems.



The 2016 SAG-SEED Awards in Burkina Faso, Ghana, Kenya, Mauritius, South Africa and Uganda are supported by SWITCH-Africa Green, which is implemented by UNEP with the assistance of the European Union.

### About SEED

SEED is a global partnership for action on sustainable development that was founded by the United Nations Environment Programme (UNEP), the United Nations Development Programme (UNDP) and the International Union for the Conservation of Nature at the 2002 World Summit on Sustainable Development. SEED is based on the understanding that the promotion of social and environmental enterprises is pivotal to a world of flourishing communities where entrepreneurship drives sustainable development. The 2016 SAG-SEED Awards in Burkina Faso, Ghana, Kenya, Mauritius, South Africa and Uganda are part of the multi-country project “Promoting Eco-Entrepreneurship in Africa” implemented by SEED under SWITCH-Africa Green (SAG). SAG is implemented by UNEP with the assistance of the European Union. Other project partners in SAG are UNDP and the United Nations Office for Project Services (UNOPS).

[www.seed.uno/sag](http://www.seed.uno/sag)

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