

Lagazel produces and markets sustainable solar lamps to light urban and rural households without access to electricity. The local production generates employment and compared to conventional light sources, the use of solar lamps contributes to climate change mitigation and healthier living conditions.



Lagazel, Burkina Faso

🏆 SAG-SEED AWARD WINNER 2017 🏆

BUSINESS MODEL

Lagazel produces and markets two types of solar lamps, which were originally developed by the enterprise itself. The lamps are characterised by a robust metal case and high-quality lighting. The holistic business model includes industrial production in proximity to customers, and after-sales, repair and product end-of-life recycling services.

To facilitate the manufacturing of solar lamps in other locations, Lagazel designed a production plant called "L-Box", a complete turnkey solution that encompasses a production line, staff training and marketing instruments.

ENTERPRISE FAST FACTS:

Location	Ouagadougou, Burkina Faso
Year founded	2015
Sector	Manufacturing
Product/Service	Solar lamps

Contribution to the SDGs:



Social impacts:

- Providing employment and improved livelihood for 25 employees producing and marketing solar lamps.
- Empowering 25 employees and 35 sales agents through training measures.
- Reducing negative health and safety impacts of traditional kerosene lights and candles by providing solar lamps.

Environmental impacts:

- Saving 92 kg of annual carbon emissions for each solar lamp sold given a lifespan of 5 to 7 years of each lamp.
- Reducing waste through the establishment of a closed-loop system by collecting solar lamps at the end of their lives.

Economic impacts:

- Promoting the industrial rise in developing countries by establishing turnkey production facilities in combination with carrying out vocational training and technology transfer.
- Reducing household costs of light generation as solar lamps have a short amortisation period.

” Besides the high-quality products itself, the main innovation lies in the manufacturing model that integrates the after-sale, repair and recycling services.

Scaling up activities:

- Develop solar lamps distribution in at least five countries in West Africa.
- Start mass production and marketing of two new types of solar lamps.
- Advance research and development of a new solar kit and charging station for schools.
- Search for financial and industrial partners to replicate manufacturing workshops.
- Sell 1.3 million solar lamps, reaching 4.3 million beneficiaries and saving 625,000 tonnes of carbon emissions by 2020.



Partnership

● **Lagazel**, a private enterprise, develops, manufactures and markets a range of solar lamps and kits tailored towards the needs of developing countries.

● **CB Energie**, a private enterprise, provided the first production facilities to start the production of solar lamps and still shares three sales locations with Lagazel.

● **Chabanne**, a private enterprise, promotes Lagazel's business development by means of technical, logistic and financial support.

Contact

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The 2017 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 and the green economy. Founded by the United Nations Environment Programme, the United Nations Development Programme and the International Union for Conservation of Nature at the 2002 World Summit on Sustainable Development in Johannesburg, SEED supports innovative small scale and locally driven enterprises around the globe which integrate social and environmental benefits into their business model. The 2017 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). South African Awards are co-financed by the Government of Flanders.

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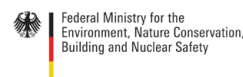
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