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promoting entrepreneurship for sustainable development

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Boosting Climate-Smart Enterprise Solutions

13-14 March, Pretoria, South Africa

Summary Report

SEED South Africa Symposium

The SEED South Africa Symposium 2018 on 13-14 March in Pretoria, South Africa, was attended by 180 diverse stakeholders. The event featured insightful contributions and multilateral discussions between policy-makers, enterprises, business development service providers and representatives of civil societies from South Africa and across the globe. Participants not only identified impactful climate-smart business models, but also called to action for supporting and financing promising enterprises working that contribute to a low-carbon economy.

The event was implemented with the generous support of the Government of Flanders, Hogan Lovells and the European Union through the SWITCH Africa Green multi-country project. Symposium partners such as the Department of Environmental Affairs South Africa, the World Bank Group, the Climate Innovation Centre South Africa and the South African National Energy Development Institute (SANEDI) contributed further insights and support to a successful event.

Key Note Speeches

SEED was honoured to welcome Tlou Ramaru, Chief Director Climate Change Adaptation in the Department of Environmental Affairs South Africa; Geraldine Reymenants, General Representative of the Government of Flanders to Southern Africa and Najy Benhassine, Practice Director for the Finance, Competitiveness & Innovation (FCI) Global Practice at the World Bank Group providing valuable insights on the role of private initiatives in establishing a low-carbon economy.

Key Takeaways

- Climate change can hinder growth towards achieving sustainable development goals.
- Enterprises must be cognizant of and take measure to reduce their carbon footprints in order to mitigate climate change.
- Funders long for enterprises with transformational impacts. Thus a business that integrates climate change aspects into their business model, that is climate-smart, is highly competitive.
- Multi-stakeholder partnerships such as SEED result in shared experiences, co-creation and peer-learning can propel economic growth in support to sustainable development and poverty eradication.
- SME strategies for success must include financially sustainable business models instead of complete reliance on grant funding.



Key Note Speakers provided valuable insights on transitioning towards a low-carbon economy. *Left to right:* Geraldine Reymenants, The Government of Flanders in Southern Africa; Najy Benhassine, World Bank Group; Rainer Agster, SEED

"*The World Bank Group is committed to working with people from all over the world; we are particularly driven to support the Caribbean, North Africa, Vietnam and the Middle East in their transitions towards sustainable development.*

"*The World Bank Group will also no longer support oil related projects starting in 2019. Additionally, we hope to soon start reporting carbon emissions from all funded projects. Through these steps and more, we hope to establish a low-carbon economy globally*.**"**

Najy Benhassine, The World Bank Group

Panel and Roundtable Discussion

Local Investments – Global Impact: Addressing Climate Change with Climate-Smart Enterprise Development?

The interactive panel and roundtable discussion focused on the opportunity to address climate change by supporting and funding climate-smart SMEs that successfully realise low carbon technologies, job growth and environmental restoration. While political and financial support for the transition to a low-carbon economy is growing, as demonstrated by the Paris Agreement and countries' Nationally Determined Contributions (NDCs), implementation focuses on larger projects that tend to bring little direct benefits to vulnerable communities beyond infrastructure improvements. On the contrary small and medium sized enterprises (SMEs) already realise climate-smart solutions, economic development and job creation in local communities while at the same time still lacking substantial support through enabling programmes, policies and financial instruments.

The panel discussion was moderated by Rainer Agster, SEED's Director Operations, and was attended by Jenitha Badul from the Department of Environmental Affairs South Africa; Muhammed Sayed from the Development Bank of Southern Africa (DBSA); Wim Jonker Klunne from the Energy and Environment Partnership Trust Fund (EEP) and Ganesh Rasagam from the World Bank Group.

Key takeaways

- The growth and scale up of SMEs is hindered due to a strong reliance on grant funding. This can be addressed with more attention to financially sustainable business models and diversification of revenue streams as well as reaching out proactively to more investors.
- Investors and funders want to support SMEs creating transformational impacts. This can be in the form of social, environmental or economic benefits for local and global communities.
- SMEs in the South African solar sector can benefit greatly from local partnerships, cooperation, and co-creation with one another.
- Sustainable development depends on the simultaneous adoption of both climate change mitigation and climate change adaptation strategies.

Parallel Session: Practitioner Lab Climate Finance

Turning challenges in climate financing into prototype innovations

South Africa is one of the centres of climate financing in Africa. International and national public institutions, donors, banks and investors are already channelling significant amounts of money into climate financing, but challenges exist in the creation of a steady deal flow in the private sector. Well-designed climate financing instruments that reduce investors' risks, enhance their expected returns or bridge existing infrastructure gaps can help to catalyse the deal flow in the private sector bridging the missing-middle gap.

The Practitioner Lab Climate Finance, facilitated by Rainer Agster, SEED, catalysed this process by drawing on experience and expertise from local champions to identify, prototype, and design the next generation of climate financing instruments. The prototyped instruments provide concrete solutions to challenges faced in climate financing, and can be utilized to build new mechanisms, attract new investors, and increase deal flow into projects. The Practitioner Lab responded to the importance of deal flow and missing middle challenge by prototyping project-ready solutions complementing existing processes and by moving quickly from idea to action.

Key Takeaways

- **Strategic decision-making** is key for seeking and securing financing at SMEs. However, entrepreneurs running early-stage SMEs are often not as experienced in making strategic decisions as their peers at large corporations, making this endeavour an ongoing challenge.
- **Business financing needs** depend on the nature of a project. Climate-smart enterprises require higher upfront capital expenditure (Capex) in order to be operational. The returns on investment have a longer timeline than traditional businesses, pushing the breakeven point down the timeline for these enterprises.
- **Climate-smart business models** can be hard to analyse for many investors, as there is a gap in their technical understanding of the enterprises' key activities. Entrepreneurs also face difficulties in developing these business models, as integrating various enviro-costs and benefits into the measurable goals of a given project is complicated.
- Potential **action fields** for climate-smart SMEs are understanding which investments are viable; exploring how to cross-connect support; developing realistic project timelines; reporting standard deviations of returns for investors; and understanding and selecting the right financing options.
- **Institutional investors** are an important source of capital that SMEs can benefit from. The transformational potential of institutional investors stems from distributing access to capital to eco-inclusive SMEs in order to generate both measurable impacts and financial returns. These pooled investments also reduce the cost of capital for eco-inclusive SME-owners and entrepreneurs.

Parallel Session: Business Pitch Training

SEED's Marion Müller vom Berge and Amarnath Munnolimath coached selected enterprises through a highly interactive training on successfully pitching their outstanding business ideas to incubators, accelerators, and financial institutions. Participants worked themselves through the approved SEED Pitching Tool, developing, structuring and practising their 90 seconds pitch in front of peers.

After the training all participating enterprises were connected with South African Business Development Service (BDS) Providers trained by SEED. Each BDS provider pitched their portfolio of business development services to the enterprises. Each enterprise received a voucher to assign one BDS provide of their choice to implement an additional SEED support package sponsored by SWITCH Africa Green and the Government of Flanders.

Parallel Session: Policy Lab

Prototyping Instruments to promote Eco-Inclusive Enterprises for a South African Inclusive Green Economy

Agricultural biomass- and industrial and municipal waste-management bear great potential for improvements towards an inclusive, low carbon economy. Climate change and resource scarcity necessitate not only the management of waste, but also its utilization as a resource. Eco-inclusive enterprises in the agroprocessing and waste management sector play a pivotal role in climate change mitigation, while tackling poverty and creating jobs offer innovative and effective ways to shift towards an inclusive, low carbon economy.

Facilitated by Lisa van Eck, ANDE and Christine Meyer, SEED, the experiences of policy makers, entrepreneurs as well as agroprocessing and waste management sector experts were channelled into an insightful and productive Policy Lab. Various instruments to promote eco-inclusive enterprises for a South African inclusive, low-carbon economy were discussed. Insights into the ecosystem surrounding eco-inclusive enterprises were provided and innovative, tailor-made approaches to scale eco-inclusive enterprises in both sectors were developed to increase contributions to a low carbon economy.

Key Takeaways

- The **agroprocessing sector** is central to job creation in South Africa, as has already noted by the government. Agroprocessing overlaps with manufacturing, agriculture and retailing, among other sectors; millions of jobs can be created in and around agroprocessing by 2020.
- Two **key policies**, namely, the "National Framework of Agroprocessing" and Agro-Processing Support Scheme (APSS) are bringing together multiple stakeholders from academia, incubators, and government to stimulate sustainable growth of agroprocessing in South Africa.

- **Four focus areas** consisting of both challenges and sources of successful strategies (enablers) have been identified for SMEs in both agroprocessing and waste sectors:
  a. **skills and talent**: SMMEs often lack the technical and business skills to develop and implement successful eco-inclusive business models as business support networks aren't easily accessible and there is poor coordination between different stakeholder groups;
  b. **finance**: the government provides financial resources, but complicated systems and poor access prevent many SMEs from utilizing these resources;
  c. **technology and infrastructure**: eco-inclusive SMEs lag behind the latest technology trends because of underdeveloped infrastructure and inhibitive expensive technology; and
  d. **Business Development Support (BDS)** services: SMEs need greater access to mentorship and business development support.

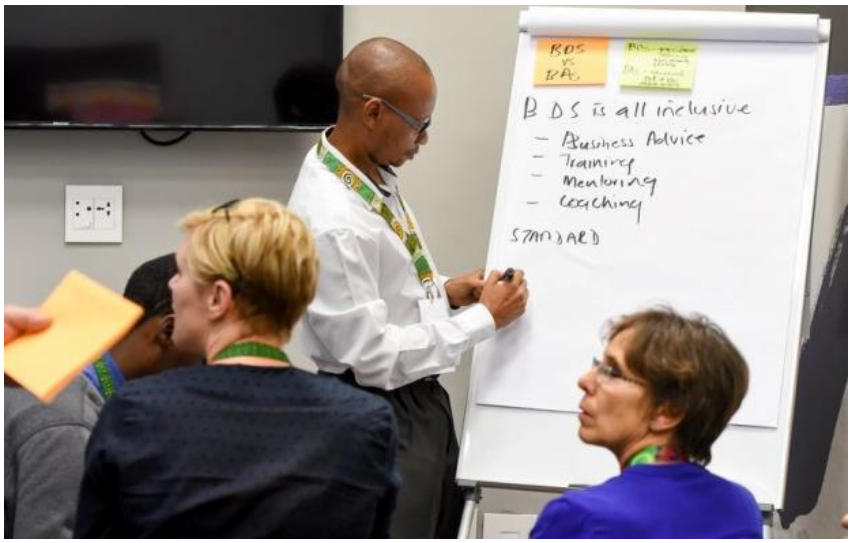
- Several **action fields** were developed for both sectors. These included:
  a. Building an inclusive, accessible **National Agro-Processing Forum** to facilitate collaboration and communication within between agroprocessing SMEs, NGOs, private initiates, and the government;
  b. Integrating networks of SMEs and farmers to form a **Microfarmer and SME Association**. Such an association could further facilitate collaboration and stimulate growth;
  c. Establishing an **agroprocessing hub** to streamline innovation processes through linking, leveraging, and learning;
  d. Assessing need for waste management to **identify business opportunities and diversify waste streams**. This would result in a strong product-market fit for the products and services offered by SMEs to the public and private sector; and
  e. Facilitating **information flow** in the waste management sector by building partnerships and platforms for collaboration, as well as increasing inclusivity of informal waste pickers.

Parallel Session: BDS Standard and certification

The BDS Standard and Certification workshop hosted by Rest Kanju from SEED saw participation of stakeholders in the Business Development Services (BDS) sector from organizations such as IBASA, Services SETA and Catalyst for Growth. The workshop builds open consultative processes initiated in 2016, with the aim of streamlining the regulation and certification of BDS provision.

Key Takeaways

- Lean start-up models should be adopted in the regulation and certification of BDS provision. Many organizational processes are parallel and should be conducted simultaneously along with standards development processes. The objectives of all stakeholders in BDS provision should also be aligned early on.
- Developing common terminology is necessary not only for effective communication but should also be established during the standards development process;
- A Discussion Paper on streamlining BDS provision is a key industry priority. The paper must outline:
  a. a road map (work plan) for the standard development process;
  b. the identification and commitment of resources, which the respective stakeholders could pledge towards the standards development process;
  c. an action plan to maximise inclusivity of BDS providers as well as entrepreneurs as BDS beneficiaries during the standards development process.



A Call to Action: How to raise the Voice of eco-inclusive SMMEs in High-level Discussions and Decisions?

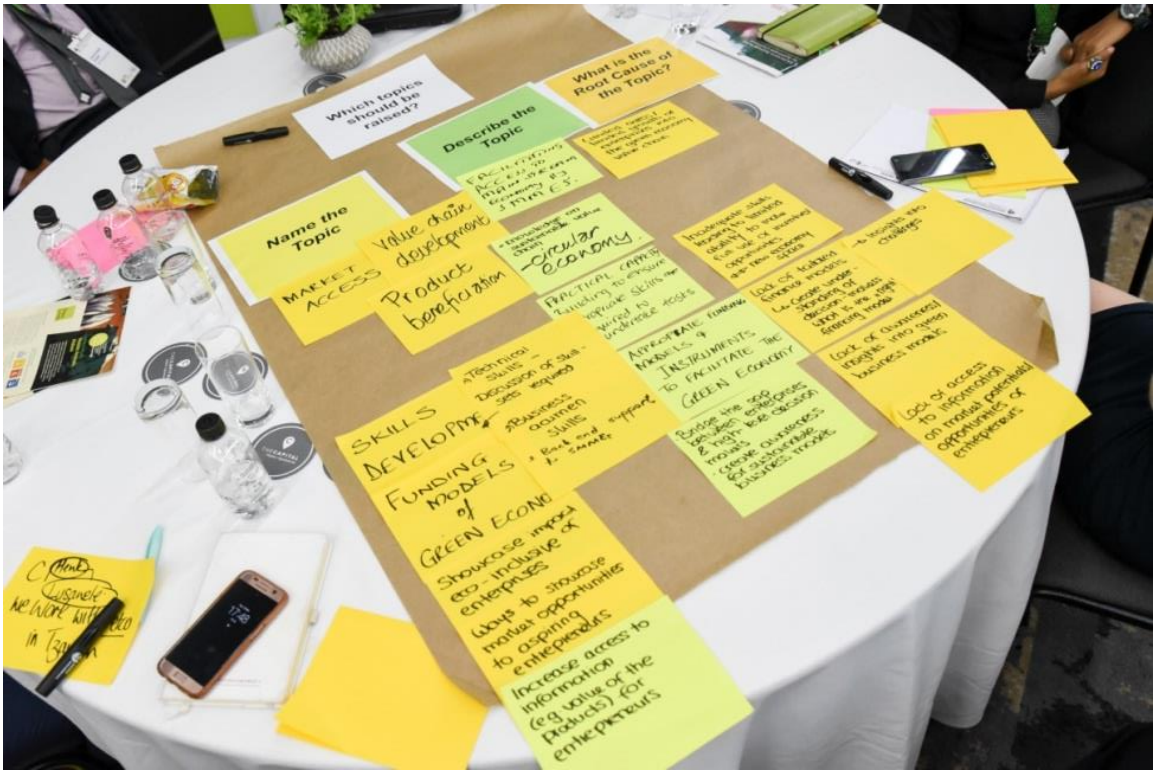
Hosted by the Green Economy Coalition and SEED

The Green Economy Coalition's Global Meeting 2017 saw the drafting and launch of the Santa Cruz Declaration on Local Green Enterprises - a call to action from manufacturers, producers, business owners, entrepreneurs, innovators, and local communities in recognition of the vital importance of smaller businesses to addressing global challenges. The Green Economy Coalition has established national networks of SMEs and is hosting a series of events around the importance of SMEs for the green economy transition. The aim is to prepare the United Nations Partnership for Action on Green Economy (UN PAGE) Ministerial conference 2018 in South Africa with a demonstrable support base of SMEs, and a clear policy intervention on how to better support SMEs to take hold of the transition.

Jenitha Badul, Department of Environmental Affairs South Africa; Mao Amis, Green Economy Coalition South Africa/ AFRICEGE; and Gaylor Montmasson-Clair, Green Economy Coalition South Africa/TIPS led a highly interactive discussions on how to engage SMEs and key stakeholders in a green economy transition. The session also included an Ideation Lab to brainstorm how SMEs can be engaged in the high-level discussions, which topics should be raised and how the importance of eco-inclusive and community-based SMMEs can be presented convincingly.

Key Takeaways

- **Visibility of SMEs** is key for constructive conversations and discussions about a green economy transition. Public and private initiatives can support and showcase SMEs to bring their voice to discussions with key decision makers. Furthermore, investors and decision makers look for SMEs with grassroot level impacts, inclusivity and scalability.
- Several **challenges** in the green economy were identified. These included:
  a. lack of access to information on market potential and opportunities by SMEs and entrepreneurs;
  b. lack of awareness and insights into green business models in existing economies;
  c. lack of tailored finance models for green business models resulting from limited understanding of these business models by decision makers on one hand and lack of understanding of correct financing models by SMEs on the other hand; and
  d. inadequate skills leading to limited ability to make full use of incentives and opportunities which not only stems from the absence of a green economy space but which also simultaneously limits the growth of this space.
- Several **solutions** were also discussed and proposed for supporting a green economy transition:
  a. bridging the gap between SMEs and high-level decision makers through public and private initiatives;
  b. creating awareness for sustainable business models;
  c. developing appropriate funding models and instruments to facilitate the green economy;
  d. undertaking practical capacity-building to ensure appropriate skills are developed for eco-inclusive enterprise development;
  e. distributing knowledge on sustainable value chains and the circular economy; and
  f. facilitating access of SMEs to mainstream economy.
- Participating SMEs would like to have the following topics **discussed more intensively during high level political** discussions:
  a. Knowledge & Information sharing mechanisms for SMEs;
  b. Multi-stakeholder fora;
  c. Market access of SMEs;
  d. Value chain development;
  e. Funding models for a green economy



Parallel Session: Climate- and Water-Smart Entrepreneurial Solutions for South Africa

Hosted by the Department of Environmental Affairs South Africa

This parallel session focused on exploring opportunities for climate entrepreneurship in South Africa with a specific emphasis on the water sector. While there are various policy and strategy instruments to respond to the recent drought issues in the country, there is a deficit of entrepreneurial solutions that save water, directly and indirectly.

Through the Working for Water Programme, DEA has conducted various studies that have produced detailed insights into the entrepreneurial opportunities in the water and biomass sector value chain. This parallel session identified specific policy and strategic interventions which can create a platform for improved water and climate smart entrepreneurial solutions in South Africa. Most importantly, the session was premised against the backdrop of the Nationally Determined Contributions (NDCs) as well as the priorities stated in the draft National Adaptation Strategy of South Africa. In these two documents, the theme of water is central, particularly in response to various challenges of drought attributed to effects of climate change. There is an urgent need for development, support and promotion of climate-smart enterprise solutions that are aimed at helping communities to adapt to and mitigate the effects of climate change.

The session saw presentations and discussions by Alinah Mthembu, Department of Environmental Affairs (DEA); Garth Barnes, Department of Environmental Affairs (DEA); Jules and David, AVOCADO Vision; and Dave Lello, Ekasi Energy. It was facilitated by Rainer Agster and Rest Kanju from SEED using the SEED Policy Prototyping Tool. The tool is designed to collaboratively identify policy gaps and create a prototype, which can offer a basis for policy change for the benefit of society and the environment.

Key Takeaways

- **Inclusivity of all relevant stakeholders**, such as government, NGOs, and SMEs, in policy formulation is paramount.
- Enhancing the capacity and resilience of local communities to climate change adaptation can be facilitated by exploring the many existing **opportunities in the green economy space**.
- The **National Climate Change and Response policy** of the DEA affirms that interventions must be developmental, need driven, and evidence based.
- **Awareness-building** is important to close the existing knowledge gap around climate change mitigation and adaptation in local communities.

Parallel Sessions – Developing Market Access Strategies for Clean Tech Entrepreneurs

Hosted by the World Bank Group

The parallel session hosted by Farid Tadros from the World Bank Group examined two approaches from Egypt and Morocco for developing green tech markets. Ahmed Huzzayin from Clean Tech Arabia discussed a market and sector lens that had been used to identify key challenges, partners, and develop targeted programmes in Egypt to catalyze the market- building and growth. Fatima E Khalifa from the Morocco Climate Innovation Center shared insights on a "fast track to market" program in Morocco which was used to help SMEs launch new products in markets. These interactive sessions brought lessons and replicable insights for clean tech entrepreneurs to South Africa and other member countries.

Key takeaways

- Insights from Egypt illustrated the challenges around financing for SMEs; despite a national policy objective of achieving sustainable development with an emphasis on employment generation, poverty reduction, social equity, and environmental sustainability, investors are critical of the probability of success of SMEs and financing remains an issue.
- Insights from Morocco demonstrated how integrated approaches to transforming the energy sector have huge potential for success. Multi stakeholder partnerships between SMEs, large corporations, education institutions and government can lead to the growth and expansion of green businesses in the clean tech sector.
- Successful mechanisms and strategies can be replicated globally by connecting SMEs with similar capacities and objectives.
- A market ecosystem map that outlines market partners, value chain players and key stakeholders can help enterprises to develop successful access to market strategies.

Parallel Session: How might we amplify impacts of business model replication: Insights and learnings from a replication partnership

This session brought together former participants of the SEED Replicator Programme and was hosted by Christine Meyer from SEED and Neal Harrison and Rob Shelton from the Miller Center for Social Entrepreneurship. Together with Shivani Sinha and Jitendra Kumar Sinha from SAI-Sustainable Agro representing the Originator (of a business model) and Pheladi Chiloane from African Agricultural Solutions representing the Adopter (enterprise that replicates the business model), they shed light on legal, financial and technical implications which come along with the transfer of business models from one region to another. Participants also stepped into the shoes of consultants to support SAI and Pheladi to make their replication journey a success.

Key Takeaways

- **Common challenges** that enterprises face in their early and growth stages revolve around finding employees that are good fits for the enterprise, securing financial stability and developing leadership and entrepreneurial skills. SMMEs can avoid these challenges by analysing their root causes, which are:
  a. inexperienced leadership;
  b. inefficient field management;
  c. vested interest;
  d. losing focus of key activities;
- Social enterprises can take certain measures and adopt **successful strategies** based on insights from successful SMMEs, including:
  a. diversifying & reducing risk;
  b. adopting an employee-centric perspective;
  c. leveraging support – collaborating, complimenting, developing a holistic approach;
  d. utilizing low cost, simple technology – identifying needs and responding accordingly;
  e. maintaining high levels of accountability and transparency.

Panel & Roundtable Discussion

The More the Better? Replicating Climate-Smart Solutions to increase their Impacts

A number of innovative eco-inclusive enterprises are already implementing climate-smart solutions while at the same time providing social and economic benefits to low-income communities. The conventional approach to increasing their impact is by enabling growth and scale of those enterprises. Yet, one organisation alone is often not capable of managing the rapid expansion required to leave a significant footprint globally. The discussion facilitated by Marion Müller vom Berge, SEED explored whether impacts can be increased, accelerated, and made more effective through replicating solutions that work at a local level by adapting the model to another area.

The discussion between experts from various backgrounds as Andrew Skipper, Hogan Lovells; Neal A. Harrison, Miller Center for Social Entrepreneurship; Aman Baboolal, Green Cape; and Andrea Haupts, Phanes Group outlined how the replication of climate-smart business solutions can provide a promising pathway to achieving climate-smart economies. Furthermore, the discussion elucidated how different actors can support the replication of climate smart enterprise solutions through funding, knowledge sharing, capacity building or through incorporating small-scale solutions in programmes and policies for achieving a low-carbon economy.

Key Takeaways

- More **awareness and understanding** around the concept of replication of business models is needed in South Africa. Replication is an instrument for not only learning from other enterprises' best practices, but also for accessing large volumes of information.
- Replication of successful climate-smart business models by SMEs is riddled with many **challenges**, including:
  a. regulatory and logistical differences between regions and sectors;
  b. lack of inclusivity in partnerships and collaboration across regions and sectors;
  c. deficit in technical and business skills as well as inexperience with market research and financial viability;
  d. inadequate human resource support in some SMEs;
  e. limited access to funding and capital and strong barriers to market entry due to high upfront capital costs for many climate-smart enterprises; and
  f. relativistic effects and first-mover (dis)advantages making it hard to replicate the success of a specific business model in another context;
- SMEs and other stakeholders can utilise several **success factors and action fields** to facilitate climate-smart business model replication journeys, some of which are:
  a. adopting customer-centric and needs-based approaches to climate-smart business model development;
  b. drawing on broad principles and insights from successful enterprises instead of replicating context-specific details from business models;
  c. showcasing successful entrepreneurs and enterprises to inspire others to commence climate-smart replication journeys;
  d. connecting investors and enterprises with similar goals and objectives; and
  e. promoting stakeholder buy-in in to achieve greater consensus and develop successful strategies.

Interview

A Perfect Match: Insights of a Replication Journey

The SEED Replicator Programme supports the uptake and adaptation of proven eco-inclusive and climate-smart business models to different markets and various geographic locations. In this session facilitated by Christine Meyer, SEED, Shivani Sinha and Jitendra Kumar Sinha from SAI-Sustainable Agro representing the Originator (of a business model) and Pheladi Chiloane from African Agricultural Solutions representing the Adopter (enterprise that replicates the business model) shared inspiring insights and learnings from their entrepreneurial and replication journey.

Sustainable Agro International (SAI) is an Indian eco-inclusive enterprise, which integrates smallholder farmers into corporate value chains by providing technical, financial, logistic, and marketing support in agro-forestry. Pheladi Chiloane is a South African entrepreneur aiming at addressing the challenge of vast amounts of arable land not being utilized to its full potential and low incomes of smallholder farmers in her community. SAI and Pheladi have partnered up to discover ways to collaborate and to use SAI's proven business model to tackle challenges in South Africa in a similar way.

Key Takeaways

- Five key features which makes the SAI model unique and successful:
  a. **business process innovation**, through which smallholder farmers are integrated into corporate value chains as valuable business partners;
  b. **technology innovation**, as SAI promotes low cost, agro-forestry technology providing smart farming solutions;
  c. **ecosystem innovation**, which involves bringing together various stakeholders to formulate win-win strategies for all;
  d. **environmental conservation**, which entails controlling and reducing soil and water erosion as well carbon sequestration
  e. **workflow innovation**, to benefit small landholders as well as rural unemployed youth. Employment is generated locally and skills training is undertaken by SAI.
- The **competitive advantage** of Agricultural African Solutions comes from providing farmers with innovative, environmentally friendly and economically viable tools to transition from subsistence to commercial practices. Having replicated SAI's business model, the enterprise now combines theoretical and practical education for rural communities using demonstration farms as agricultural hubs and through communal cooperative and out-grower approaches
- African Agricultural Solutions is setting an example for other SMMEs by creating positive sustainability impacts through:
  a. using **environmentally sustainable farming practices**;
  b. **establishing economic activity** that generates steady streams of income without being capital-intensive;
  c. and using education and employment as tools to **empower local communities**.

"I encourage you to welcome difficult challenges, for the greatest opportunities will come from challenges that force us to expand our mind in the search for creativity."

-**Shivani and Jitendra, Sustainable Agro International**

Hogan Lovells Community Solar Innovation Awards 2017 Ceremony

Frontier Markets, India

Frontier Markets is a last-mile sales, marketing and after-sales service distribution company bringing clean energy solutions to rural India. A growing network of rural women are empowered with clean, safe energy access and training to become micro-entrepreneurs promoting solar energy systems in rural India

Grupo Fenix, Nicaragua

Grupo Fenix facilitates technical and cultural exchange through a network of local, national and international academic partners, in ways beneficial to the rural community. The organisation develops and uses appropriate technologies with emphasis on solar energy.

Kalpavriksha Greater Goods, Nepal

Kalpavriksha Greater Goods (Kalpavriksha) alleviates energy poverty in rural Nepal by empowering women entrepreneurs to sell clean energy products and stimulates economic growth. Women entrepreneurs are given extensive business training and mentorship support.

Kumudzi Kuwale, Malawi

Kumudzi Kuwale supplies charging stations in villages where locals can rent solar lamps, batteries and charge mobile phones, ensuring basic electricity is supplied at affordable costs in financially sustainable ways.

Masole Ammele, Malawi

Masole Ammele promotes the use of solar water pumps and other solar energy equipment in organic fish farming, production and provides market linkages to fresh fish, dry fish and fish fingerlings through working with organized local household farmers.

Oolu, Mali

Oolu Mali is a leading provider of off-grid solar energy in rural Mali. An affordable and flexible financing plan, the prioritization of after-sales service, and a commitment to entrepreneurial thinking make it the go-to last-mile delivery choice for rural Malians.

SAMWAKI, Democratic Republic of Congo

SAMWAKI, a rural women's organisation runs a solar powered radio station Radio Bubusa and provides its listeners with portable solar radios, solar charging stations, and runs an agro-ecological cooperative COOPAEKI that focuses on coffee agriculture.

Solar Freeze, Kenya

Solar Freeze provides smallholder farmers in Kenya access to portable solar cooling units that they can order and access through a simple USSD, SMS and Voice service to prevent post-harvest loss, thus providing farmers and traders the leverage to move and store smaller quantities of fresh produce more frequently.

South Asian Forum for Environment, India

South Asian Forum for Environment uses solar energy to power the WASH sector to ensure a supply of safe drinking water for the urban poor, creating a women centric end-to-end solution for climate adaptive basic amenities and sanitation with minimal emissions.

Village Energy, Uganda

Village Energy designs and installs customized solar installations for businesses, agriculture and community institutions that lead to improved livelihoods, job creation, and access to services. With its traveling academy, it trains rural youth and women as solar technicians to find opportunities within the solar industry and serve rural customers.

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