

UN SE4All, Energy+ TWG and ADP: A New Model to Scale Access to Energy

Climate Investment Funds Partnerships Forum

Jamaica, June 2014

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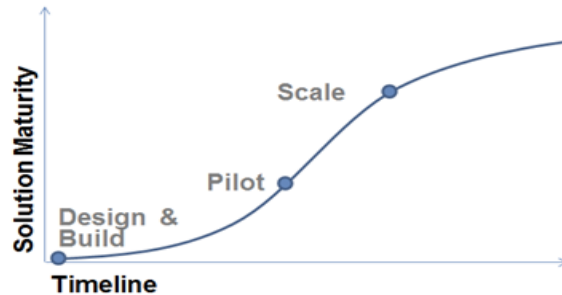
Project overview

From Issue...



- New models are required to deliver clean energy products and services on a cost effective and efficient basis to the 1.3 billion people still without access to modern energy, and the 2.6 billion people still cooking with traditional fuels

...To Outcome...



- There are opportunities to standardise and replicate core elements of successful energy product and service delivery models
- This could help to scale energy access by de-risking the sector, leveraging best practice and driving market efficiencies to enable roll out of proven, sustainable models

...Through Partnership



- The UN SE4All, Energy+ TWG and ADP have partnered to champion and implement this vision
- The partners are committed to bringing the best of their capabilities and expertise to the issue and to involving additional partners, where relevant

Key findings

The market is innovating...

- The advancement of mobile technologies is driving down costs and enabling increased business model innovation and emerging best practice

... but remains highly fragmented...

- The market remains fragmented however, with players operating in silos and independently tackling persistent market barriers, namely: access to affordable finance, inadequate levels of capacity, complex and costly distribution and limited consumer awareness

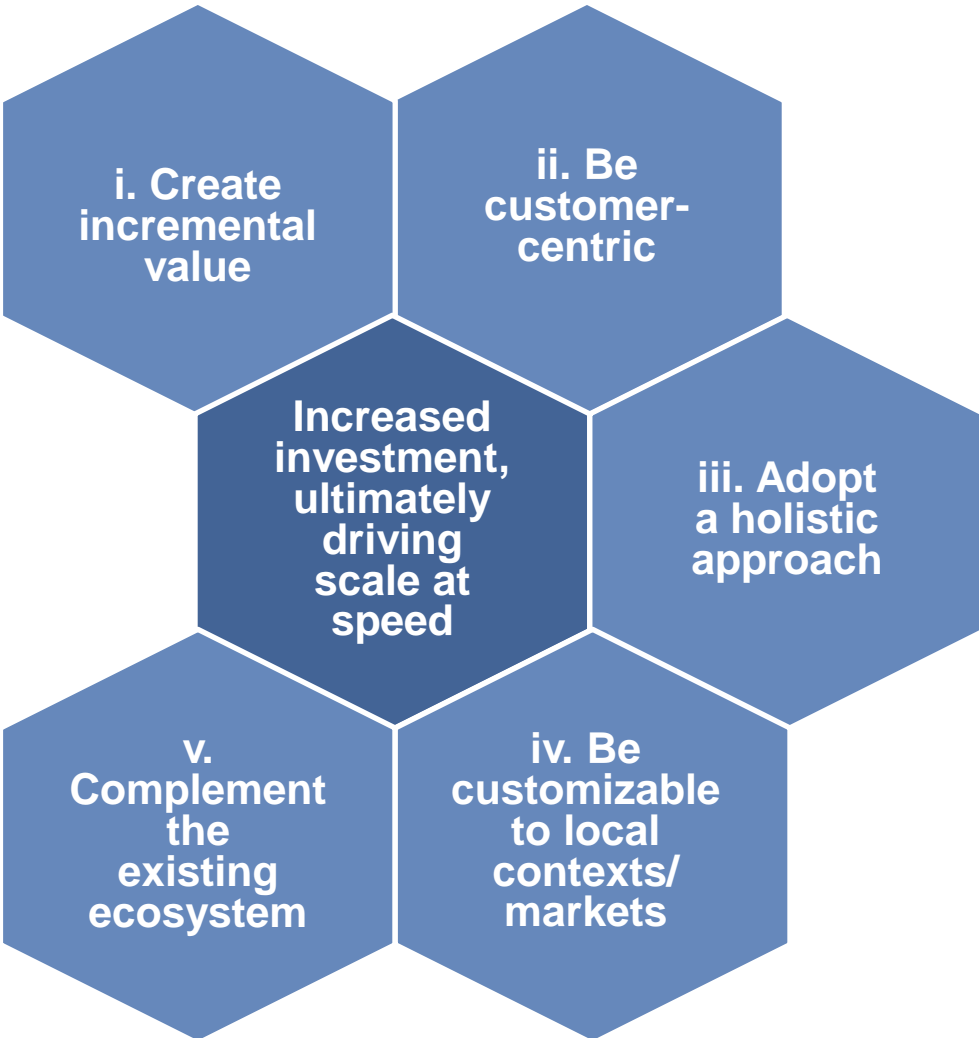
... presenting opportunities for integration...

- These trends present opportunities for increased intra-industry collaboration and integration through the development of standardised processes

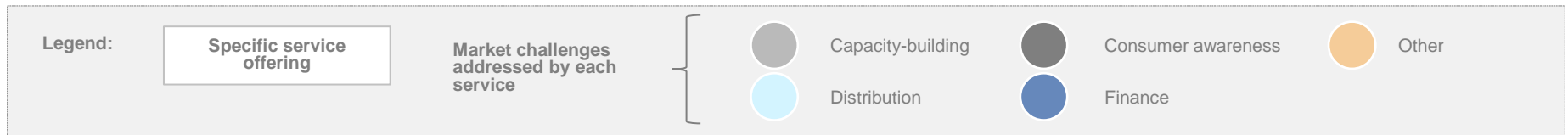
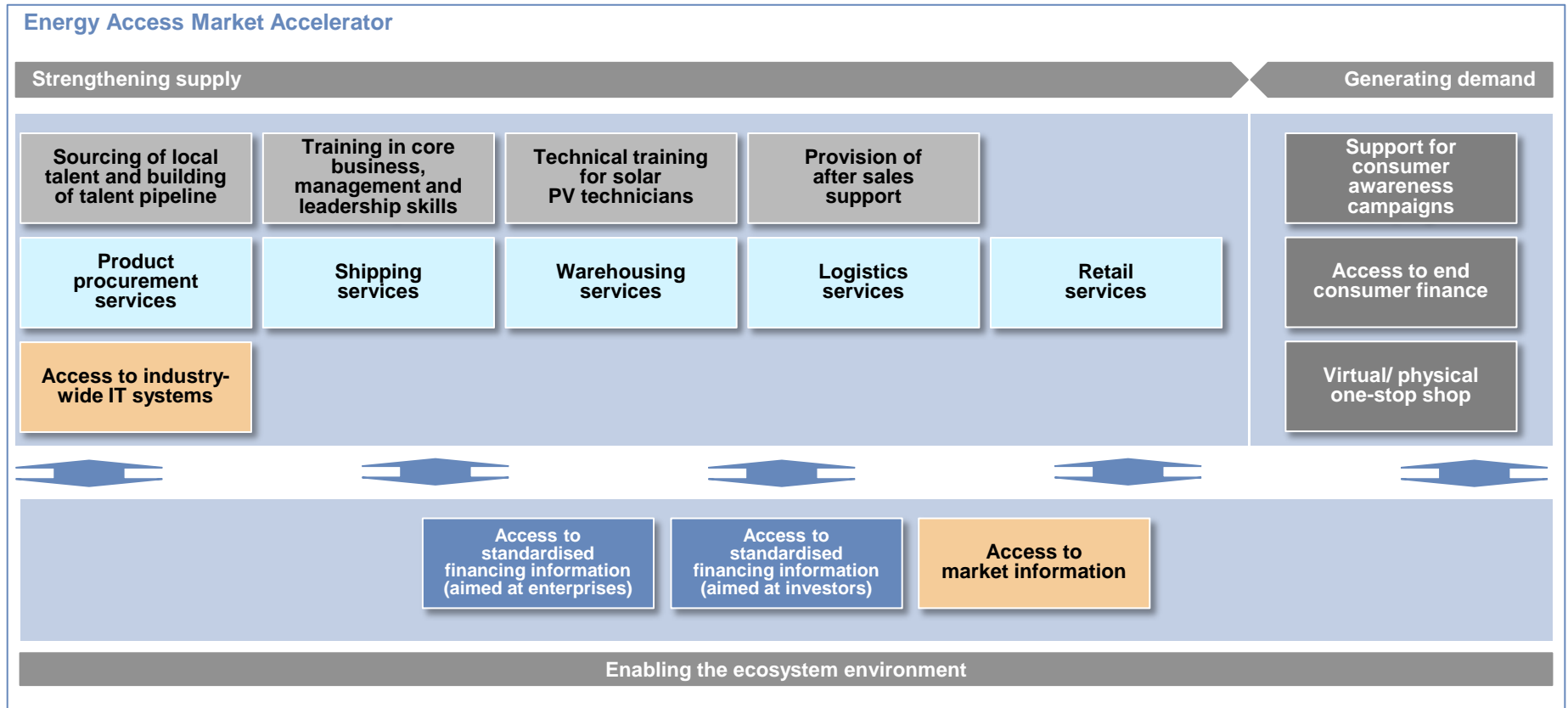
... and the potential for a new model to accelerate this

- While franchising has proven to have extensive potential in driving standardisation and replicating successful models across markets it is too early to conclude it is the solution for driving intra-industry collaboration and integration
- Instead a new model needs to be developed and proven before being replicated

Core design principles

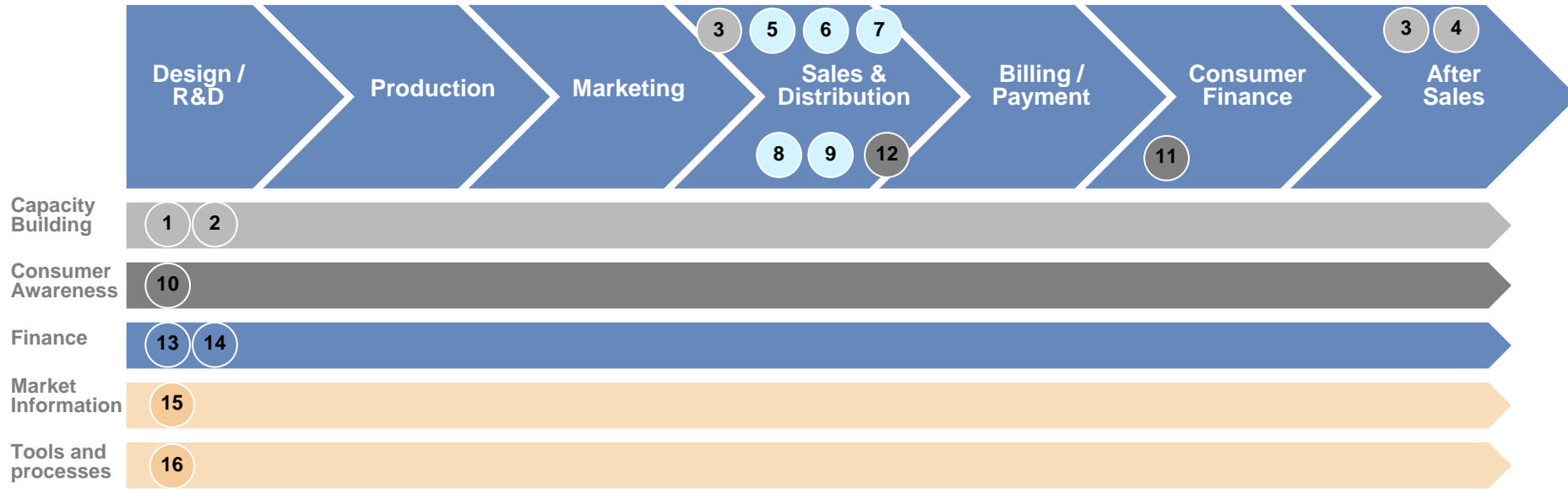


The long-term vision is an Accelerator offering services strengthening supply, demand & the enabling environment



The services offered by the Accelerator tackle key barriers to growth across the entire energy enterprise value chain...

Services provided across the energy enterprise value chain

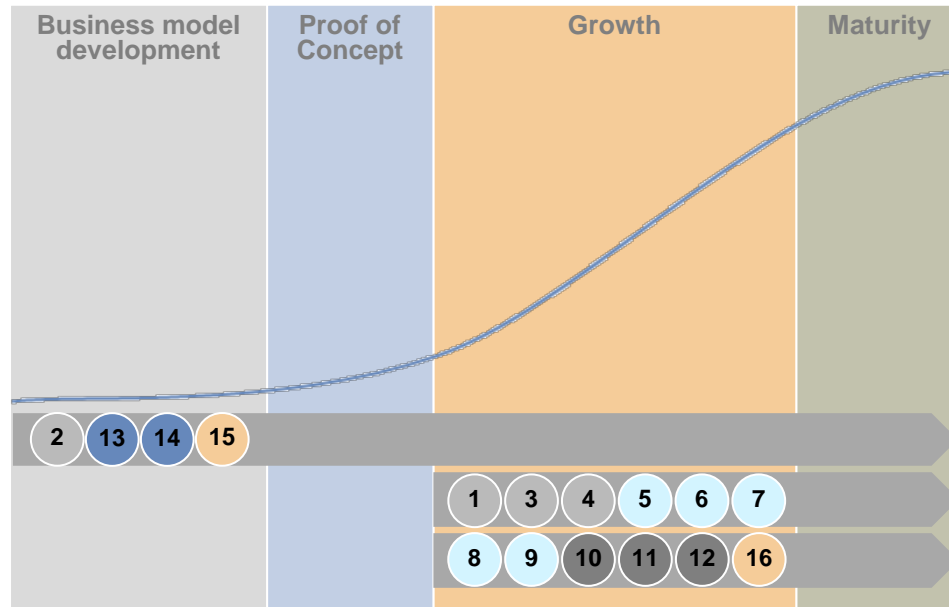


- Services
- | | | | |
|---|--------------------------------|---|--|
| 1 Sourcing of local talent and building of talent pipeline | 5 Product procurement services | 9 Retail services | 13 Access to standardised financing information (aimed at enterprises) |
| 2 Training in core business, management and leadership skills | 6 Shipping services | 10 Support for consumer awareness campaigns | 14 Access to standardised financing information (aimed at investors) |
| 3 Technical training for solar PV technicians | 7 Warehousing services | 11 Access to end consumer finance | 15 Access to market information |
| 4 Provision of after sales support | 8 Logistics services | 12 Virtual/ physical one-stop-shop | 16 Access to industry-wide IT systems |



... and are aimed at enterprises at different stages of business maturity, from development, PoC to growth

Services provided at different stages of enterprise maturity



Services

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- Capacity-building
- Distribution
- Consumer awareness
- Finance
- Other

Questions

For questions, please contact:

**Daniel Riley, WWF
Energy+ Technical Working Group**
Daniel.riley@wwfus.org

Caroline Narich, Accenture Development Partnerships
Caroline.j.narich@accenture.com