Global Replication Trainings
Access to energy is increasingly gaining importance as the world is recognizing that everyone, rich or poor, is entitled to a basic right, a driver of human development. The scale of the problem warrants a combination of approaches, centralized and decentralized, in order to provide people with not only minimal energy services like lighting but also other services up the energy ladder which power end use appliances particularly related to livelihoods such as sewing machines, cold storage, agro-processing units and so on. There is a need to also look at approaches that are not ad hoc solutions but provide access, affordability and quality in the long term for the poor.

Targeted at those who are committed to last mile energy solutions to the poor, these workshops are designed to inculcate a holistic approach—encompassing financial, technical, social aspects—in shaping solutions so that they are built on the principles of sustainability, replication and local contexts. The main feature of these cross-learning programs is to tap into a library of processes—technology, finance, business, policy, product design, skill development and others—to help deliver sustainable solutions that can be replicated or adapted across contexts or countries.

Program Goals

- Orient various stakeholders to the ground realities, challenges and possible solutions linking climate change, energy access and poverty alleviation
- Inculcate holistic thinking in developing and designing solutions for underserved communities
- Introduce participants to a library of processes that have gone towards building sustainable energy enterprises for underserved communities that can be adapted or replicated across similar contexts in countries

Additional Features

- Mentorship with on the ground implementers at SELCO
- Access to SELCO documentation, case studies
- SELCO partnerships to strengthen post workshop collaborations
Below are selections of topics that can be tailored to stakeholder’s interests depending on contextual relevance.

**Short:** 1 day, No field visit  ●  **Mid:** <3 days, 1 day field visit  ●  **Long:** 5-7 days, 2 day field visit

**Ecosystem Builders:** stakeholders who build the enabling conditions that stimulate and catalyze energy enterprises on the ground. It can be provided as a mix of stakeholders such as entrepreneurs-bankers or incubation vehicles-investors or as a standalone workshop for a specific type of stakeholder.

<table>
<thead>
<tr>
<th>Session</th>
<th>Key Topics</th>
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| Introduction to energy access | -Positioning energy access solutions in a larger context of sustainability and climate change  
- An example in practice: SELCO evolution over two decades |
| Building an Incubation Centre | -Key elements to start an incubation centre  
- Shaping your centre’s philosophy |
| Mapping the Ecosystem | -What is an ecosystem with respect to the energy sector?  
- Why is it relevant? |
| Building business development services for entrepreneurs | -Importance as a complement to enterprise finance  
- Understanding the needs and support required of entrepreneurs in different contexts  
- Role of onsite vs remote support to entrepreneurs |
| Plugging in missing gaps: policy influencing, enhancing affordability, technology tie ups | Touching on key relevant examples of how such aspects greatly influence the entrepreneur’s environment  
- Policies: Specific policy impacts such as national solar policies, financial inclusion schemes  
- Building relationships: convincing bankers to support energy access schemes  
- R&D Support: Prototyping, piloting, designing for different customer segments. |
| Replication across contexts | -What is replication? How is it different from scale?  
- Applying the principles of replication with examples |

**Entrepreneurs:** founders or senior management of energy enterprises that are in the startup (<1 year) or early stage (<3 years) who are keen to incorporate sustainable processes in their energy enterprises.

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| Introduction to energy access | -Genesis of SELCO&SELCO business model within the context of energy access  
- The heterogeneity of the poor = diverse solutions |
| Designing for the Poor | -Principles of social Innovation as tested on the ground  
- Practical design thinking process  
- Importance of multidisciplinary teams (technology, business, process) |
| Operations for rural/urban poor customer segments | -Setting up rural supply chains, distribution, human resources  
- After sales service, customer support  
- Key features of an enterprise serving the poor |
| End User Financing | -Why end user financing?  
- Financing through banks, mechanisms to incentivize banks  
- Financing in the absence of formal financial institutions |
| Enterprise Financing | -Importance of an investor partnership  
- Fallouts from a poor investment  
- Familiarity with key shareholder agreement terms to protect the social mission |
| Too big to fail, too small to matter | - Scale vs creating a multiplier effect through replication  
- Defining scale for your organization |
| Leadership | - Talent management: building a team ground up.  
- Building a culture of innovation and sustainability in organization |
SELCO India is a two-decade-old social energy enterprise established in 1995, who assess the needs of the end-user and customizes energy solutions for underserved communities-households, small businesses and institutions, improving quality of life and livelihoods. SELCO persisted despite an underdeveloped ecosystem by virtue of the type of customers and nature of social missions. It continually had to architect solutions and plug in gaps in the ecosystem in order to delivery sustainable solutions to the poor.

SELCO Foundation is a non-profit established in 2010 to nurture and strengthen enabling conditions to create a conducive environment for last mile delivery of energy solutions by local stakeholders. Its genesis stems from the learning of SELCO India’s successful experience in bridging the energy poverty divide through various innovative approaches.

The Foundation builds on learning over the past 20 years to populate a library of processes across technical, financial and business areas that help enhance the capacity of energy enterprises to deliver energy solutions in different contexts. *It is not meant to replicate the SELCO model in totality rather, transfer internal processes applicable across different contexts or models that have helped build a sustainable approach to delivering energy access solutions for the poor.*

**Sample of Trainings Conducted since 2011**

<table>
<thead>
<tr>
<th>STAKEHOLDERS</th>
<th>DETAILS</th>
<th>OBJECTIVE</th>
<th>KEY PARTNERS</th>
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<tbody>
<tr>
<td>Energy enterprises, investment managers</td>
<td>2011, 10 participants- Tanzania, Ghana, Togo, Mali, Nicaragua, Costa Rica</td>
<td>-Transfer best practices from SELCO&lt;br&gt;-Peer-peer sharing of innovative processes across different countries</td>
<td>E+CO [Investor], IRENA, Applied Materials Foundation, Lemelson Foundation</td>
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<tr>
<td>Energy enterprises, policy makers, NGOs</td>
<td>2012, 12 participants from Philippines including Peace and Equity Foundation, HSSI, Ramon Magsaysay Foundation, Philippine Policy Makers</td>
<td>-Role of energy access and its broader linkages to development goals&lt;br&gt;-Replication of processes across analogous contexts</td>
<td>Ramon Magsaysay Foundation</td>
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<tr>
<td>Energy enterprises, financial managers, incubation centre</td>
<td>2013, 32 participants- Burkina Faso, Mali, Senegal, Togo, Benin, Niger, Nigeria, Cote D’ivoire, Ghana, Sierra Leone, Cape Verde.</td>
<td>-Replication of key processes across enterprises and financial institutions&lt;br&gt;-Strengthening role of local incubation Centre</td>
<td>IRENA, ECREEE, 2ie</td>
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<tr>
<td>Energy enterprises, incubation centres</td>
<td>2014, 30 participants-Kenya, Tanzania, Uganda, Egypt, Bangladesh, Myanmar, Nepal, India. - Held in India.</td>
<td>-Strengthen holistic thinking&lt;br&gt;-Strengthening the role of incubation centres&lt;br&gt;-Replication of key processes across incubation centres and energy enterprises</td>
<td>IRENA, CIIE, DFID</td>
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<td>Microfinance Council of Philippines (MCPI)</td>
<td>2016, partner MFIs: Alalay Sa Kaunlaran, Inc. (ASKI), Negros Women for Tomorrow Foundation, Inc. (NWTF), Peoples Bank of Canaga, Inc. (PBO), and Paglaum Multi-Purpose Cooperative (PMPCI); and the MCPI DevSEA team. Held in Bangalore.</td>
<td>-learn from the experiences of SELCO in the provision of decentralized sustainable energy solutions via local financial institutions</td>
<td>MCPI DevSEA Team, ADA Luxeumberg, SELCO</td>
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<td>Energy Enterprise Trainings</td>
<td>2015, 2016, 2017: 50 local enterprises from West Africa region each year held in Burkina Faso, Senegal and Nigeria</td>
<td>-Transfer best practices from SELCO particularly around technical design, business plan development and financing</td>
<td>IRENA, ECREEE</td>
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Select Past Participants

26 countries*300 participants*4 regions

Mona-Mwana * Wilkin Solar * Ensoll*Solutions* SONI Niger * Sinergia * Blue Camel * Sosai Renewable Energies Company * Diamond Bank * Ecobank * CoseerSual Engineering * Orabank * The Unreasonable Institute, East Africa * Chandaria Business Incubation Centre * Small Industries Development Organization * EGG-Energy * Biruwa Ventures * Indigo Energies * Climate Innovation Centre * Egypt National Cleaner Production Center * 2ie * Ramon Magsaysay Award Foundation * Peace and Equity Foundation * Hybrid Social Solutions Inc. * Norteheanon Access Centre * Illoilo Network of NGOs * Zara Solar * MCPI * TAREBI * ANZA *