



Exposure Program in Bangladesh

Learning from the Best-Practice-Case Grameen Shakti

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SHORT DESCRIPTION

As plausible as the idea of rural electrification on the base of renewable energy might seem, the list of real success stories in this area is short. Many of them have been written in Bangladesh. Probably the best known is the one of Grameen Shakti, an enterprise of the Grameen social-business family (www.gshakti.org). With its concept of rural electrification based on microfinanced decentralized energy systems it is considered to be a best-practice example in this area: Until november 2009 Grameen Shakti had installed 300.000 Solar Home Systems, with 12.000 new systems being added to this figure every month.

With best-practice-examples like this, Bangladesh has to offer a lot of learning potential and insights for players from different sectors. The exposure program offers its participants the opportunity to learn by the business case Grameen Shakti and develop ideas and strategies for replication.

GOALS

- ▶ **Learning on the spot** – The concrete individual experience and the direct contact to players and target groups makes in-depth learning effects possible, which could not be achieved by dealing with the same issues in theory.
- ▶ **Learning by doing** – Through field visits and field stays, participants will gain detailed insights into the working practices of Grameen Shakti.
- ▶ **Corporate vision** – The stay is meant to give the participants an understanding of the mission statement and the values of the Grameen social-business-family.
- ▶ **Discovering potentials** – Through the direct contact to microfinance- and energy client needs and business opportunities in the BoP-market will be identified.
- ▶ **Enhancing energy and microfinance networks** – The common activities with international and cross-sectoral participants provide a chance to find partners for the implementation of concrete projects.

TARGET GROUPS

The program primarily addresses:

- Microfinance Institutions
- NGOs involved in the field of microfinance
- Energy companies
- Organizations for development cooperation
- Social and ecological investors
- CSR departments

With interest in the sphere of:

- Off-grid electrification
- Microfinance
- BoP market development
- CDM
- Rural infrastructure development
- Distribution models for high quality products
- Product-Service Systems
- Biogas and improved cooking stoves
- Solar Home Systems

PROGRAM

The Exposure Program is offered in two variants: As a short-term program, which addresses key stakeholders from business and politics, as well as a long-term-program, which addresses practitioners from the fields mentioned above. The program provides meetings and exchange of experience with the different stakeholders in the field of rural electrification and the opportunity to learn directly from users about the impact of solar energy for households and small business in rural Bangladesh.

Short-term program

Target group: Higher management and representatives from politics, business and civil society. The duration of the short-term program is five days, the number of participants is between twelve and 20 persons.

The short-term program includes the following activities:

- Preparation of the selected participants in their home countries,
- Presentation and discussion at the Grameen Shakti office,
- Visit of the Grameen Bank headquarters with round table discussion,
- Field visit at Grameen Bank and Grameen Shakti clients and non-clients,
- Visit at the governmental Infrastructure Development Company Limited (IDCOL, <http://www.idcol.org/>) who is responsible for quality management, CDM and subsidy disbursement.
- Discussion of the experiences and results with experts of Grameen Shakti and MicroEnergy International.
- Closing workshop and development of action plans for own future activities in the field of energy and microfinance

Long-term program

Target group: Practitioners in the field of microfinance and rural electrification, executive management of microfinance institutions, energy- and technology companies. The program takes twelve days in Bangladesh, the number of participants is between twelve and 20.

It contains all program items of the short-term program and additionally the following:

- Five to six days of field exposure in different units of Grameen Shakti with 2-3 selected persons per unit,
- Introduction to accountings and logistics of Grameen Shakti in the field offices and in headquarters,
- Discussion of the experiences and results with experts of Grameen Shakti and MicroEnergy International.
- Closing workshop and development of action plans for own future activities in the field of energy and microfinance.

Modular program structure

The program is to be understood as an organizational framework: Each participant can focus on his or her own questions or research topics. The participation in the particular activities is not compulsory. Meetings or visits outside the framework of the program can be arranged by request and as far as possible.

COSTS

Short Term: 1,500 Euro (without flight)
Long Term: 2,500 Euro (without flight)

TIME FRAME

February and March 2010
(depends on the schedule of the attendees)