

**We are privately owned Czech company in photovoltaic (PV) energy market in Central Europe oriented on turnkey services for Small and Medium Enterprises and public electrical energy systems sector. We are ready and willing to offer our services to ACP countries.**

*We have analyzed all the relevant information concerning renewable energy resources application for Africa. We have identified that photovoltaic applications are at the beginning phase and that a decentralized approach to renewable energy resources is addressed only at the final beneficiary's side (e.g. legal or illegal connections to the grid). Initial energy sources are centralized in power-generating units (e.g. water, thermal, turbo generators units) and the entire electric power business - based on the traditional experiences in the developed countries - has a serious problems. The process of delivering the generated electricity via distribution network to end users is very non-transparent and represents a difficult task. To demonstrate financial feasibility of such investment is almost impossible, and any ROI figures or any CBA outputs seem to be more artificial than the engineering aspect of a project itself. For example, having (on Africa's electric power market) the use of the Compact Fluorescent Lamp, pre-payment meters and to implement the Loss Reduction Program is still a good approach, but it will be, over and over again subjected to, and severely affected by the problems described above. Any financial institution, national or international (via their loans, credits, grants or guarantees) will be still under pressure to assist projects with these high risks, and therefore investment will continue be slow in coming in not only for electric power market, but also for development of the SME as well (for more details see my presentation to participants of the CDE European Institutional Network Annual Meeting in Florence, October 2009).*

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## Electrification story

We have heard how in some cases poor people stopped a use of electricity just after a few months of being connected to the grid; and how small electrification systems installed to provide electricity to communities were a few months after they started operating abandoned. This phenomenon is called "unsustainable energy access for the poor", and world-wide experiences prove the causes of this effects.

Problem solving of "unsustainable energy access for the poor" we can see in supply of the electric energy at reasonable prices with the combination of the renewable energy technologies, reflecting the particular location's characteristics and environment that can deliver the lowest generation costs for the Rural and Peri-urban Communities.

## What the Rural and Peri-urban Community needs:

### ACCESS TO KNOW-HOW



Enterprise Architect - role is to create entrepreneurship framework in Rural and/or Peri-urban Communities.

Enterprise Architect will integrate Housing and Services, Renewable Energy Enterprises, Micro and Small Enterprises into one sustainable economical and social unit. He has to develop community master plan and assist entrepreneurs in community how to develop business plan and rules, and how to prove feasibility of proposed changes.

Financial Engineers role is to prove financial feasibility of any enterprises in Rural and/or Peri-urban Communities.

Financial Engineer will have to distinguish between financial operations "on the Wall Street" and in any Rural and/or Peri-urban Community, He has to develop a financial plan and to prove its feasibility to Banks, EU funds, and to other financial institution. His role is to bring money to the community and to educate community people in positive cash flow and financial sustainability management, control and audit.

### ACCESS TO FINANCING

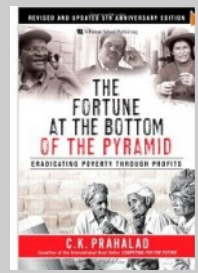


### ACCESS TO CONSENSUS



Enterprise Architect and Financial Engineer will assist Community Decision (Opinion) Makers to understand operations to "Access to know-how" and "Access to financing" for community development.

Community Master Plan, Jobs, Education, Health and Food prioritizing, Entrepreneurs business plan and rules, Financial plans, Financial control and audit systems will help Decision (Opinion) Makers to have community social and economical sustainability under their control.

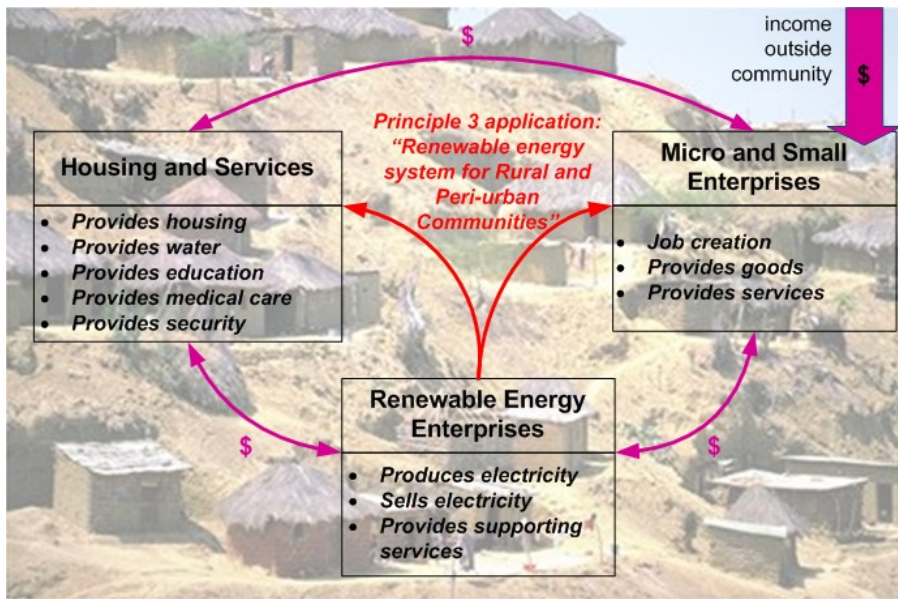


"What is needed is a better approach to help the poor, an approach that involves partnering with them to innovate and achieve sustainable win-win scenarios where the poor are actively engaged and, at the same time, the companies providing products and services to them are profitable."

## Rural and Peri-Urban electrification principles:

1. To educate people to understand value of the electricity
2. Electricity is a commodity with monetary value
3. Renewable energy system for Rural and Peri-urban Communities

## Renewable energy system for Rural and Peri-urban Communities



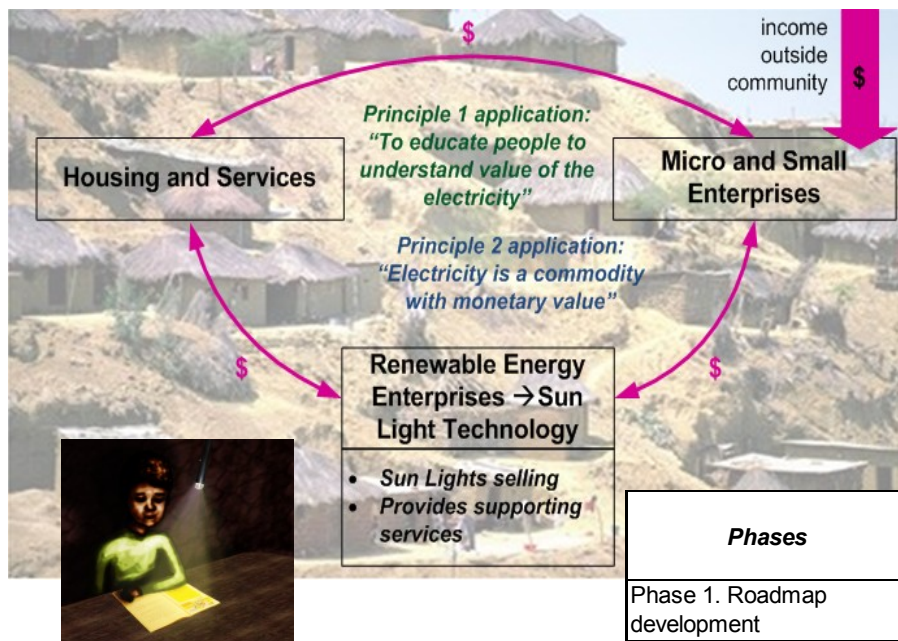
### Rural and Semi-Urban community functional zones:

**Renewable energy enterprises** - supply electric energy from renewable energy sources either micro and small enterprises and, or housing and services.

**Micro and Small enterprises** - producing commodities and services that are supplied out of this community. Bringing the financial sources into the community. This pays for used electricity and opens a new working opportunities. Small and Micro enterprises are the only way to create new jobs in a community and earn money outside community.

**Housing and Services** - provides housing to a community and all the necessary services as a education, security medical care etc.. All are paying for electric energy.

## How to START: To developed a feasibility study "Micro-entrepreneur's Sun"



The aim of proposed feasibility study "Micro-entrepreneur's Sun" is to develop and implement the first pilot project based on :

**Principle 1. Educate the people so they understand value of electricity**

**Principle 2. Electricity is a commodity with monetary value**

Phases	Estimated budget	Estimated duration in months	Performed by
Phase 1. Roadmap development	20 000 €	3	Phase 1 will be developed by an expert team.
Phase 2. Feasibility Study development	205 000 €	4	Phase 2 and 3 will be performed by a project team developed in phase 1.
Phase 3. Small and Micro-entrepreneur's mission	540 000 €	9	
Phase 4. Knowledge dissemination	35 000 €	2	Phase 4 will be performed by the expert team.
<b>Summary</b>	<b>800 000 €</b>	<b>18</b>	

**We are looking for a partner in project "Micro-entrepreneur's Sun".**