

How to make partnerships happen (**Solar**)

By

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Trend on Solar projects in Botswana

(solar home Systems and Solar Water Heaters)

Project Name	Purpose	Challenges
Manyana Pilot Project (EAD)	Deliver PV solar Home System	Maintenance
Gale-phirime (RIIC and EAD)	Replicate Manyana project to commercialization stage	Affordability and sustenance of installed systems
JICA Study	Test fee for service finance model	Inadequate attendance of faults and customer service
RE Botswana Project	Reduce CO2 emissions and improve livelihoods of rural dwellers	Currently implemented

RE Botswana Project

- To sustain delivery of RE system models in rural communities
- GoB assigned BPC to implement. As such BPC established BPC-Lesedi, a subsidiary company

BPC – Lesedi operations

(existing partnerships)

This company was established to operate on franchise business model

- Hence BPC-L will recruit entrepreneurs at local levels as franchisees to implement the project
- Partnership of BPC-L and Experts
- BPC-L will also liaise with LEA in training entrepreneurs

Opportunities for Partnerships

- Supply of PV modules and other accessories
- Business opportunities at Franchisee level
- Training of personnel to gain skills
- Funding for training of trainers

Solar Power Plants in Botswana

- 1 MW PV power plant as pilot (grant by Japanese Government)
- Study on Solar Thermal Power plant (GoB initiative planning to do Bankable Feasibility study very soon)

Business Opportunities

Introduction of REFIT

- Guarantee market with incentive base tariffs
- Realize participation of private sector and community in generation of national electricity

Renewable Portfolio Standards

- NDP 10 suggests 25% contribution of renewable energy (baseline is <1%)

Conclusion

GoB (MMEWR/EAD) will continue to perform its mandate of creating a conducive environment for private sector participation in renewable energy.