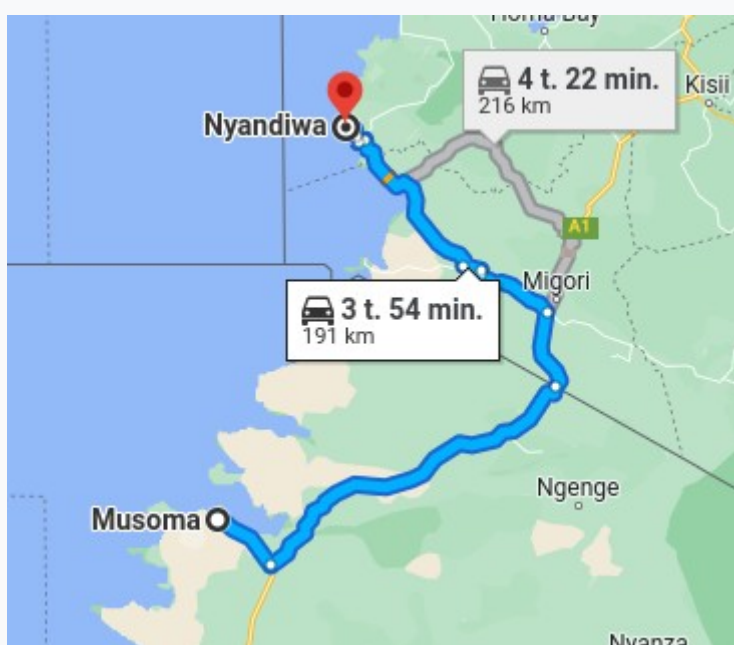


May 2022

## Feedback and evaluation of PPP Battery solution

### Looking back:

After some good meetings between Lilli (KenyaHelp, Denmark) and Steen (PPP Denmark) in 2020 we made a good concept on providing PPP for families, board members and locals in the area around Nyandiwa/Godbura in Kenya, next to the the Victoria Lake and the Tanzanian border.



We decided to test a B2G business model where KenyaHelp buy the batteries in cash from PPP at a discounted price and from there "rent out" to our beneficiaries. There were three payment options depending on affiliate with KenyaHelp. KenyaHelp families only have to pay a token payment, so we ensure that all the batteries are in use, as well as giving the families the feeling of contributing, not just receiving for free.

The next step was the visit of Deborah (PPP Kenya) in 2020. She brought the first batteries to an excited bunch of families. The team become briefly instructed, and not least, a relationship was created between the PPP, coordinator and board in Kenya.

In Denmark, KenyaHelp (Lilli) was introduced, to the system, so we could follow developments in use and payments.

The trial started out in the summer of 2020.

Local KenyaHelp agents will now (2021) be able to help PPP TZ to setup a similar structure on the Tanzanian side of the border near the town of Musomo by sharing knowledge and competences.

Subsequently, there have been some challenges, but no bigger than they could be solved.

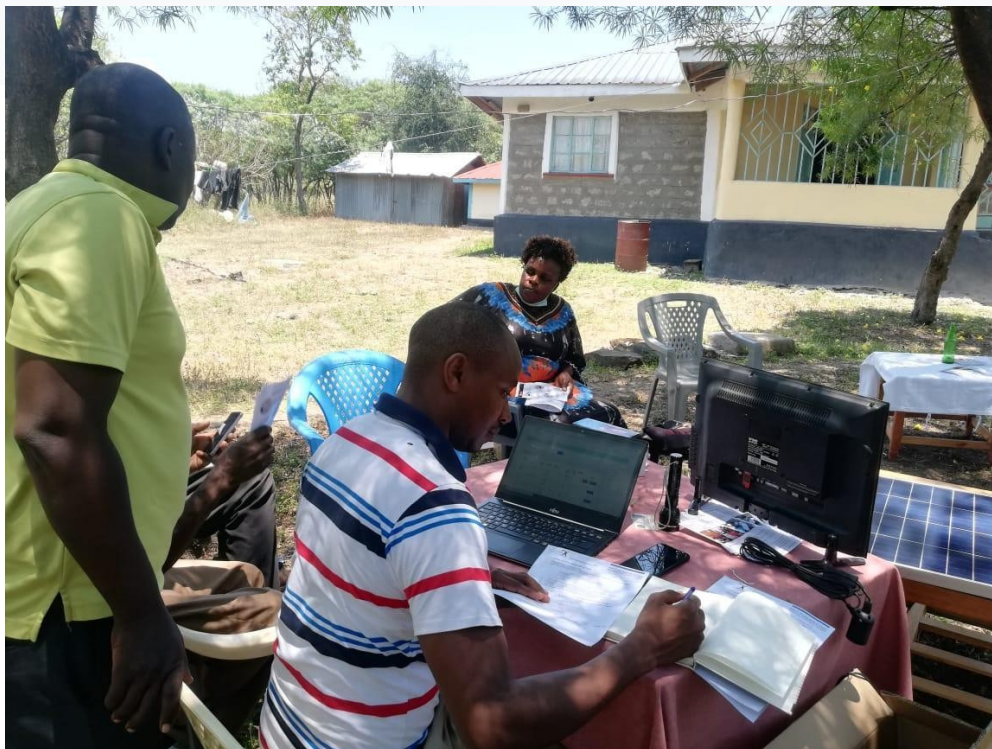
- Selected telecommunications company did not work for all customers
- The switch in the connection to the solar panel sometimes melts
- Difficult for the individuals to restart the battery after defaulting payments
- Failure to pay by users
- Delivery of enough batteries.

**We have learned:**

- First, it is important that a responsible person to be selected. Both for the technical and recovery of payments. One that is local. This person can be a volunteer, but there must be a focus on paying expenses for transport etc. Agreements to be made, with either PPP or NGO.

Our proposal is the same principle as the agents, with monthly payment for each functional battery so there is motivation for selling more. It will generate a local job.

- The motivation to pay disappears if the function to turn off the battery, if non-payment is deactivated.
- We must ensure that it is possible to get (buy) spare parts and that it is possible to buy new bulbs locally.
- It would be nice if it were possible to restart online, and to travel to the individuals.



### **Feedback from users:**

- Everyone is happy with PPP. It is a strong and user-friendly battery. It is better than the other batteries on the market and not least much easier to handle than the car batteries used by several families.
- There is a demand for connection of TV, which is not 12V, or purchase of a converter.
- PPP gives a good and bright light, it creates the opportunity to read and study after dark.
- The light allows for joyful socializing in the evening.
- PPP can provide light in the living room, in the kitchen and outside the house and provides safety and security.
- In schools, PPP is the light source when the oldest classes are taught at the end of the day. It also provides the opportunity to use the premises of the schools in the evenings.
- PPP creates small jobs. Others pay a little to charge mobile phones which is an important payment and communication tool
- PPP can create jobs for a commission-paid technician, warehouse manager and salesperson.
- Even in areas with electricity, the supply is very unstable and can be gone for days.
- There is a demand for small models that can be used on the boats when fishing - they must be waterproof
- The solar cell is a little too small; it takes a few days with full sun to charge the battery.
- More batteries are needed.
- Even in the guesthouse where KenyaHelp lives during the trips, PPP is the rescue when power outages are not forthcoming.

A local production of lampshades is proposed.  
Positivity over stability, strength and mobility.

Thanks for the good cooperation.  
Regards KenyaHelp, NYAGO OVC





## ANNEX

### Cash-Flow B2G business model over 3 years

Prices in USD	PPP	Donor	NGO	Agent	Client	Suppliers
Cost for delivery to NGO	-150					150
Payment for delivery	200		-200			0
Donor involvement		-150	150			0
Installation				25	-25	0
Weekly installments (2USD/week) 3 years			156	156	-312	0
Airtime and IoT service 10 USD/year for 3 years	30		-30			0
Simcard payment	-20					20
<b>Total revenue/cost over 3 years</b>	<b>60</b>	<b>-150</b>	<b>76</b>	<b>181</b>	<b>-337</b>	<b>170</b>

Yearly with 50 new clients	1.000	-2.500	1.267	3.017
Monthly income				251

KenyaHelp can decide to use the revenue to finance some of the client cost thus lowering their weekly expenses.

