

Going to Scale – How private and public sector can join forces to create vibrant markets for cookstoves

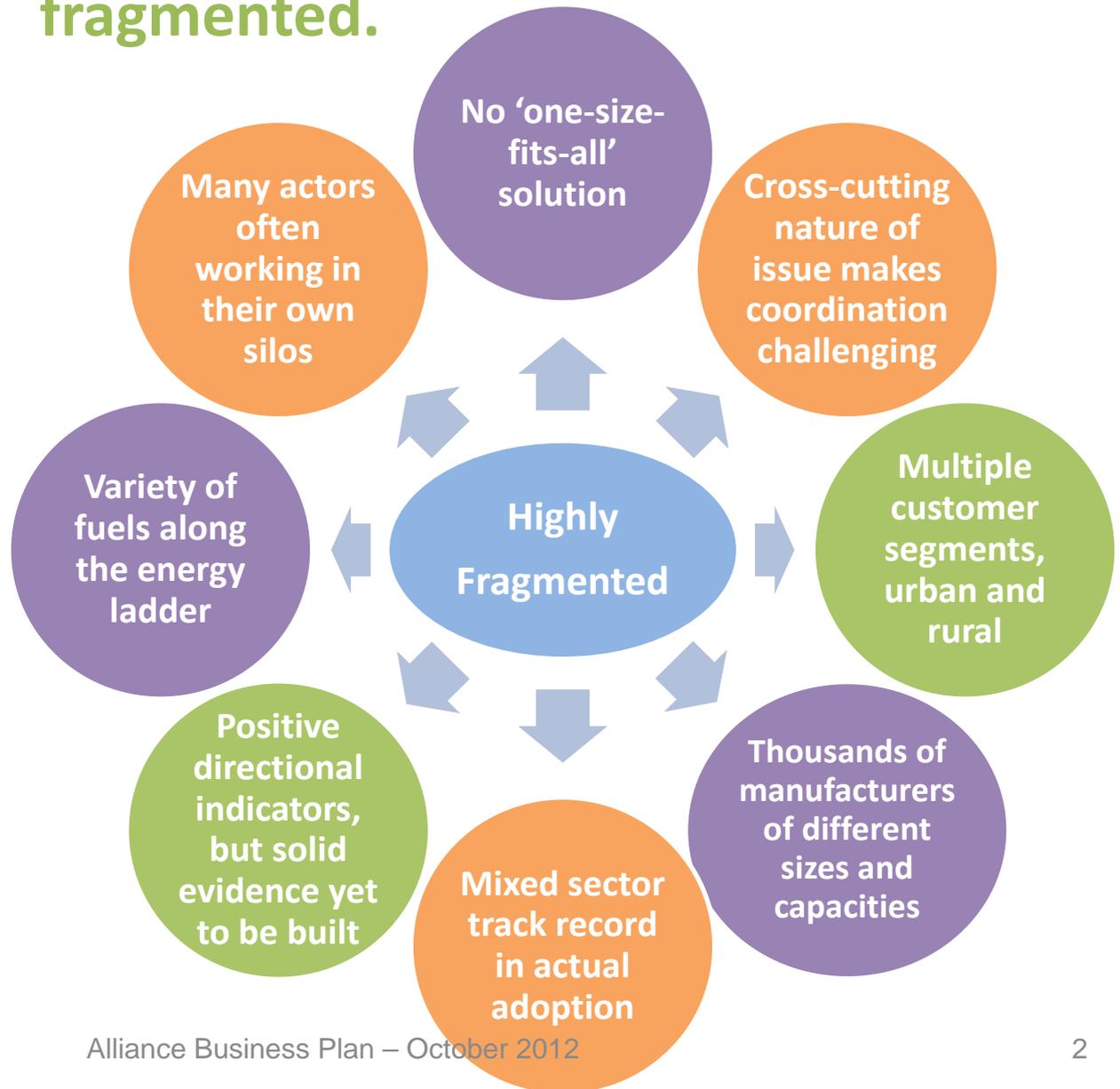
Lucy Stevens, Practical Action



While there is a foundation to build on ...

- At least 2 million improved stoves sold last year
- Decades of cookstove implementation experience
- Hundreds of active stove organizations

the market today remains fragmented.



Workshop objectives

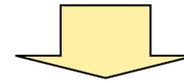
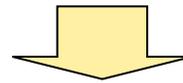
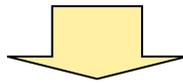
- Identify expectations of public and private sector
- Identify co-operation opportunities between public and private sector
- Develop recommendations for improving the roles of public and private sector actors



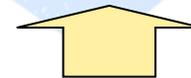
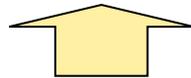
Setting the scene

- Vibrant markets
 - Sectors and sub-sectors
- Which private and public sector players?
 - The chain of actors in the core market
 - Actors in inputs and business services
 - Actors from the business environment

ENABLING or BUSINESS ENVIRONMENT



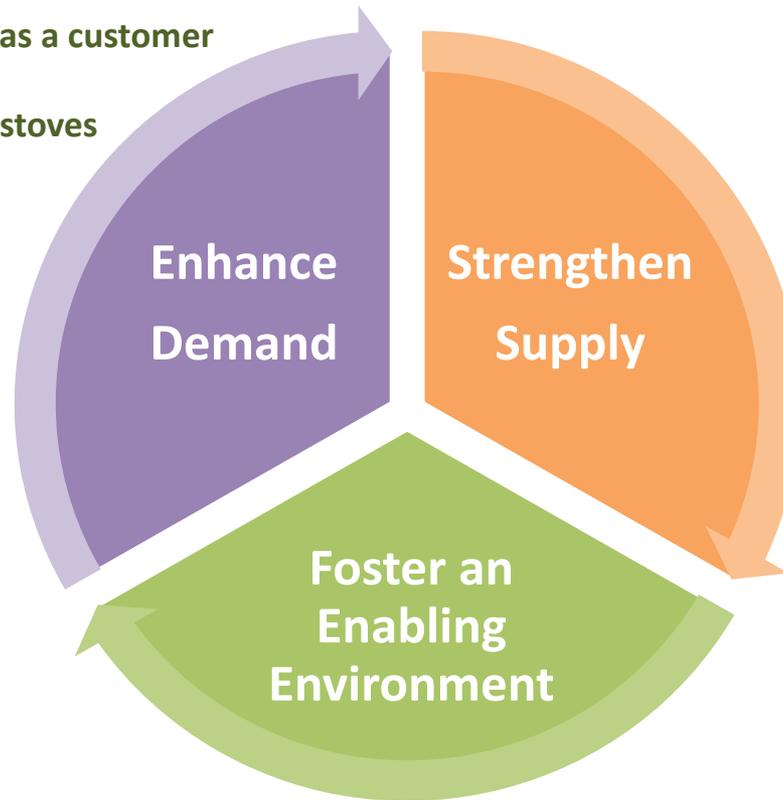
MARKET CHAIN



SERVICE/INPUT PROVIDERS

A three-pronged strategy has been developed to spur the clean cookstove & fuel markets.

- Understand and motivate the user as a customer
- Reach the last mile
- Finance the purchase of clean cookstoves and fuels
- Develop better cookstove technologies and a broader menu of options



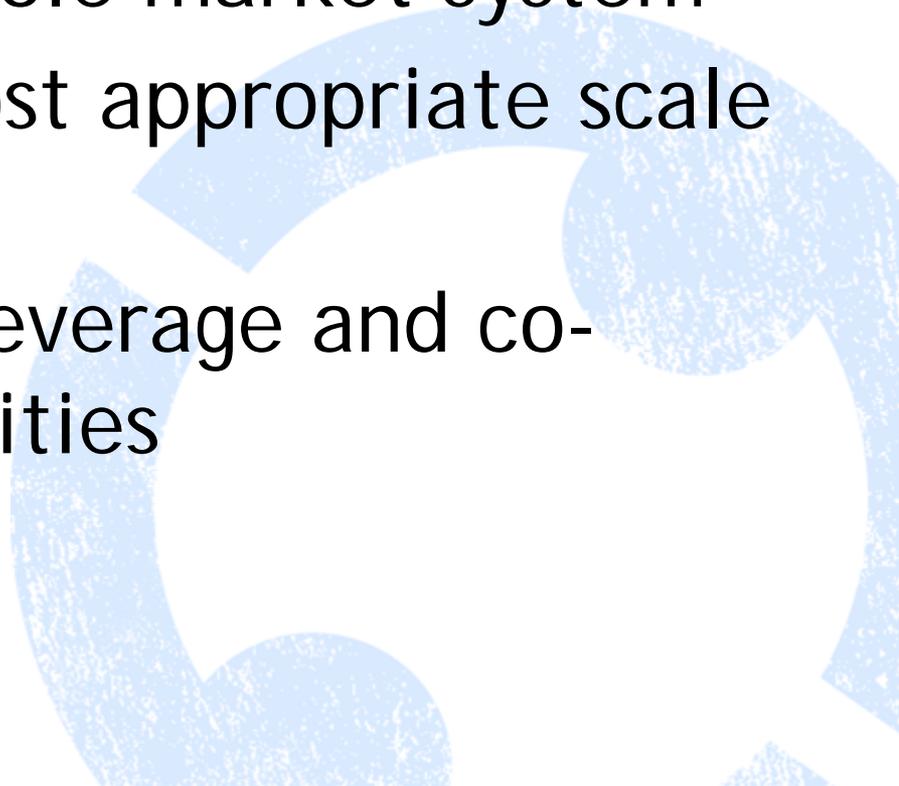
- Finance clean cookstoves and fuels at scale
- Access carbon finance
- Build an inclusive value chain for clean cookstoves and fuels
- Gather better market intelligence
- Ensure access for vulnerable populations (humanitarian)

- Promote international standards and rigorous testing protocols, locally and globally
- Champion the sector to build awareness
- Further document the evidence base (health, climate and gender)
- Engage national and local stakeholders
- Develop credible monitoring and evaluation systems

The supply chain: inefficiencies remain



Concluding points

- Listen out for 'supply chain' stages and issues in presentations
 - Think about the whole market system
 - Think about the most appropriate scale of analysis
 - Look for points of leverage and co-operation opportunities
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Thank you

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