

BOSS-solutions in Ethiopia:
Applied Education and
Entrepreneurship Programme
(AEEP)



The World speaks **Off-Grid**

Content

1. Company introduction

2. The BOSS-concept

(Business Opportunities with Solar Systems)

3. AEEP Ethiopia (Applied Education and Entrepreneurship Programme)

Introduction

Experiences from the first run

Lessons learned

Solar Market Place

Company introduction

Portfolio

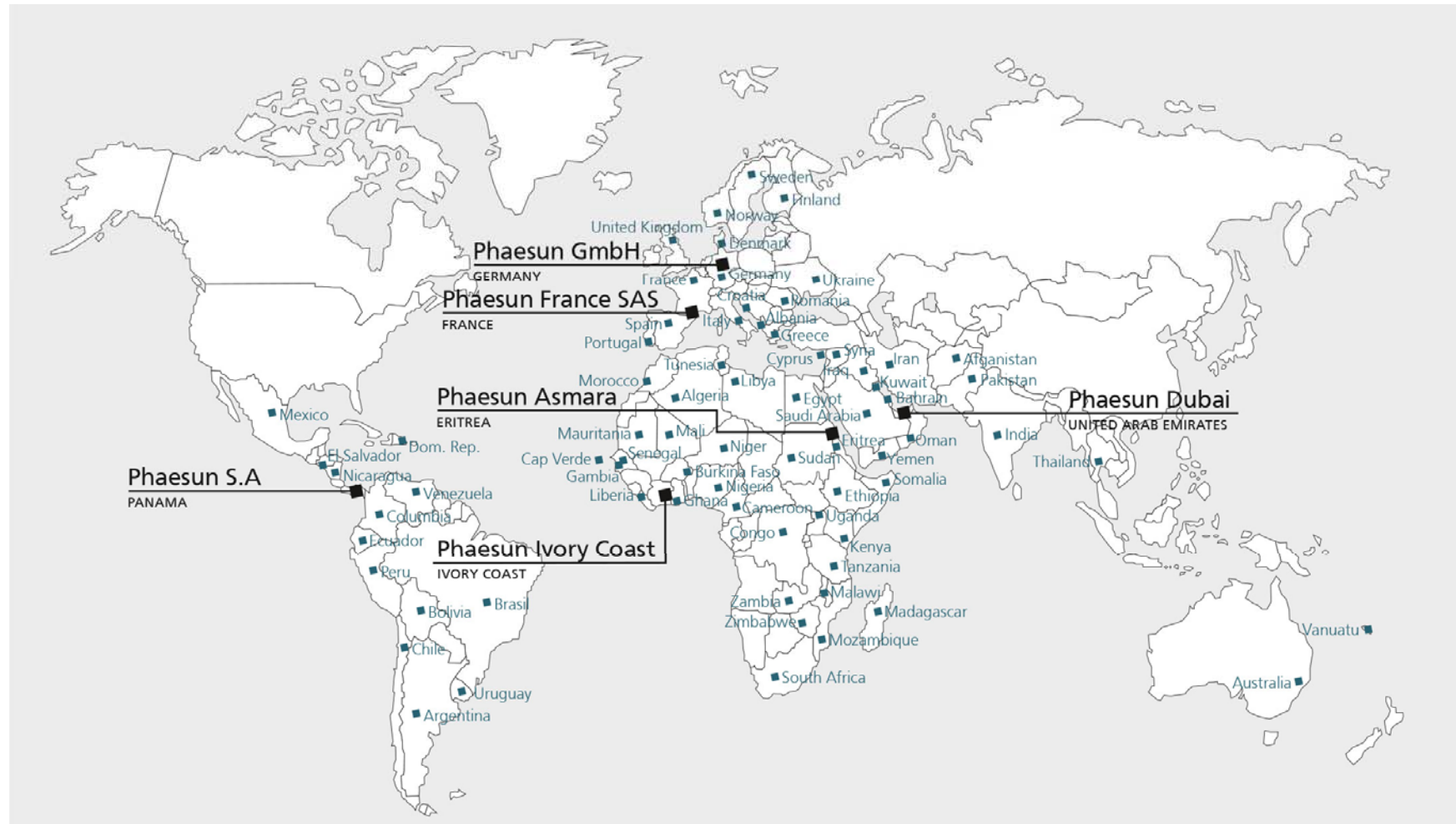


Solar components & sales

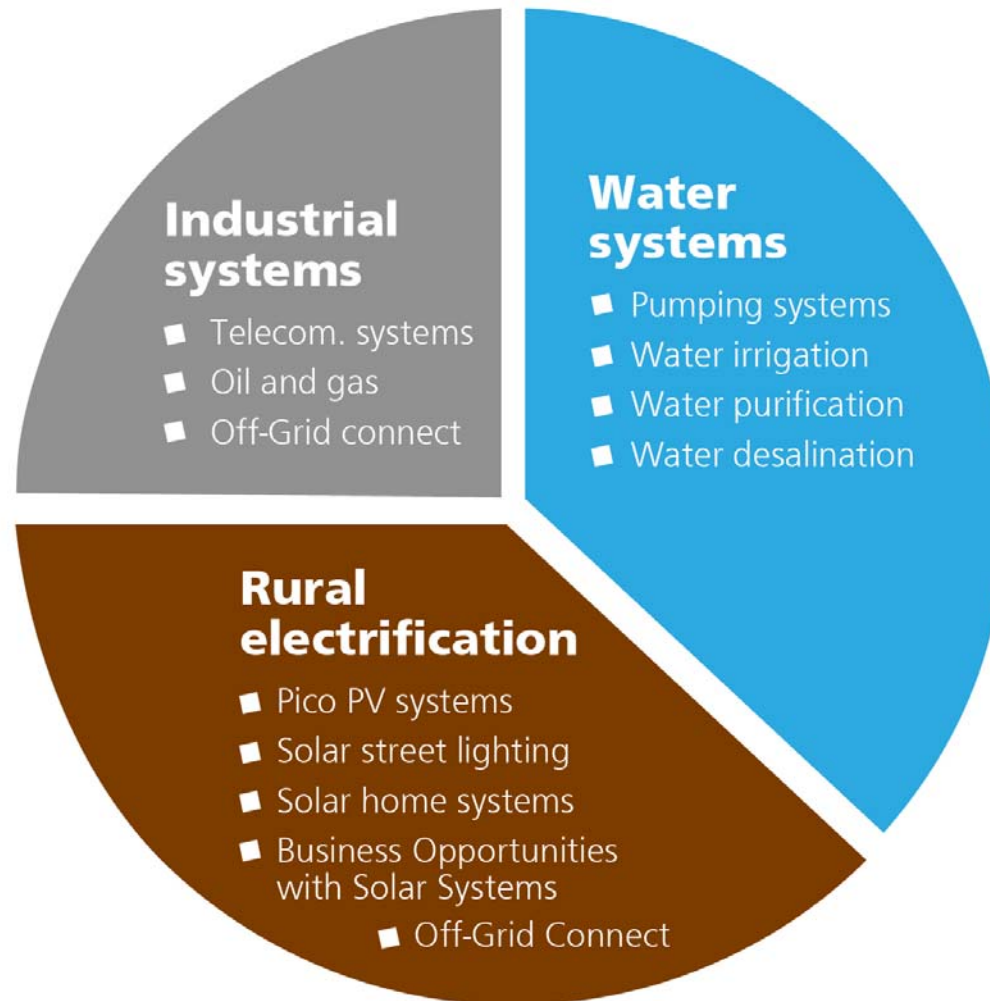


Solar systems & projects

Project locations



Target areas



BOSS:
Business Opportunities with Solar Systems

BOSS

Business Opportunities with Solar Systems

Objective:

- Off-Grid energy in unelectrified areas is used to generate income
- Implementing and improving services and therefore create jobs

Application areas:

- Agricultural use
- Charging services
- Lighting, cooling, entertainment

BOSS Solutions Kits and components



BOSS Pro Farina



BOSS Kit Pro Press



BOSS Kit Pro Fee



BOSS Kit Keep Fresh



BOSS Pumping System

AEEP

Applied Education and Entrepreneurship Programme

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Applied Education and Entrepreneurship Programme

AEEP Facts:

Objective:

- Develop entrepreneurship skills in rural areas and introduce solar systems for small businesses

Knowhow transfer:

- German and Ethiopian partners => University students => micro entrepreneurs
- Project run time: 12.2013 – 10.2016

AEEP Partners:

- University of Arba Minch/Ethiopia and HS Neu-Ulm
- Phaesun, X-Com, Sahay Solarverein and more
- Project is co-financed by DAAD with funds of BMBF



Academic Theory Training of trainers

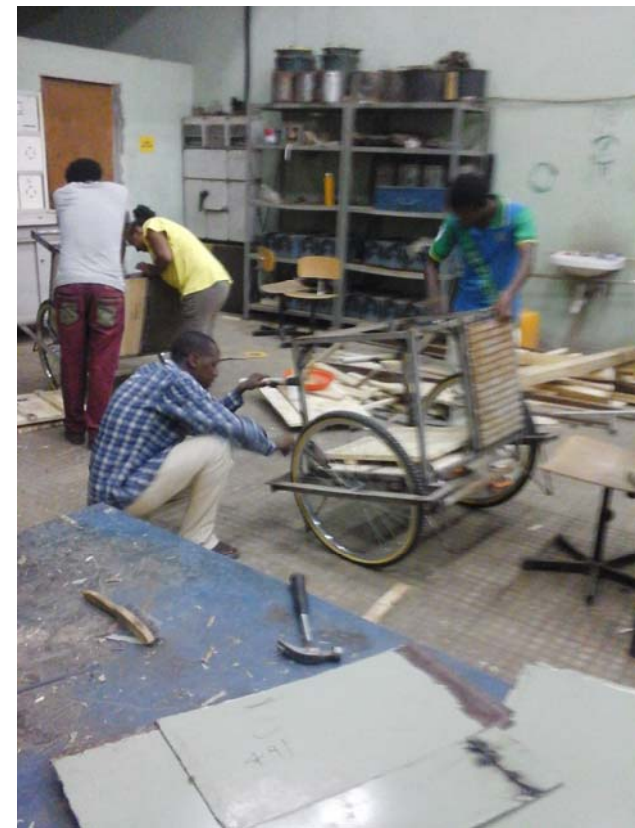


Academic Theory

Business development



Engineering System sizing and installation



Introduction of the businesses Long way to Laka

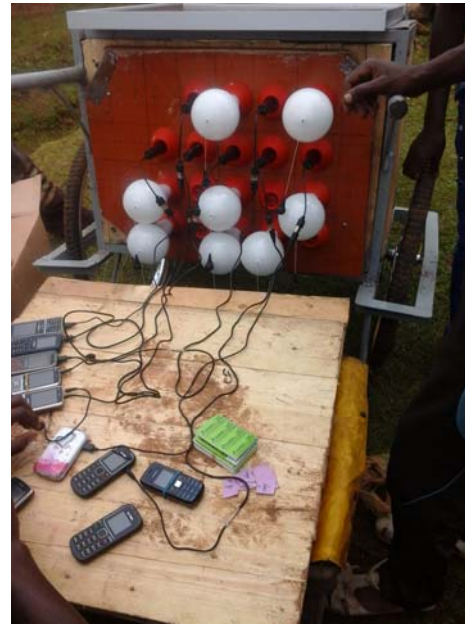


Business operation Solar barber



Business operation

Mobile solar charging station



Business operation Solar cafeteria



Business operation

Mobile solar ice cream shop



Business operation Solar photographer



AEEP

Adjustments for 2nd run

Academic approach:

- Business development directly with entrepreneurs
- Focus on introduction of the businesses

Adjustment of BOSS systems and business models:

- Mobility of the systems needs to be improved: Plug&Play
- Adoption on business models:
 - Barber with focus on festivities
 - Charging station with additional services
 - More movies for solar cafeteria etc

Solar Market Place





Thank you for your attention!

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