# Case Study Template for Solar Home System Companies

#  Mozambique Off-grid Knowledge Hub on Energypedia

**Background Information**

The Mozambique Off-grid Knowledge Hub on energypedia is a one-stop gateway for curated information on renewable energy in Mozambique. Developed jointly by the initiative Green People’s Energy for Africa and energypedia, this hub serves as an online space for mutual collaboration as well as knowledge exchange among experts from different organisations, companies, and institutions in Mozambique.

Against this background, we invite **case studies from solar home system (SHS) companies** in Mozambique to feature business models, solutions, and learnings on the hub. The aim is to promote mutual learning and avoid reinventing the wheel for moving the Mozambican RE sector forward.

Should you be interested in featuring your case study, please fill out this form and send it to ranisha.basnet@energypedia.info. You can fill out the form in either English or Portuguese language. If you need a form in Portuguese you can download it at the [**Case Study Info Page**](https://energypedia.info/wiki/Case_Studies_on_Energy_Access_Projects_in_Mozambique).

Depending on technologies, products and services offered, not all fields may be applicable. Just select the ones you can report on and leave the other ones empty.

**Company**

|  |  |
| --- | --- |
| **Company name** |  |
| **About the company** | *Short description of the company* |
| **Areas of operation in Mozambique** | *Village/District, Region* |
| **Size of the company in Mozambique** | *1-10 staff; 11-50; 51-100; >100; >500* |
| **Location of Headquarter** |  |
| **Other countries of operation** |  |

**Solutions offered**

|  |  |
| --- | --- |
| **Products / Technologies / Services** | *Short description of RE products / technologies or services offered;* *Installed capacity of SHS; Types of appliances powered with their capacity;**Prices* |
|  |  |

**Market and business model**

|  |  |
| --- | --- |
| **Target customers** | *Whom are you targeting? Households, small enterprises, institutions? Do customers live in rural, peri-urban areas, cities?* |
| **Finance / Funding** | *Do you have external financial support from grants, venture capital, stock capital? Other?* |
| **Financing options for the target customers**  | *PAYGO, mobile money, collaboration with local networks, leasing…* |
| **Distribution network to reach last-mile consumers**  | *Sales agents, door-door marketing, women’s network, collaboration with aid programmes, awareness programmes...* |
| **Long-term Operation & Maintenance**  | *Who is responsible and who pays for it?*  |
| **Warranties/guarantees** | *Do you offer any warranties/guaranties on your product?* |
| **After sales service (repair, replacement and sustainability)** | *how can people access repair services? Cost of repair? Do you offer replacement parts? Do you look at long-term sustainability of products (e.g. e-waste management)* |
| **Monitoring of systems** | *Do you offer remote monitoring and cloud-solutions? Do you monitor the systems and their correct usage, how?* |

**Company turnover and impact**

|  |
| --- |
| *No. of products sold;**Annual turnover;**Jobs created**Other…* |

**Impacts on your target customers**

|  |
| --- |
| *No. of households/institutions/small businesses reached/electrified**Do you know what people use the electricity from the SHS for?**Other positive impacts on your target customers;* |

**Constraints and Recommendations**

|  |
| --- |
| *Major challenges faced and how you solved them?**Did you experience default payment? If yes, how did you tackle it?**Did you experience theft of the solar assets? If yes, how did you tackle it?**What are the challenges related to reaching last-mile consumers? How do you tackle them?**Are there any policy and regulatory constraints?**Key recommendations based on your experience?* |

**COVID related constraints**

|  |
| --- |
| *Specific challenges due to COVID (funding, low purchasing power…)? If yes, (how) did you overcome it (wherever applicable)* |

**Resources / Links**

|  |
| --- |
| *Please add here links to all resources (factsheets, flyers, videos…) related to your company/products that you want to share* |

**Pictures**

|  |
| --- |
| *Please send us 2-3 high-definition pictures to be added to the case study* *Please indicate the name of the photographer and make sure you have the right to publish them on energypedia* |

**Contact**

|  |  |
| --- | --- |
| **Name and position** |  |
| **Email address** |  |
| **Website** |  |