



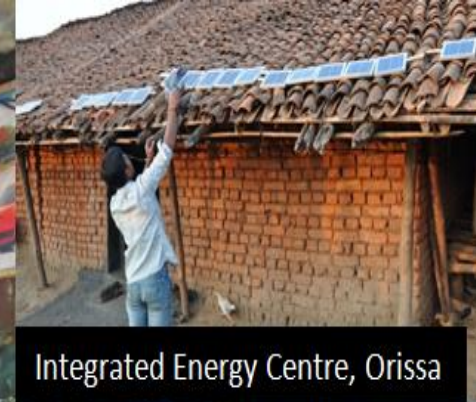
Technical training



Onsite training and installation



Installation at household in Manipur



Integrated Energy Centre, Orissa



SELCO Incubation Centre

-An Ecosystem Approach

SELCO
Incubation Centre



A person riding a motorcycle on a dirt road through a hilly, wooded landscape. The road is reddish-brown and curves through dry grass and scattered trees. In the background, there are more trees and a clear sky.

WHY INCUBATE?

- Holistic approach needed from end-to-end across the value chain
- Lowering learning curve through leveraging combined resources
- Sustainability- this initiative will constantly look to gain efficiencies through strong partnerships and innovations in process, products, operating and delivery models, etc

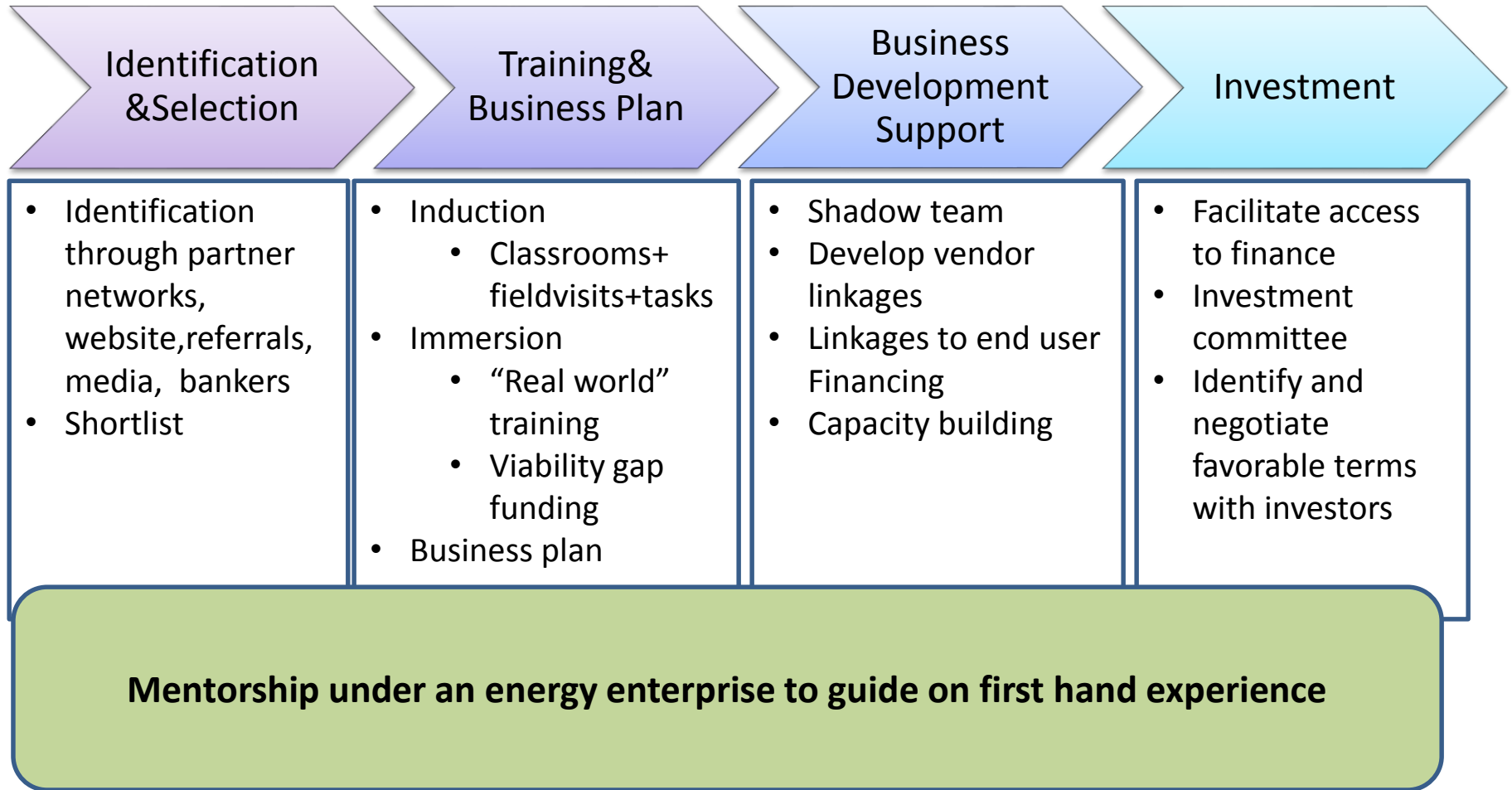
The Mission

To incubate and support decentralized energy enterprises in India and across the world by

- Replicating successful business models and processes
- Providing mentoring and business process/planning support
- Helping create the necessary end consumer financing linkages
- Enabling access to seed and later stage capital
- Establishing a platform for networking, sharing of best practices, common sourcing , etc



The Approach





Milestones

- Business development support to 10 entrepreneurs
- 57 technicians trained for 7 incubatees
- 2 MoUs and 2 circulars post bankers training workshops
- Regional Hub in East India
- Transferring innovative processes (LFE, rental, RF)
- Facilitated investments into 2 medium entrepreneurs in the range of \$200,000-500,000 (closing stage)
- 10 diverse partnerships
- 3 manuals

Challenges → Solutions

- Selection & training → Filtration through field visits, on site exposure + mentorship
- On site operational support → regional hub + shadow team
- Localized solutions → Innovation Fund
- Cycle of access to finance → investment committee+ soft funding + patient investors
- Facilitating end user finance → capacity building + SELCO experience/resources
- Coordinating sector needs → CLEAN Network

South - South Cooperation



E+CO Investees 2011



ECOWAS Entrepreneurs 2013



Ramon Magsaysay Foundation, 2013



SELCO TRAINING STRATEGY

- Emphasis on processes rather than SELCO business model
- Linked similar contextual examples
- Taking risks, innovating: technology, business models, finance
- Observational learning experience
- Interaction with other stakeholders

- ❖ **Enterprise Innovation Fund** that is easily accessible
- ❖ **Incentivize FIs to lend to poor** end users not large projects
- ❖ **Localized incubation center** that goes beyond business plan training
- ❖ **Technical training** that enables innovation and introduction to new technologies
- ❖ **High quality products** to be encouraged in markets
- ❖ Develop a **grassroots R&D lab**
- ❖ **Parallel focus on policy reforms** that stimulate a conducive environment like tax incentives for domestic manufacturing or priority sector lending for banks
- ❖ **Cross over learning of processes/innovations** applicable in other contexts

What works in a nutshell

- Evolving selection process
- Emphasis on all aspects i.e. technology, strategy, business plan
- Dedicated shadow team
- Viability gap funding to smoothen hiccups in early operations
- Induction and Immersion process
- Dedicated person for follow ups with FIs
- Senior advisory committee who lend their experience to enhance confidence



END TO END APPROACH



THANK YOU

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