

Building energy businesses: knowledge sharing workshop with business incubators & entrepreneurs from Asia & Africa

22-27 September 2014 | Bangalore, India

Workshop Goals

- Share knowledge and perspectives between incubator vehicles and energy businesses from different countries
- Inculcate thinking of holistic ecosystem approach into incubator vehicles
- Orient incubator vehicles into the ground realities and challenges of energy businesses
- Strengthen potential opportunities for energy entrepreneurs through incubator vehicles
- Build partnerships between incubator vehicles in different countries

Participants – Approx. 35 people

- Incubators from East Africa (Kenya, Tanzania, Uganda) + entrepreneurs (nominated by incubators)
- Incubators/support organizations from Bangladesh, Egypt, Myanmar, Nepal, Pakistan
- Representatives from CIIE & SELCO Incubation Center and their supported entrepreneurs
- Invitees from support organizations such as DfID, GIZ, Mentors.
- IRENA staff

Outline of activities:

<i>Session</i>	<i>Time</i>	<i>Points to cover</i>	<i>Who/how</i>
Day 0 (Sept 21, Sunday) – Participants arrive in Bangalore			
Day 1 (Sept 22, Monday)			
Registration	8:30 to 9 AM		
Ice-breaking	9 to 11 AM	<ul style="list-style-type: none"> • Participants introduce themselves 	
Tea break	11 to 11:15 AM		
Introduction to the CIIE model	11:15 AM to 1 PM	<ul style="list-style-type: none"> • Running an incubator with various programmes and initiatives - ecosystem + investment - right mix 	CIIE team member
Lunch	1 to 2 PM		
Introduction from DFID	2 to 2:15 PM	Introduction to DFID's work in energy access enterprise development and off-grid energy access	Aloke Barnwal (DFID India)

<i>Session</i>	<i>Time</i>	<i>Points to cover</i>	<i>Who/how</i>
Introduction to SELCO Umbrella	2:15 to 3:30 PM	<ul style="list-style-type: none"> • SELCO Introduction • Evolution of SELCO Incubation Centre and overview of approach 	SELCO Management Senior Advisor, SELCO Incubation Centre
Videos (SELCO)	10 mins	<ul style="list-style-type: none"> • Shankar or Madlur 	Video
Tea break	3:40 to 4 PM		
Pursuing energy access businesses – experiences from India, Africa + elsewhere	4 to 5:30 PM	<ul style="list-style-type: none"> • Pursuing energy access businesses – experiences from India and Africa • Energy access business – key points (sourcing / EPC / sales & distribution / financing & payment / O&M) • What kind of support do energy access companies need to succeed? • Key areas of support required? • What has worked well? What hasn't? • What further role can incubators play? 	Gregory Briffa, Team Leader - Low Carbon Development, DFID India Panel + moderated discussion: entrepreneurs from India & Africa
	7 to 9 PM	<ul style="list-style-type: none"> • Networking dinner (All) 	
Day 2 (Sept 23, Tuesday)			
Tools and processes for bus. planning	9 to 11 AM	<ul style="list-style-type: none"> • Helping energy startups with business design & business planning using tools and toolkits 	Interactive session with CIIE team
Tea break	11 to 11:30 AM		
Mentorship for entrepreneurs	11:30 AM to 1 PM	<ul style="list-style-type: none"> • Importance of mentoring energy access businesses 	Ashok Das
Lunch	1 to 2 PM		
Financing, due diligence & investment	2 to 5 PM (incl. tea break at 3:15 PM)	<ul style="list-style-type: none"> • Various financing options for supported entrepreneurs (seed/equity/debt/grant, etc.) – pros/cons of each type • Due diligence and seed investment: How do seed/impact investors carry out due diligence prior to investment? • Experiences from ONergy & Surya Power Magic 	Nagaraja Prakasham (Acumen Fund) Revathi (SELCO) CIIE + SELCO rep. Piyush Jaju + Karthic Ravindranath
Day 3 (Sept 24, Wednesday)			
Incubation process breakdown. with emphasis on failures	9 to 11:15 AM	<ul style="list-style-type: none"> • Selection: What are the strategies used to identify and select candidates? • Preparation to handle a business: HR, basic operations • End user financing: What are the different models employed? • Supply chains: Building local vendor linkages and how? 	Presentation by Manager & Senior Advisor, SELCO Incubation Center

<i>Session</i>	<i>Time</i>	<i>Points to cover</i>	<i>Who/how</i>
		<ul style="list-style-type: none"> • Other key challenge areas & Centre's role 	
Tea break	11:15 - 11:30 AM		
Evaluating the incubation centre (external perspective)	11:45 AM -1 PM	<ul style="list-style-type: none"> • Evolution of role of an incubation center evolve as part of larger SELCO Umbrella • Overview of the approach, milestones and challenges of the centre • Moving forward 	Presentation Consultant, RE and Energy Access
Lunch	1 to 2 PM		
Sustaining business incubation	2 to 4 PM (incl. tea break at 3 PM)	<ul style="list-style-type: none"> • Various options available – government support, CSR, grants, etc. – how have CIIE & SELCO done it so far? What are the experiences from Africa and elsewhere? 	Panel discussion – reps from CIIE, SELCO, CIC-Kenya, Bangladesh
Day 4 (Sept 25, Thursday) - Field visit (whole day) – breakfast, lunch, dinner during field visit			
Leave by 6 AM and back by 10 PM		Places to be visited – Hassan, Karnataka (entrepreneur-street vendor model, home lighting, institutional, banker interaction)	
Day 5 (Sept 26, Friday)			
Role of the SELCO Incubation Centre in building a sustainable energy enterprise	10 AM to 12:45 PM (tea break at 11:30 AM)	<ul style="list-style-type: none"> • Incubator / entrepreneur perspective- Introduction to bus. model: need, region • Key aspects of the business model: financing/sales & distribution/ awareness/human resources • Key support areas from the Incubation Center and why • Milestones 	Presentation by Maangal/ Entrepreneur
Lunch	1 to 2 PM		
Perspectives from the visitors - Incubators (and those interested in setting up incubators)	2 to 3:15 PM	<ul style="list-style-type: none"> • What could other incubator vehicles learn from their models? • What other practices would the incubator include? • How can partnerships be built between incubators? 	Breakout groups followed by sharing of key learnings by group
Tea Break	3:15 to 3:30 PM		
Key learnings from workshop	3:30 to 5 PM	<ul style="list-style-type: none"> • What would work well in the Africa context and Asia context? 	Interactive
Day 6 (Sept 27, Saturday) - half day for conclusion with CIIE, IRENA and SELCO			
Sept 27th / 28th – Participants return to home country/city			