



On-site data collection

- Observe community firsthand
- Meet with local officials
- Confirm secondary data are reasonable
- Conduct surveys/focus groups
- Collect preliminary energy resource data
- Identify possible location for assets





• Prioritize communities based on organizational objectives

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- Decision methods
  - PESTLE (political, environmental, social, technological, legal, economic) analysis
  - Risk Matrices
  - Theory of Change
  - Others

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## Attractive Community Characteristics for Electrification

 $\checkmark$  national grid is located far away with no credible plans for it to be extended to the community

- $\checkmark$  no other off-grid systems installed or planned
- $\checkmark$  demand for electricity is high and the planned uses are productive or improve the quality of life

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- $\checkmark$  ability and willingness to pay for electricity
- $\checkmark$  one or more energy resources are suitable for electricity generation
- $\checkmark$  dense population
- ✓ there is basic infrastructure (e.g. roads, cellular network)
- ✓ community is politically stable
- $\checkmark$  low risk of theft and vandalism



- Detailed technical and commercial plan design and development
- Iterative and inter-related process
- If design is not projected to meet certain technical or business targets, consider next community on list
  - Capital expense
  - Operating expense
  - Access tier
  - Average Revenue Per User (ARPU)

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## 5. Pre-Implementation

- Permitting (if applicable)
- Vendor identification and contracting
- Procurement
  - Importing equipment (may take many months)
- Community/customer identification and orientation

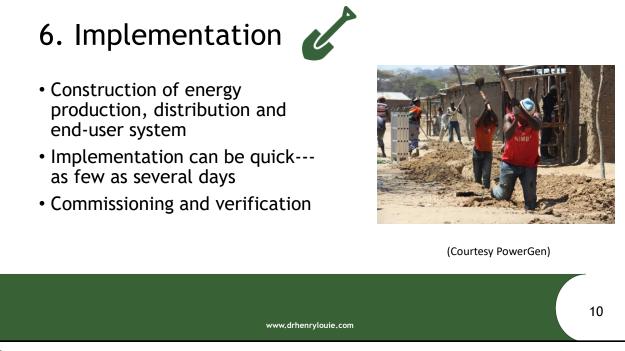




(Courtesy A. Stewart)



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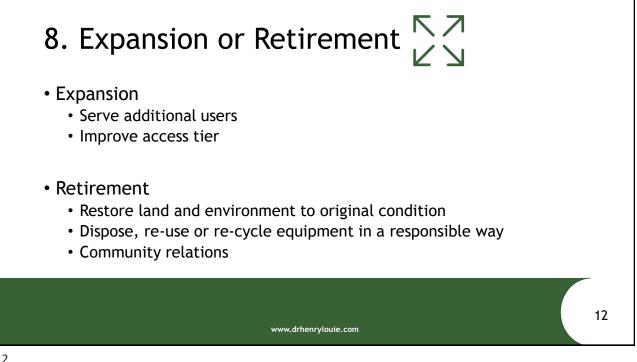
## 7. On-Going Operation

- Serving users
- Maintenance and repair
- Technical data collection
- Commercial data collection
- Social data collection



(Courtesy PowerGen)





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