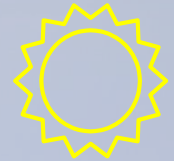


# Solar Home Systems

## India Experience



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# Major Players

## State Nodal Agencies

- Catering to listed off-grid villages
- Supply of 40W – 200W SHS with 90% capital subsidy

## CSR

- Less than 6% spend on Clean Energy
- Product Oriented Approach
- Caters to specific catchment areas

## Energy Access Cos.

- Unique business models, unique solutions
- Caters to larger energy deficient market
- Offer unique products, solutions and financing mechanisms



# Evolution of Small Solar Systems



Livelihood



Primary Healthcare



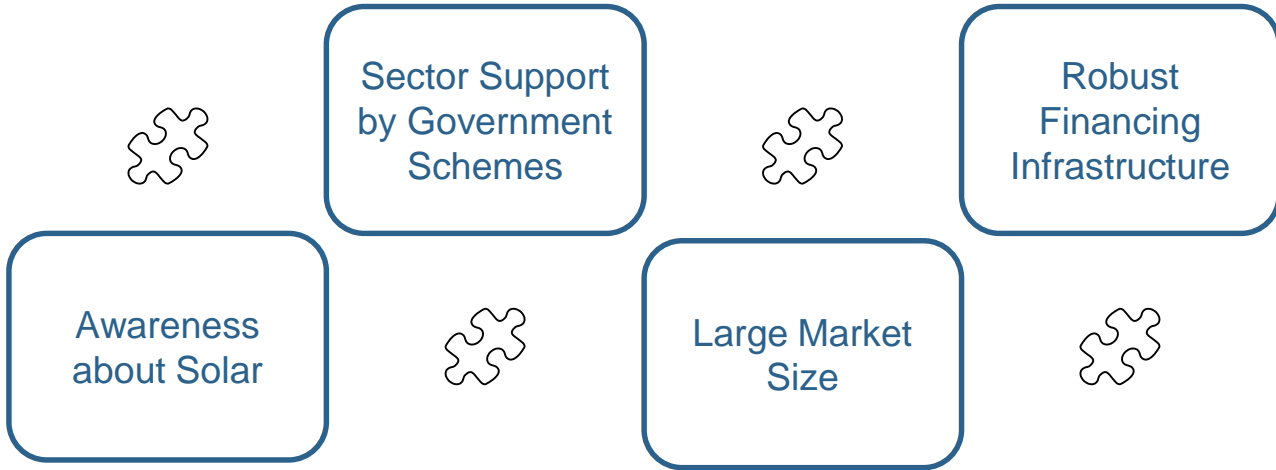
Education



Financial Institutes



# Ecosystem





# Challenges

- Uncertain policy environment
- End user financing
- High cost of business
- Low quality products
- Poor understanding of basic technology



# What has worked?

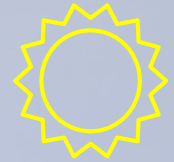
- Partnerships with Community Organizations
- Building long term relationship with FIs
- Customized and Tailored solutions
- Investing in last mile servicing ecosystem
- Alternative financing solutions
- Technology



# Conclusion

- SHS shall continue bridge gap in under-served areas
- Evolution beyond basic lighting is critical
- Shaping financing eco-system is critical
- Technology has the potential to reduce cost of business, servicing and financing.

# Q&A



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