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
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.