

Clean Energy Solutions Center and United Nations Foundation's Energy Access Practitioner Network

The Bangladesh Solar Home System Program: Lessons Learned

October 2, 2013

Sean Esterly – Moderator

Panelists:

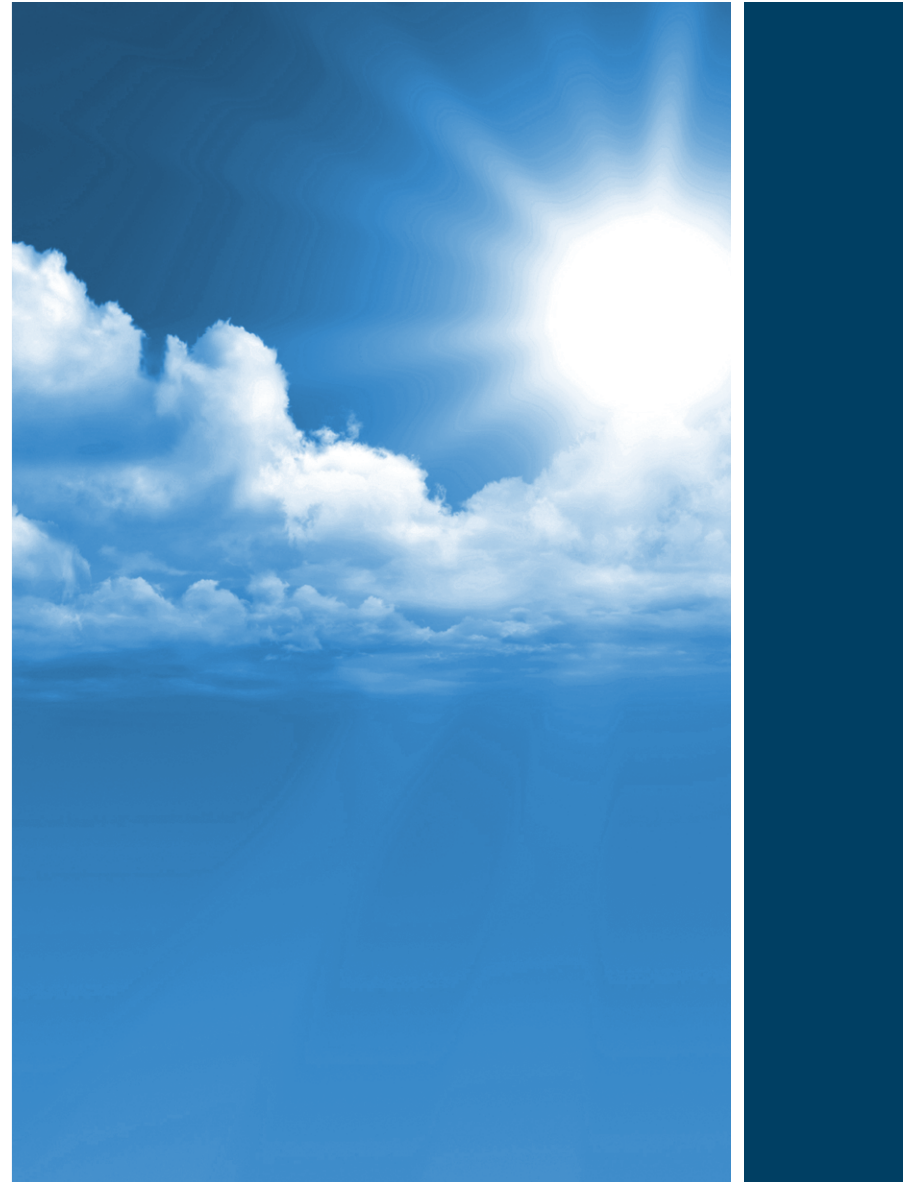
Tripta Singh, UN Foundation

Nancy Wimmer, Director, microSOLAR

Fazley Rabbi, Senior Manager of Grameen Shakti

Islam Sharif, President and CEO, SK JohNson LLC

Sayed Hassan, Chief Operating Officer at
Rahimafrooz Storage Power Division



ENERGY ACCESS
PRACTITIONER NETWORK

Disclaimer

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- *The Clean Energy Solutions Center does not endorse or recommend specific products or services. Information provided in this webinar is featured in the Solutions Center's resource library as one of many best practices resources reviewed and selected by technical experts*

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Some housekeeping Items (continued)

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Agenda

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- ✓ Welcome and Introductory Remarks
- ✓ Overview of the [Clean Energy Solutions Center](#)
 - **Sean Esterly**: National Renewable Energy Laboratory
- ✓ Presentations - Panelists:
 - **Tripta Singh**, UN Foundation
 - **Nancy Wimmer**, Director, microSOLAR
 - **Fazley Rabbi**, Senior Manager of Grameen Shakti
 - **Islam Sharif**, President and CEO, SK JohNson LLC
 - **Sayed Hassan**, Chief Operating Officer at Rahimafrooz Storage Power Division
- ✓ Closing Remarks
- ✓ Survey

Clean Energy Ministerial & UN Partnership Supporting the Solutions Center

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- Clean Energy Ministerial (CEM) launched the Clean Energy Solutions Center in April, 2011 for major economy countries
 - One of eleven CEM Initiatives
 - Led by Australia and U.S. with other CEM partners
- Partnership with UN-Energy is extending scope to support all developing countries
 - Enhance resources on policies relating to energy access, small to medium enterprises (SMEs), and financing programs
 - Offer expert policy assistance to all countries
 - Expand peer to peer learning and training



Clean Energy Solutions Center

<http://www.CleanEnergySolutions.org>

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Goals

- Serve as a first-stop clearinghouse of clean energy policy resources.
- Share policy best practices, data, and analysis tools across countries.
- Deliver dynamic services that will enable expert assistance, learning, and peer to peer sharing of experiences
- Foster dialogue on emerging policy issues and innovation across the globe.

Target Audiences

- Primary:
 - Energy policy makers and advisors
 - Analysts
- Secondary:
 - Private sector companies,
 - Energy entrepreneurs and investors
 - Non Governmental Organizations
 - Civil society
 - Others engaged in clean energy



Ask an Expert: Our Experts in Action

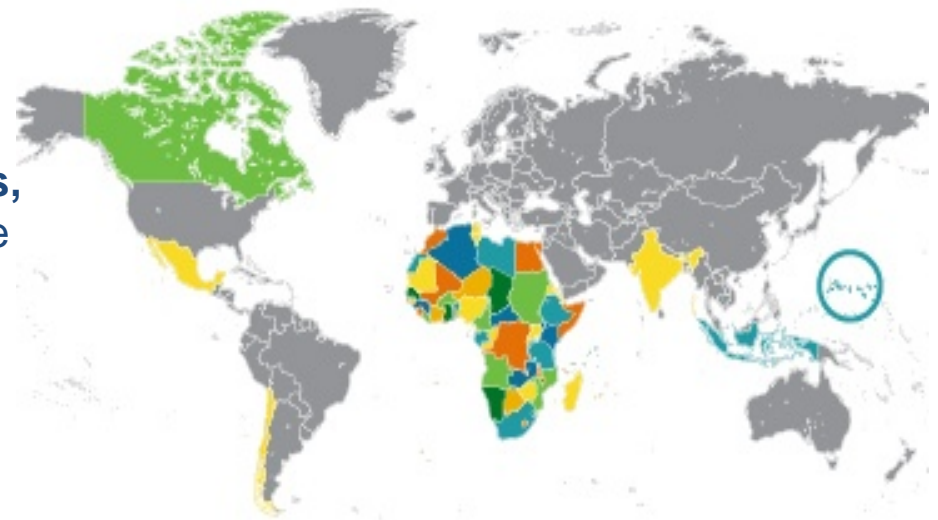
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We connect you to a global network of energy experts for personalized attention and quick response technical assistance on **strategies, regulations, standards, financial incentives, and deployment programs** for a broad range of clean energy sectors and technologies including:



- Energy Access
- Renewable Energy
- Energy Efficiency
- Smart Grid
- Transportation
- Utilities



Requesting Assistance:

Register on <http://cleanenergysolutions.org/expert>

How You Can Get Involved

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- Request expert assistance or tailored technical resources for your country
- Participate in webinars, training activities, and policy networks
- Offer advice and suggest resources to share
- Register for our newsletter



Tripta Singh, Deputy Director, UN Foundation

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Tripta Singh, UN Foundation

Tripta Singh is the Deputy Director for Energy Access at the UN Foundation. She has more than 12 years of experience working on international development and energy and climate related issues. In her current role, Tripta works on operational coordination and strategy for the Energy Access Practitioner Network, focusing especially on the Network's engagement in Asia.

Prior to joining the Foundation, she worked at World Neighbors where she managed community health and environment programs in several developing countries. Tripta has an M.Phil. degree in Geography from the Delhi School of Economics in India and a master's degree in international affairs, with a focus on environmental policy, from Ohio University.

Nancy Wimmer, Director, microSOLAR

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Nancy Wimmer, Director, microSOLAR

Nancy Wimmer is the director of the renewable energy research company microSOLAR, which specializes in microfinance and rural electrification in developing countries. She has been involved with the Grameen Bank since 1990 and with the renewable energy company, Grameen Shakti, since it was founded in 1996. Her work with microfinance, village banking and rural entrepreneurs has taken her to Bangladesh, Egypt, El Salvador, India, Honduras, Nepal and Peru. Nancy's recent book, *Green Energy for a Billion Poor - How Grameen Shakti Created a Winning Model for Social Business*, describes for the first time how an entrepreneurial rural energy service company started from scratch and after 17 years became a world leader in off-grid solar energy. By describing the inner workings of a successful business, it is helping to guide entrepreneurs in developing countries and students in university seminars. Nancy has studied at the universities of Hamburg and Munich and holds a Masters in Philosophy from the Munich School of Philosophy. She has served German industry as a knowledge engineer, advises social investors and entrepreneurs and is a member of the advisory board of the World Council of Renewable Energy. Meet her at www.microsolar.com.

Fazley Rabbi, Senior Manager, Grameen Shakti

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Fazley Rabbi, Senior Manager of Grameen Shakti

Mr. Md. Fazley Rabbi is a Senior Manager at Grameen Shakti in Bangladesh. He has been working as a team member for disseminating Grameen Shakti's Solar Home Systems and other renewable energy technologies since 2005. Mr. Fazley is working with the Grameen Shakti's Administration & HR department, which is managing 12,000 staffs and 1500 offices across Bangladesh. Grameen Shakti, a pioneer renewable energy company was established in 1996 to provide the rural people of Bangladesh with access to affordable, clean and modern renewable energy solutions. It is the first company in the world that has provided 1.2 million homes in Bangladesh (August 2013) with solar power electricity. It is also the largest off-grid solar program in the world. Grameen Shakti is inspired by the concept of social business of the Nobel Laureate Professor Muhammad Yunus. It creates employment, fosters entrepreneurship, empowers women, youth and communities, breaks energy poverty and helps to limit environmental damages. Grameen Shakti aims to achieve the installation of 2 million solar home systems by 2015. Previously, Mr. Fazley worked with Grameen Bank micro-credit programs with various managerial roles for 16 years in the field of poverty alleviation. He has also attended and presented the experiences of Grameen Shakti in different national & international workshops/seminars. Mr. Fazley Rabbi was born in 1962. He received his M.A. in Sociology in 1985 from the University of Rajshahi, Bangladesh.

Islam Sharif, President and CEO, SK JohNson LLC

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Islam Sharif, President and CEO, SK JohNson LLC

Mr. Islam Sharif is the President and CEO of SK JohNson LLC a financial and renewable energy advisory company in New York, USA and Dhaka, Bangladesh. SKJ advisory services include solar program development, financial structuring, risk management, financial modeling, fund arrangement, market development, transaction analysis and negotiations. Mr. Sharif has developed models for commercial Solar Home Systems (SHS) projects, brick kilns and other renewable energy projects. He is raising social development funds by using a team in both New York and Dhaka by employing his previous/immediate experience of Infrastructure Development Company Limited (IDCOL). He was the CEO of IDCOL, Government of Bangladesh owned financial institution until April 2012. During his three-year tenure at IDCOL, the globally acclaimed IDCOL Solar Home Systems (SHS) program experienced a phenomenal growth increasing monthly installation to 50,000 from 12,000 lighting up the lives of ten million people thru May 2013. In the process, a \$200 Million private sector solar industry was developed and 200 new solar companies were established. He has successfully developed a team in Bangladesh engaged in supporting orderly development of a robust commercial solar industry sector in Bangladesh and other parts of Asia and Africa. Since leaving IDCOL in April 2012, he remains dedicated to his passion on financing and dissemination of renewable energy, energy efficiency and low carbon business development through his new venture SK Johnson LLC located in New York and Bangladesh. Previously, Mr. Sharif worked in the financial services sector in the US. He spent about 25 years with Citibank NA, JP Morgan Chase, Charles Schwab and Prudential in New York. Mr. Sharif has an MBA in Finance from LONG ISLAND UNIVERSITY, MS in Social Sciences (International Affairs and Economics), MA in English.

Sayeed Hassan, Chief Operating Officer, Rahimafrooz Storage Power Division

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Sayeed Hassan, Chief Operating Officer, Rahimafrooz Storage Power Division

Mr. Sayeed Hassan joined Rahimafrooz Batteries Limited as the General Manager of Operations in 2002. He is currently working as the Chief Operating Officer for the Rahimafrooz Storage Power Division.

Prior to working with Rahimafrooz, Mr. Hassan worked with Philips International in the fields of Telecommunications. He was involved with projects in Bangladesh, Philippines, Singapore, Hong Kong, Indonesia, Australia and Malaysia in various capacities from 1978 to 2001. Additionally, Mr. Hassan is a Fellow with the Bangladesh Institution of Engineers, a member of the Institution of Engineers in Australia, and a life time member of the Bangladesh Society for Total Quality Management (BSTQM).

Time for Q&A

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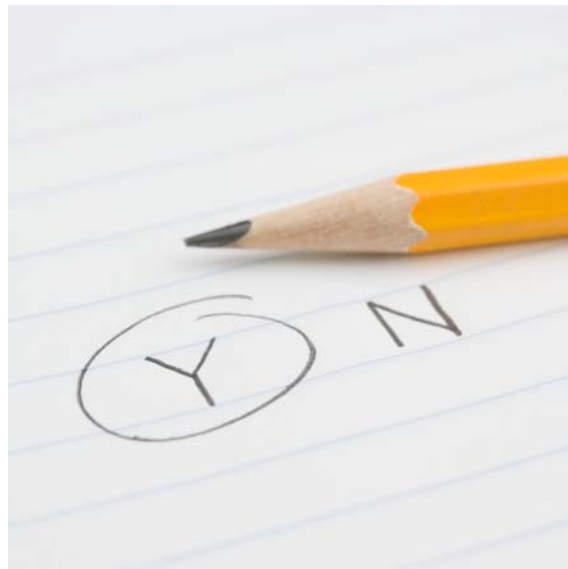
Questions



Survey

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- How did we do?
- Your feedback is important!



Your participation is appreciated!

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Thank you!

An audio recording of this Webinar will be available
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