

mobisol

Prepaid Energy

Webinar Training | Pay as you go – A sunny future?
by Klara Lindner
Product & Service Developer Mobisol GmbH

about **Mobisol**

1 Mobisol's solution and unique selling points

2 Mobisol's Customers

3 Sharing Challenges & Successes

Mobisol's solution and unique selling points

Mobisol's PV Solar Systems ranging 30 – 200 Wp



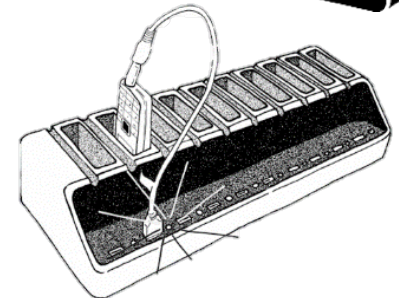
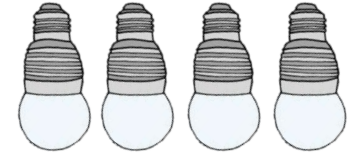
Mobisol's solution and unique selling points

Four Mobisol products cover consumer needs

Product range	30W	80W	120W	200W
Appliances	Light Phone charger Radio	Light Phone charger Radio TV & DVD	Light Phone charger Radio TV & DVD Stereo	Light Phone charger Radio TV & DVD Stereo Laptop & fridge
Down-payment	\$27	\$45	\$57	\$86
Monthly price (over 36 mo.)	\$ 9	\$21	\$34	\$46
Warranty	----- 20 years on panel, 3 years on battery and lighting -----			
Included Services	<ul style="list-style-type: none">• Real-time performance monitoring• Free maintenance & repair visits when necessary• Free hotline and customer service• Customers can upgrade over time			

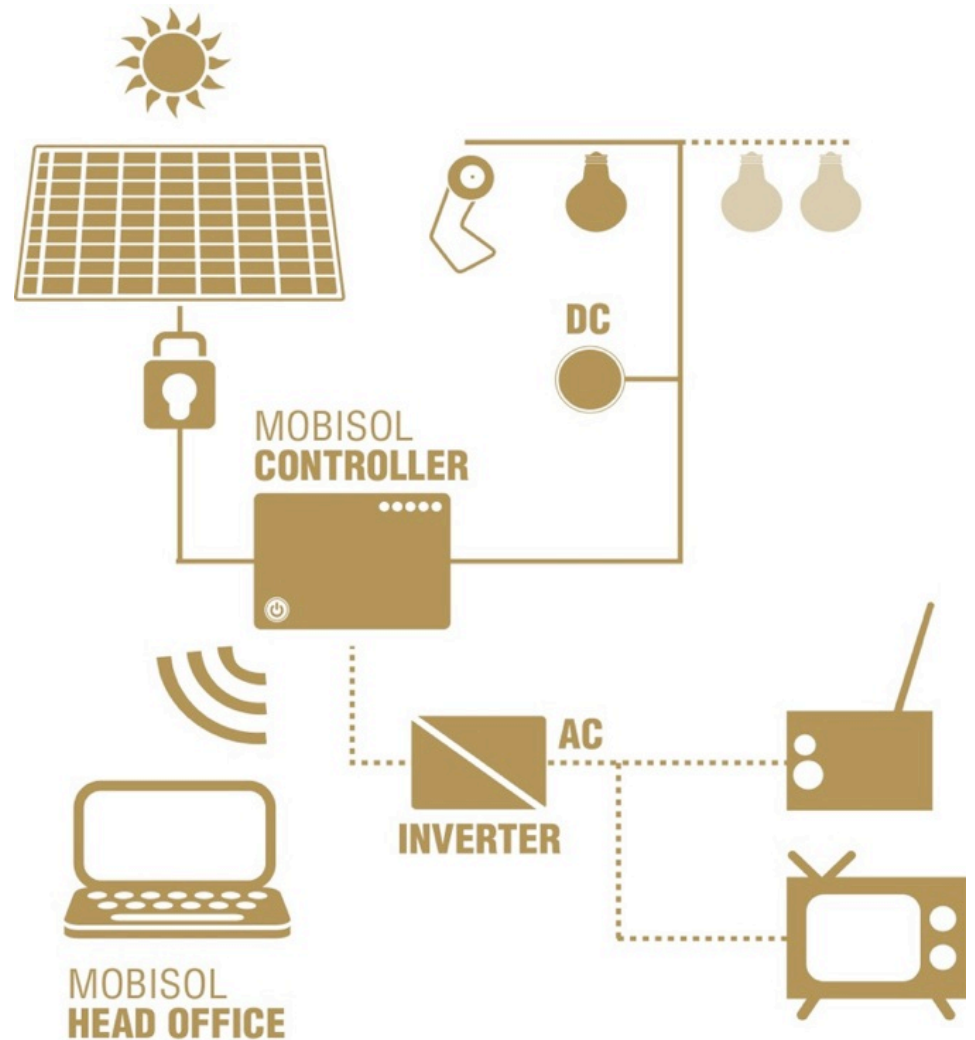
Mobisol's solution and unique selling points

Electrifying the off-grid base of the pyramid



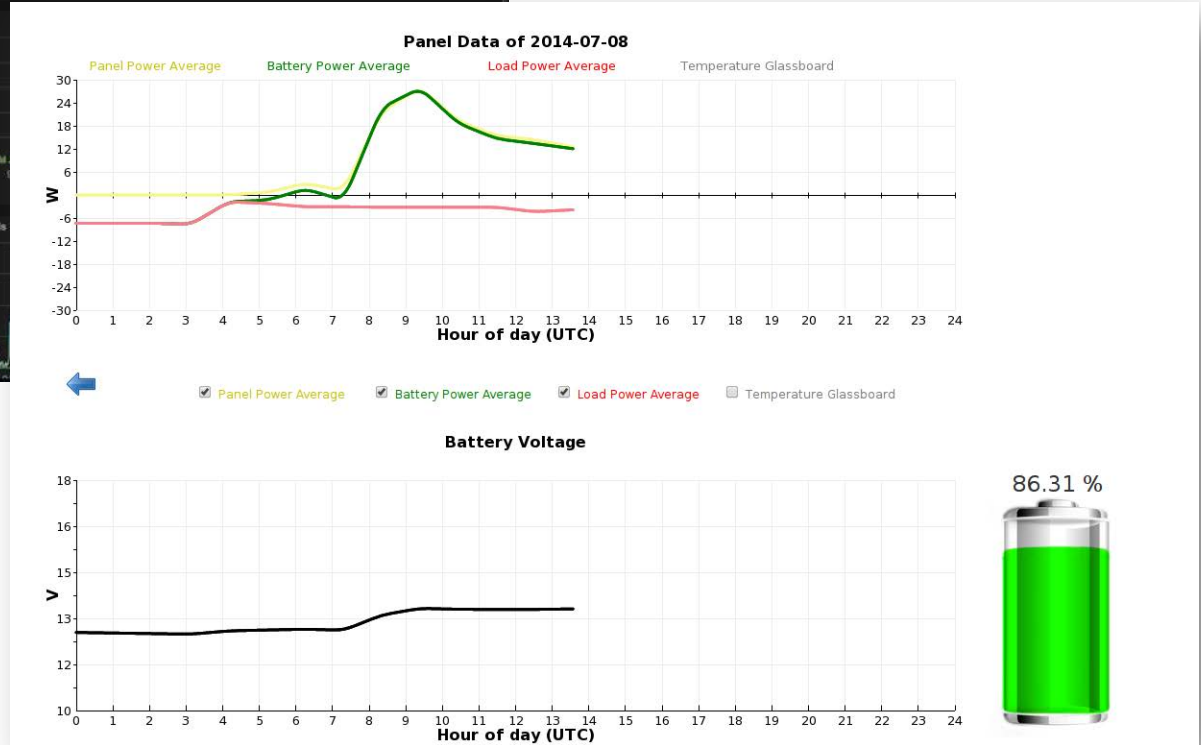
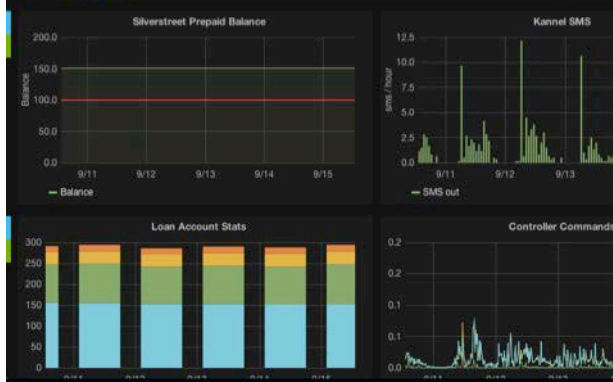
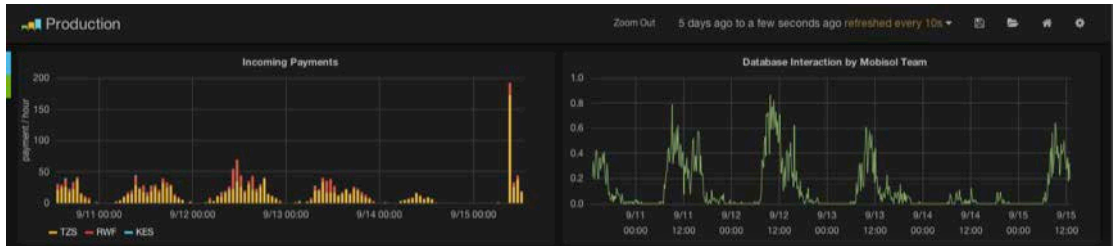
Mobisol's solution and unique selling points

How it works: Sketching the Mobisol ecosystem



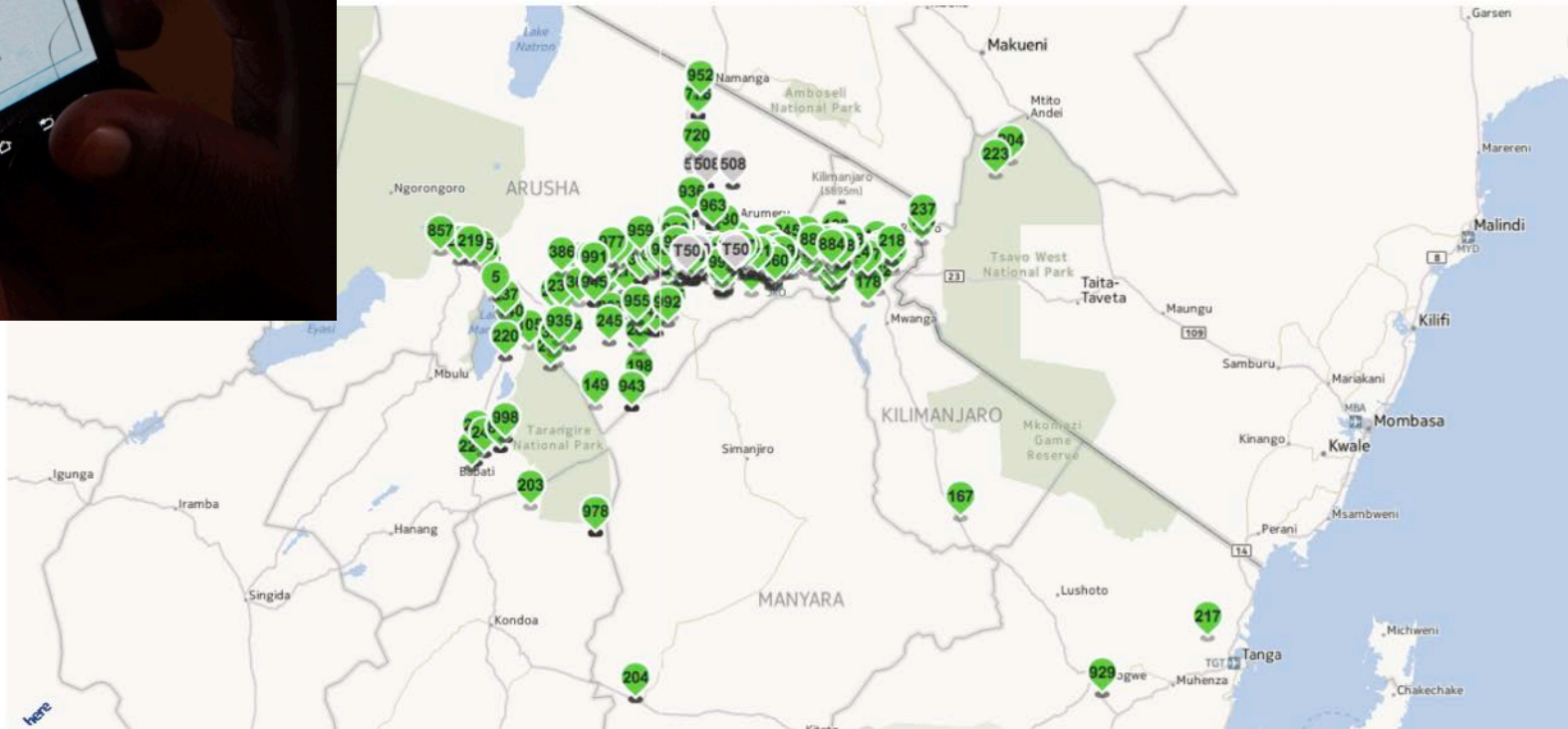
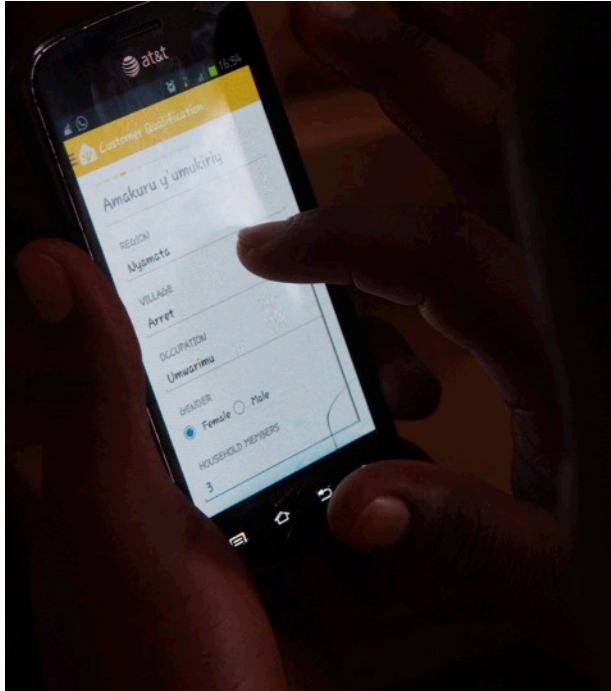
Mobisol's solution and unique selling points

Powerful back-end to provide efficient and effective after-sales



Mobisol's solution and unique selling points

Realtime access to all data by local staff



2 Mobisol's customers

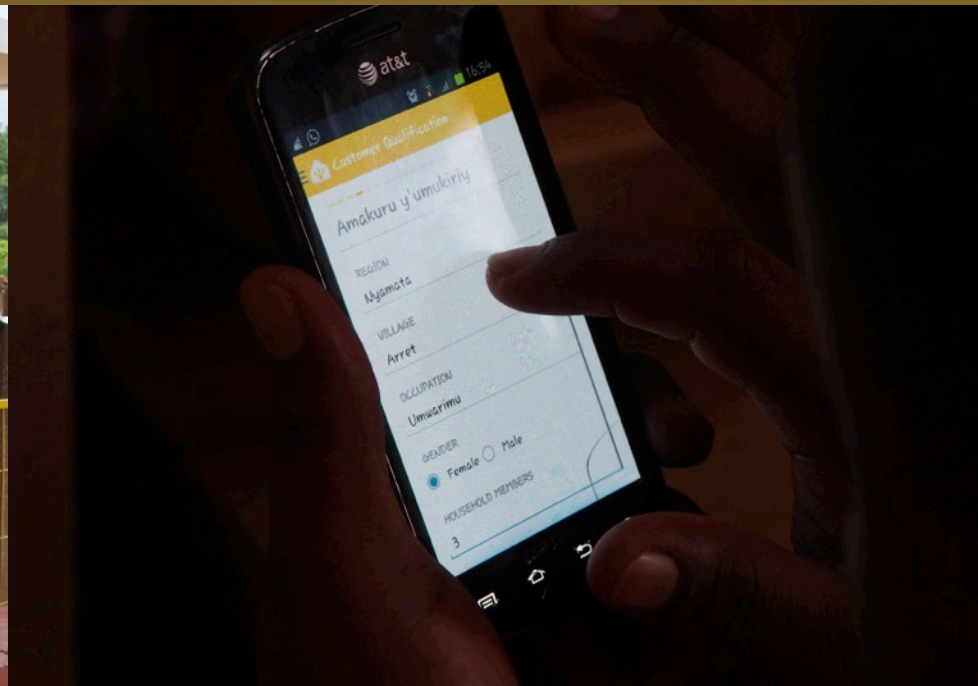
Mobisol's customers

Our systems are currently available in Tanzania & Rwanda



Mobisol's customers

Becoming a Mobisol customer



Mobisol's customers

Mobisol enabling entrepreneurs



Mobisol's customers

Mobisol 200W System = 1 village cinema



3 Sharing Challenges and Successes

Sharing Challenges and Successes

How to scale proper installation of these large PV solar systems?

Sharing Challenges and Successes

How to scale proper installation of these large PV solar systems?



1 person, 1 hour, 1 hammer

Sharing Challenges and Successes

How to find trained staff in rural areas?

Sharing Challenges and Successes

How to find trained staff in rural areas?



Mobisol Akademie

Sharing Challenges and Successes

How to reach deep into rural areas?

Sharing Challenges and Successes

How to reach deep into rural areas?



Adapting processes to local realities

Thank you for tuning in!



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