Smart Power for Rural Development

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Pariphan Uawithya

Associate Director The Rockefeller Foundation

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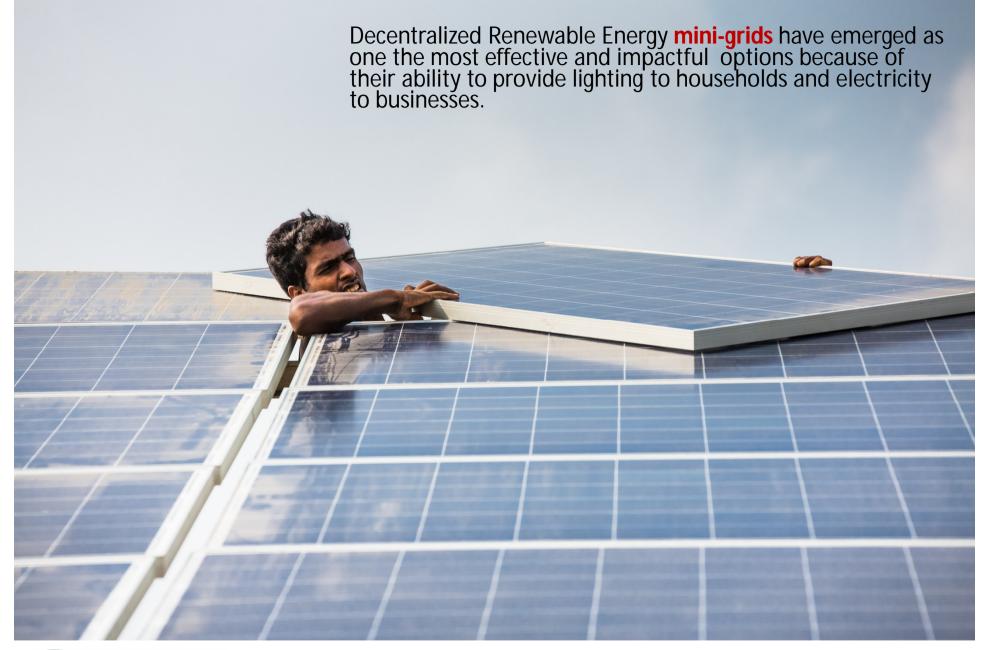


The Rockefeller Foundation in India

- A long commitment to funding and working in India since 1920s, significantly increased during the Green Revolution.
- During the past 20 years, the Foundation provided nearly US\$ 100 million to impact the lives of the poorest and most vulnerable people in India.
- Launched the Smart Power for Rural Development initiative in 2015









The goal

Accelerate inclusive economic growth, community resilience and positive outcomes for poor and vulnerable people in India by catalyzing a rural energy transformation





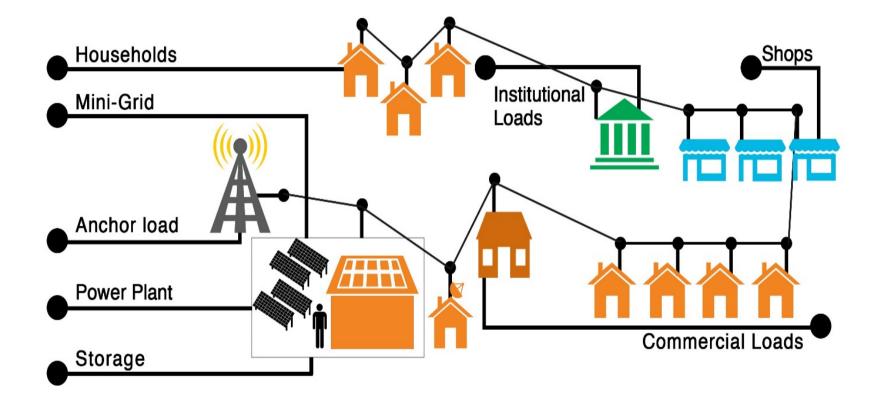
Smart Power for Rural Development addresses market gaps

Key market gaps	What we do
 Limited financing available for mini-grid projects 	 Provide long-term debt to ESCOs Support new financing facilities for mini grids
 Grid expansion path is uncertain Besides Uttar Pradesh, there is a lack of clarity around grid interactivity 	 Support policies and regulations for mini-grid market and eventual integration with national grid
 Untapped and untested demand Energy providers lack relationships with rural consumers 	 Project development & community engagement Load development support Value-chain enterprise promotion Power Purchase Agreements facilitation
 Emerging battery technologies not yet geared to mini grid application Limited availability of energy efficient appliances 	 Investment in innovation (testing of innovative batteries & introducing energy efficiency appliances) Gather and share learnings and evidence to inform the mini-grid sector more widely





Smart Power model





Invest USD \$6 million in 6 companies









FreeSpanz



5+ ESCOs in the pipeline

- 83 operating plants in Uttar Pradesh and Bihar
- 13 are under construction
- 2.6 MW (3MW by end of June)
- Average 30 KW/plant
- 2,000+ poles
- 7,600 customers (April)
 - 4,580 households
 - 2,400 shops
 - 520 enterprises
 - 90 cell towers
- 90+% collection efficiency for shops and homes



The SPRD program lays special emphasis on monitoring and evaluation of the SPRD plants

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SPRD Composite Plant Performance						
A. S	PRD Compliance Indicators					
% GEI	NERATION FROM DG					
% of Load	COMMUNITY POWER SUPPLIED TO PRODUCTIVE S					
B. B	usiness Indicators					
REVE	NUE (YTM ABSOLUTE)					
OPER	ATING PROFIT MARGIN %					
COLLI	ECTION EFFICIENCY %					
C. Te	echnical Indicators					
UNPL	ANNED DOWNTIME					
PLAN	T UTILIZATION VS TARGET					
LEAK	AGE %					

The program has developed an online monitoring tool (SIMS) for effective monitoring of SPRD sites. The SIMS data is further evaluated using a 3-Dimentional Composite Index. The data is also used to conduct root cause analysis for suggesting corrective actions to ESCOs



