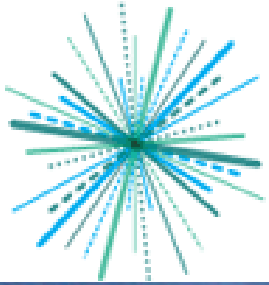


LUTW
POWERING OPPORTUNITY

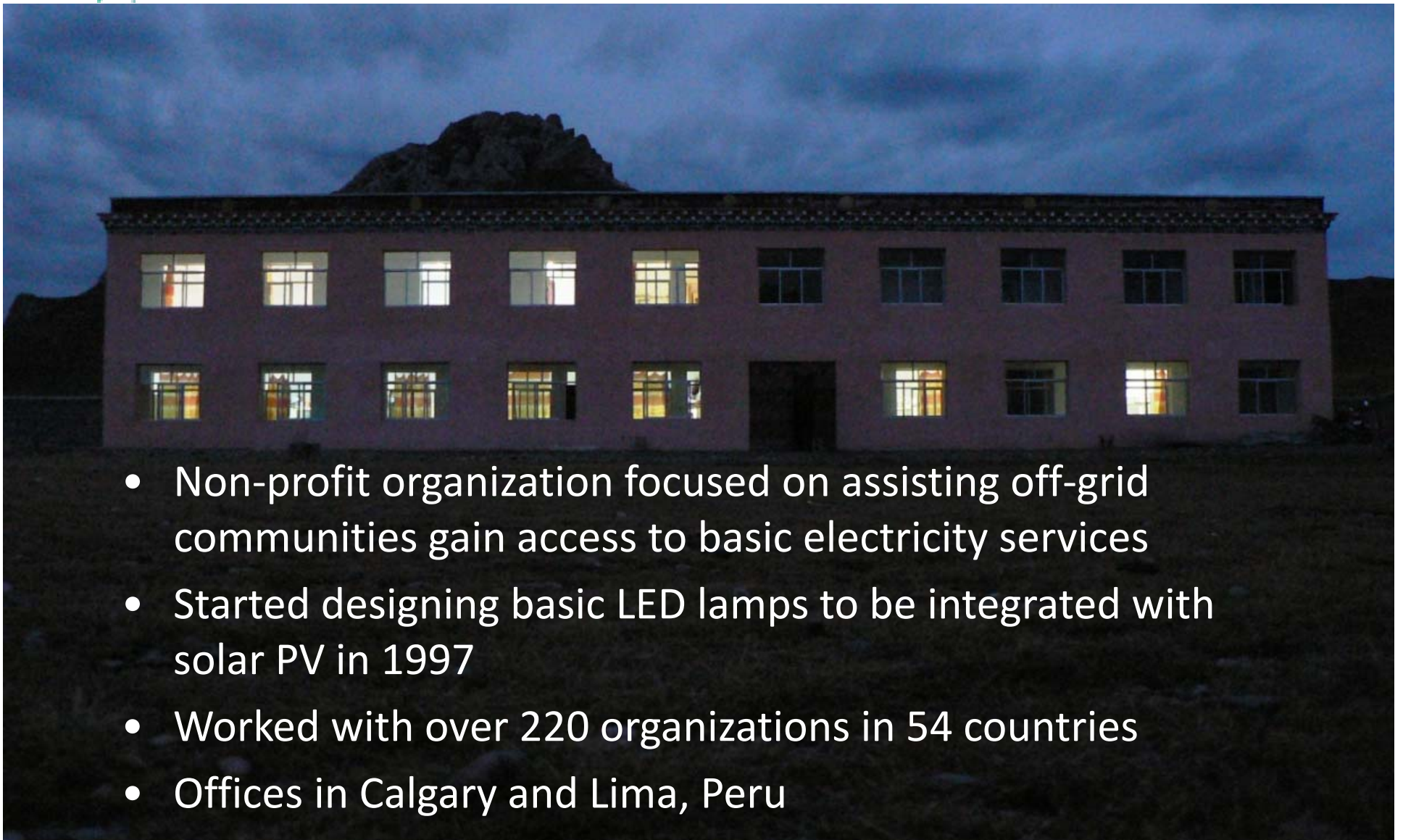
Light Up The World (LUTW)





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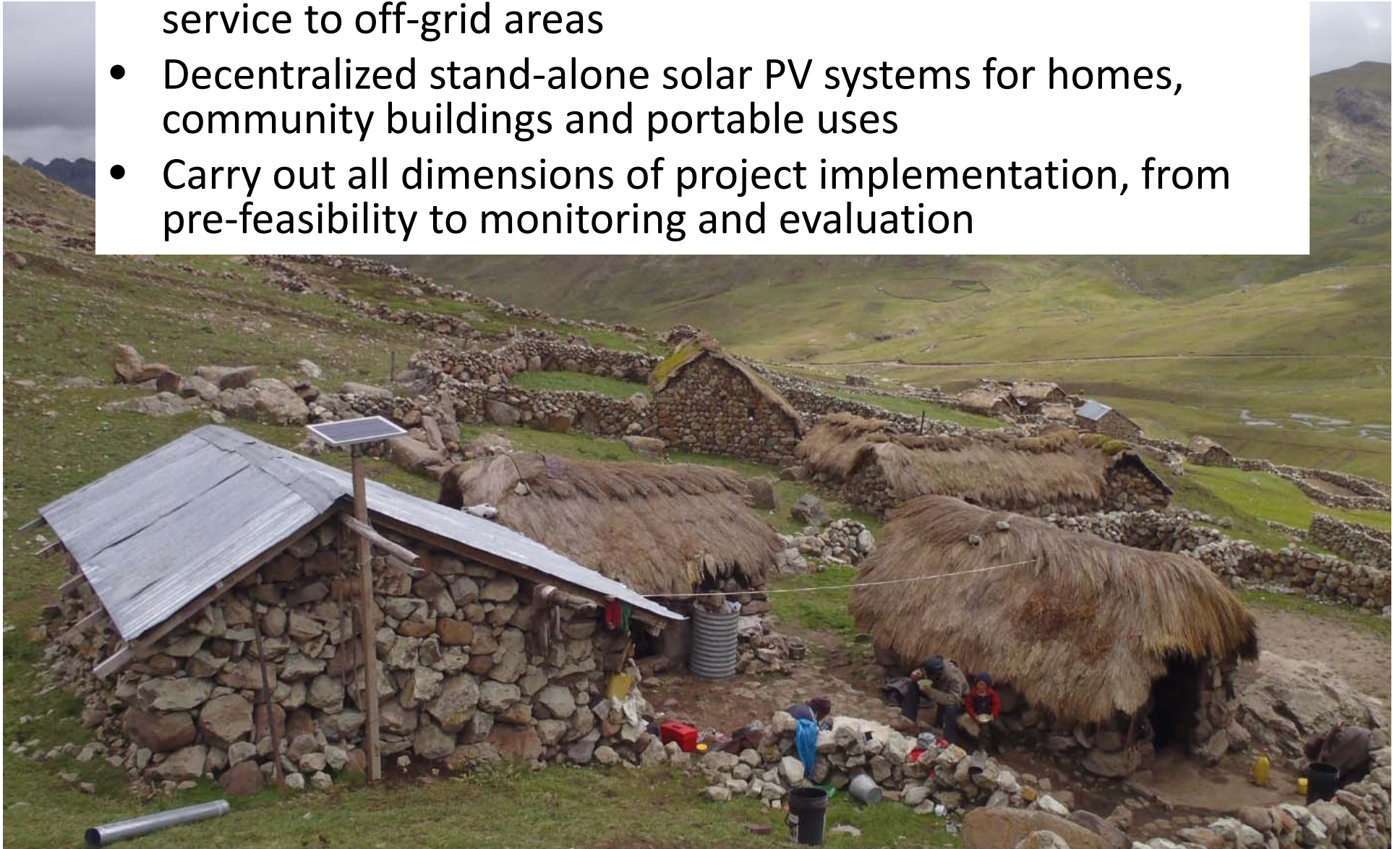
About Light Up The World (LUTW)

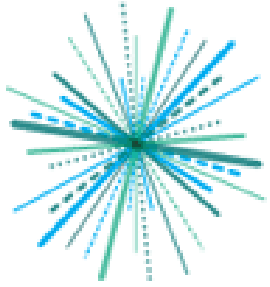


- Non-profit organization focused on assisting off-grid communities gain access to basic electricity services
- Started designing basic LED lamps to be integrated with solar PV in 1997
- Worked with over 220 organizations in 54 countries
- Offices in Calgary and Lima, Peru

What we do now

- Directly implement projects that bring a basic electricity service to off-grid areas
- Decentralized stand-alone solar PV systems for homes, community buildings and portable uses
- Carry out all dimensions of project implementation, from pre-feasibility to monitoring and evaluation





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Key aspects of how we facilitate
off-grid SHS deployment

Partnerships and Planning

- Partner with local organizations/professionals that have a history of projects in communities (Peru>transition; Guatemala and Costa Rica>continue)



Technical Capacity



- Build the capacity of local partners to be the long-term service providers
- Train community members to provide front-line tech support
- Build critical mass to sustain electricity service (both supply and demand)

User Education and knowing where to get additional technical support



- Educate End Users
- Technical Support: Who to Contact?

System Design, Community Consultation and Project Approach

- Base system design on existing consumption patterns for light and electrical devices
- Design systems to be modular so they can be modified as demand changes



Equipment Type and Quality

Example of what we use in many Peru projects



- 30W solar module
- 12V/26Ah battery
- 4 – 2.5 W LED lights
- Charge controller
- DC to DC converter
- Cell phone charger



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Building Critical Mass

Focus on specific underserved departments and regions to build critical mass (Apurimac and Huancavelica)





Lessons Learned

- Peru specific – homesteads spread across various buildings are not conducive to global plug and play systems
- Local supply of products
- Technicians learn quickly with mentorship, still learning how to best broaden their skill set



Challenges in Peru

- Still unable to find a 12V LED light
- Access to info
- Distances and dispersed communities resulting in high cost structure (transaction costs)
- Balance of consistent revenue and system ownership and generating sufficient repeat business is difficult

Moving Forward

- Transition to Social Enterprise
- Broaden range of systems we offer and terms of use (pay as you go, financing for acquisition)
- Variety of solar system designs
- Pay-as-you-go solar systems
- Amplifying Training and Solar Education/literacy in Peru
- Offer practical off-grid training to other orgs/companies
- IDRC study

