In Uganda, REMMP is working with SolarNow, a Uganda-based solar company that uses asset finance to provide electricity to off-grid rural communities through modular, expandable Solar Home Systems (SHS).

Established as a social enterprise in May 2011, SolarNow was the first solar company in Africa to offer credit to low-income customers via asset finance on a hire purchase basis. This model enables its customers to purchase solar home systems in monthly installments via an in-house payment plan. The SolarNow approach is to integrate an increasing range of energy-efficient appliances into the company’s product line, a tactic that both improves lives and increases demand for its energy systems.

SolarNow’s system are comprised of 50-watt modules. With one module, a household can power multiple lights, a radio, and mobile phones for several hours. At the next level, a 100-watt system can power a TV for up to three hours. With 200 watts, a family can easily support seven hours of TV, multiple lights and other small appliances.
Targets for 2017 and Achievements to Date

SolarNow’s payment method reduces cost barriers for customers, but is management- and cash-intensive. REMMP has helped SolarNow attract financing to scale operations and test the pay plan model, which has strong potential for replication. This includes strengthening SolarNow’s Management Information Systems for its energy portfolio, enabling the organization to scale up more rapidly and attract investors.

To date, SolarNow has provided over 12,000 customers with access to energy products, benefiting a total of over 60,000 people under REMMP. Since the beginning of REMMP, SolarNow has also leveraged over US$10M in private sector funding, thanks to a US$1.4M USAID DCA guarantee, that enabled SolarNow to access local capital markets and attract equity and debt investments from international investors.

SolarNow agents install a Solar Home System

The SolarNow team

For more information, please visit: www.arcfinance.org/learn | www.arcfinance.org/projects/remmp