

FOCUS ON...

Clean energy and impact

The unmet energy need of millions at the base of the pyramid presents new market opportunities for inclusive businesses. With an increasing number of companies in the Business Innovation Facility and Innovations Against Poverty portfolios operating in the BoP energy sector, this month's focus is on clean energy solutions.

We share two new IAP publications that look at the key issues to consider for companies entering the solar energy market, as well as a set of blogs outlining the challenges of scaling off-grid services and building market demand for new energy products. Following impact measurement events this month, we have also compiled a host of useful resources to help you deliver and track social impact in your business.

Emma Doherty
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Editors

Clean energy solutions for the BoP

- **Two great new resources:** Essential for anyone looking to enter the BoP energy market, IAP's new Spotlight and companion Checklist outline key issues to consider including costs, technology and financing.
- **Off the grid energy solutions:** Rashi Agrawal, Intellectap, highlights the [top four challenges facing solar mini-grid companies](#) in India. Meanwhile in Malawi, Arjan Visser, Eqnon, reflects on [the potential of electricity kiosks](#), and Duncan White shares insights on BIF's MEGA project and the need for finance, scale and social impact metrics to [get micro-hydro power off the ground](#).
- **Focus on demand:** BIF-supported Makamashi turns husks and groundnut shells into biomass briquettes for household energy in Nigeria, but faces challenges when it comes to building consumer demand.
- GTC

Measuring impact

- **Numbers are just numbers:** Caroline Ashley reflects on how companies can get the best value from measuring results - what tools to use when, tracking outcome vs outputs, and the type of results donors need.
- **All about measuring impact:** We've pulled together a list of all our resources on social impact measurement, including overviews of methodologies, blogs and examples from BIF and IAP. Find the right item for you.
- **Helping you choose:** This month's Editor's Choice is all about measuring business impact. This new WBCSD report helps you work out how to approach the task, pick a strategy and select the tools that best fit your needs.
- **Impact, scale and how we measure:** Financial results may be a key measure of sustainability but what do they really say about scale and impact? Tom Adams, Head of Impact, Acumen Fund.

For more visit our [know-how page on inclusive business results](#) or browse through [energy projects](#).



Solar mini-grids, electricity kiosks and micro-hydro... energy opportunities at the BoP

FROM THE PORTFOLIO

- **Video documentary:** Turning waste into clean burning fuel briquettes, IAP-supported [Eco-Fuel Africa](#) is described as a 'glimmer of hope' for Uganda's forests and marginalised communities in new mini-documentary!
- **The bigger the better?** Carolin Schramm shares initial evidence from the Business Innovation Facility Portfolio that short projects are having positive impacts on companies. Find out more in our new Portfolio Snapshot.
- **New IAP-supported ventures:** In India, [Healthpoint Services](#) develops mobile health technology to deliver low-cost chronic healthcare in rural areas, while [See My Tree](#) helps smallholder farmers sell environmental services from small-scale forestry activities on the international market. In Zambia, [Rent-to-Own](#) support rural entrepreneurs to increase their income by offering productive assets as well as financing and training.
- **New BIF-supported venture:** In Bangladesh, [Pran Agro](#) aims to engage rural women producers in its cassava supply chain to increase its supply of glucose for processed foods.
- With a plan to provide grid access to over 35,000 individuals around Mount Mulanje in Malawi, BIF-supported [MEGA shares a new flier](#) designed to attract donor support for this innovative energy enterprise.



Pran Agro producers, Bangladesh



Rent-to-Own, Zambia



See My Tree, forestry activities, India

Editor's Choice – May 2013

[This month's Editor's Choice](#) is most definitely NOT yet another tool for measuring business impact. It does contain a good review of ten tools that could be used, but it's greatest value lies in the way it introduces the task, the strategy and the choice of tools: WBCSD's Measuring Socio-economic Impact: A Guide for Businesses.

IN OTHER NEWS...

[Realising Africa's Wealth - New UNDP Report](#)

In a new report, UNDP reviews the state of inclusive business and its promise in Africa and suggests that including the poor into value chains is key to increasing business opportunities, employment and growth rates. Find out more about the upcoming launch in Cape Town and Addis Ababa.

[Seeing is believing - innovation in health](#)

Standard Chartered's global collaboration with the International Agency for the Prevention of Blindness (IAPB) will launch a new fund to support innovation in health. Join the upcoming panel discussion on scaling innovation in eye health on May 29 and stay tuned for details on how to apply for funding.

[Stakeholder engagement - marketing tool for social good](#)

Murphy Okpala, BIF Nigeria looks at stakeholder engagement as a key marketing tool for products with social impact. Using the BIF-supported Oando O-gas Switch Campaign as a case in point, he looks at why companies increasingly adopt anecdotal strategies to demonstrate the social impact of their products.

This newsletter is sent to members of the Practitioner Hub each month by email. If you would like to receive it monthly in your inbox [sign-up here](#). Browse through past newsletters [here](#).

The Business Innovation Facility (BIF) is a pilot project funded by the UK Department for International Development (DFID). It is managed for DFID by PricewaterhouseCoopers LLP in alliance with the International Business Leaders Forum and Accenture Development Partnerships. It works in collaboration with Imani Development, Intelicap, Renaissance Consultants Ltd, The Convention on Business Integrity and Challenges Worldwide. The views presented in this publication are those of the author(s) and do not necessarily represent the views of BIF, its managers, funders or project partners and does not constitute professional advice. Innovations Against Poverty is funded by the Swedish Government as part of its Business for Development (B4D) programme, which contains proposals for new forms of dialogue and collaboration with industry. The purpose is to mobilise resources and encourage companies to develop their core activities so that they can contribute to better conditions for poor people in a more efficient manner.

We welcome feedback on our publications – please contact us at enquiries@businessinnovationfacility.org