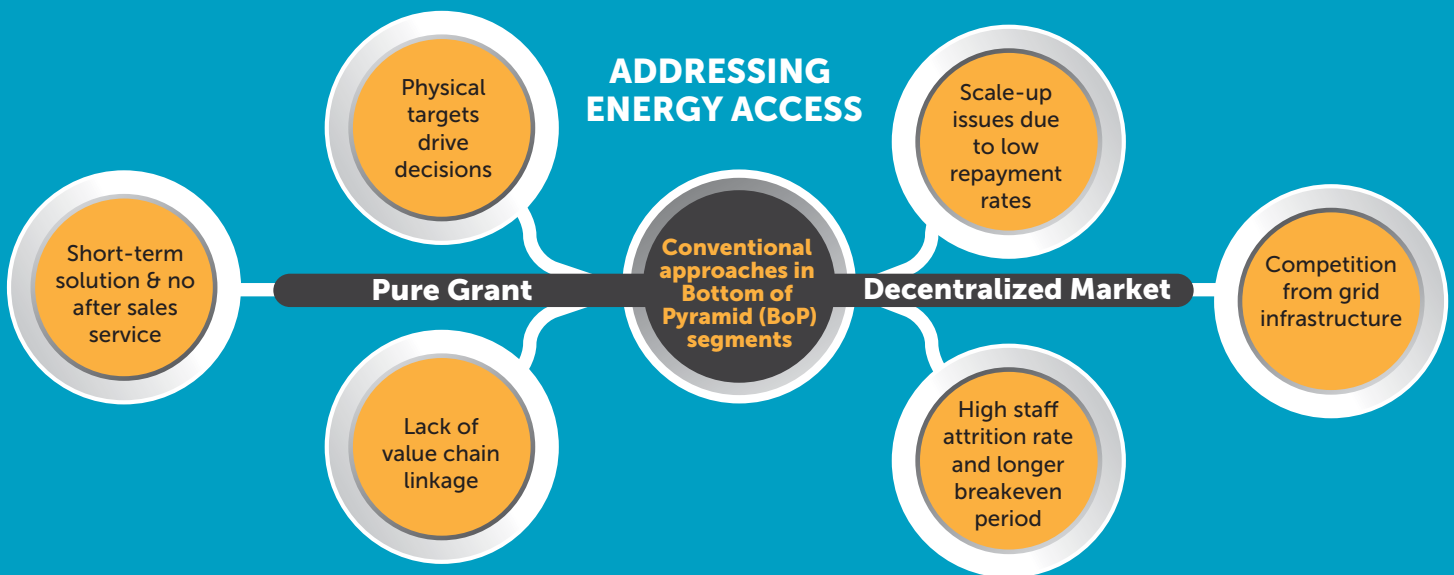




MICRO ENERGY ENTERPRISE APPROACH FOR ENERGY ACCESS



ADDRESSING ENERGY ACCESS



IN BoP THERE IS NO "READY-TO-GO" MARKET



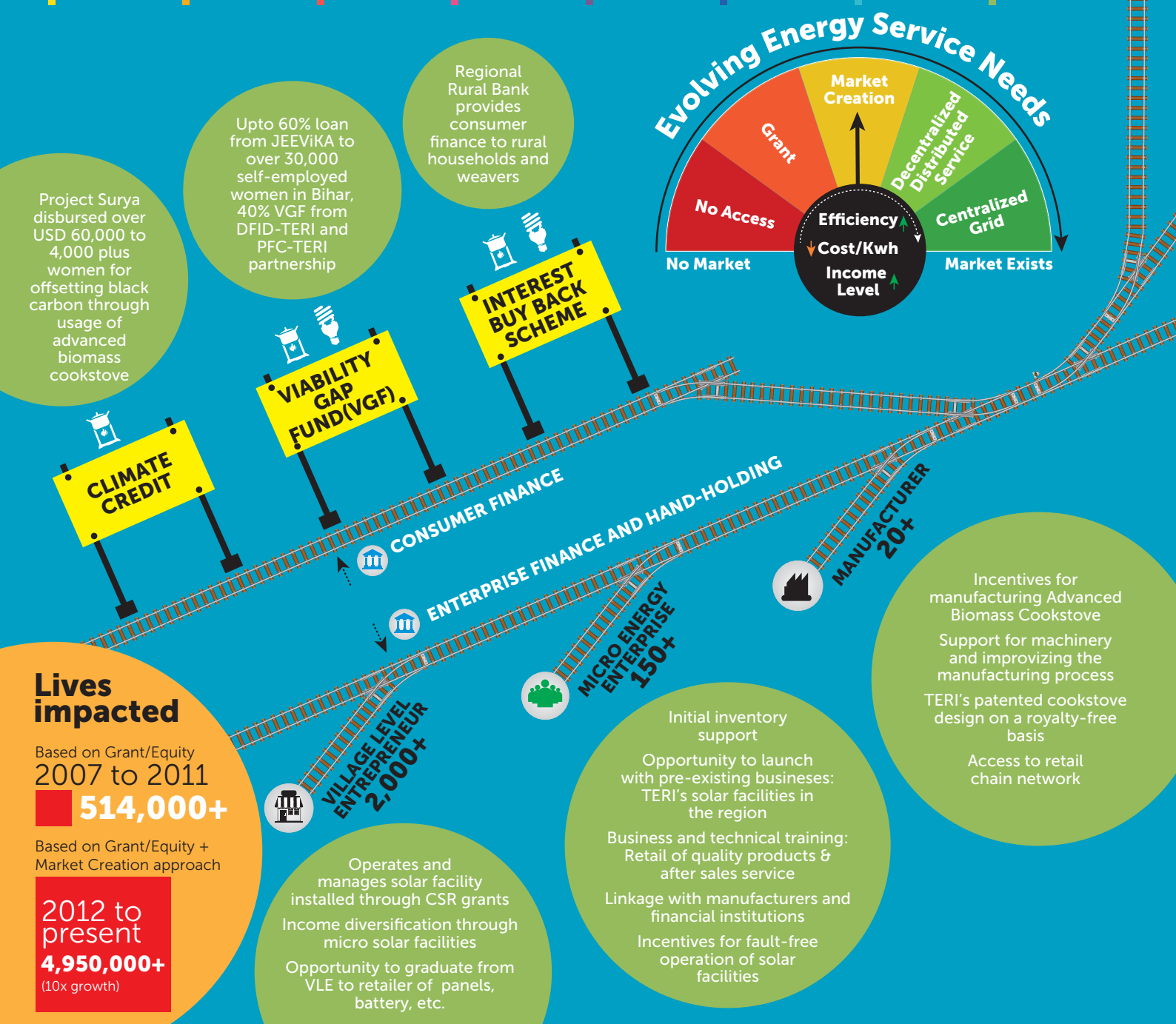
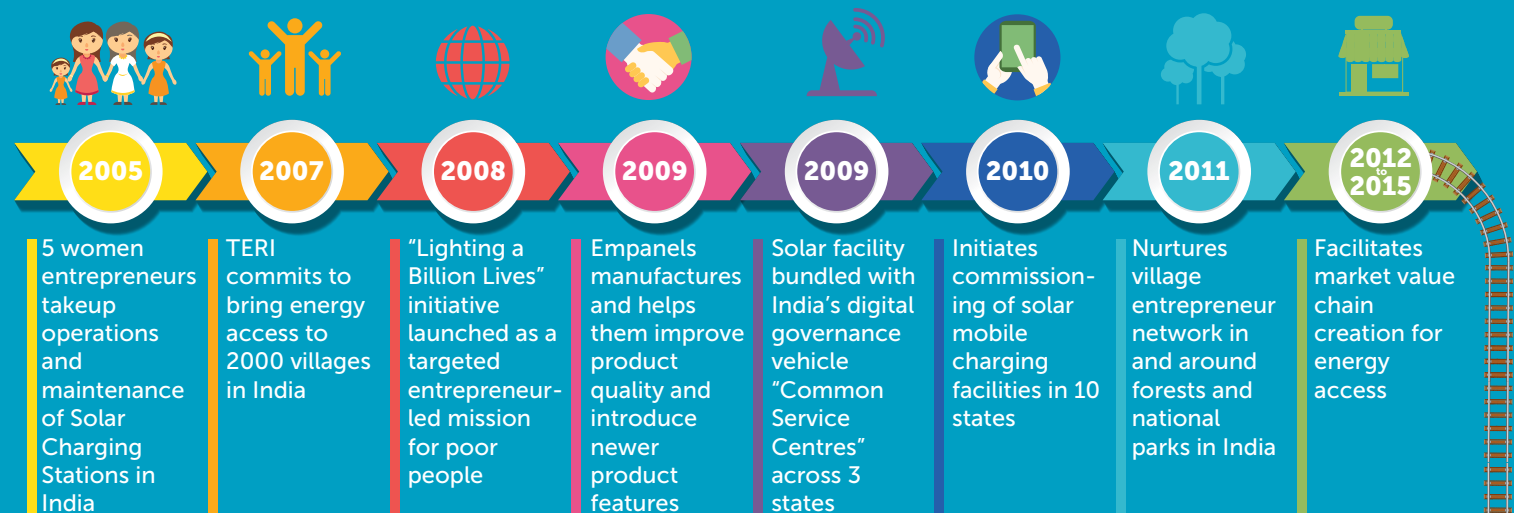
ADVANTAGES

Market Creation: Micro Energy Enterprise Approach

- Addresses evolving needs
- Requires lesser seed fund and fosters demand aggregation
- Localizes retail and after sales service of quality products
- Enables transition of communities from aid to enterprise approach
- Integrates with grassroots institution such as women Self-help Groups
- Triggers frugal innovation: Solar Home Light System and Integrated Domestic Energy System and augments uptake of entrepreneurship



TERI HAS HARNESSED A CADRE OF MICRO-ENERGY ENTREPRENEURS



Lighting a Billion Lives

The Energy and Resources Institute, Darbari Seth Block, India Habitat Centre,
Tel. (+91 11) 2468 2100 and 4150 4900; Fax (+91 11) 2468 2144 and 2468 2145
labl@teri.res.in | labl.teriin.org | [/lightingabillionlives](https://www.facebook.com/lightingabillionlives) | [@labl_teri](https://twitter.com/labl_teri)



Designed & Developed by
Santosh Kumar Singh
Martand Shardul
TERI