

StS-Network for rural development with solar energy

Network as solution for current handicaps

There has been a lot going on in rural electrification and development in the past several years, but nonetheless, little has changed. On the contrary: the number of people who have to live without electricity continues to grow.

There are two main handicaps why all efforts for rural electrification are not successful up to now:

Handicap 1: Focus on one single aspect of rural development

To initiate a long term and sustainable development, it is not enough to focus on one single aspect only. What is needed is a holistic approach, considering the whole range of requirements for rural development by providing access to energy.

Handicap 2: Strictly separation between non-profit and for-profit approaches

Neither non-profit work nor for-profit work alone can reach the goal of sustainable rural development. Each approach alone is not sustainable enough:

- Non-profit approach (Foundation): not sustainable in financial and economical development
- For-profit approach (Business): not sustainable in social and community development

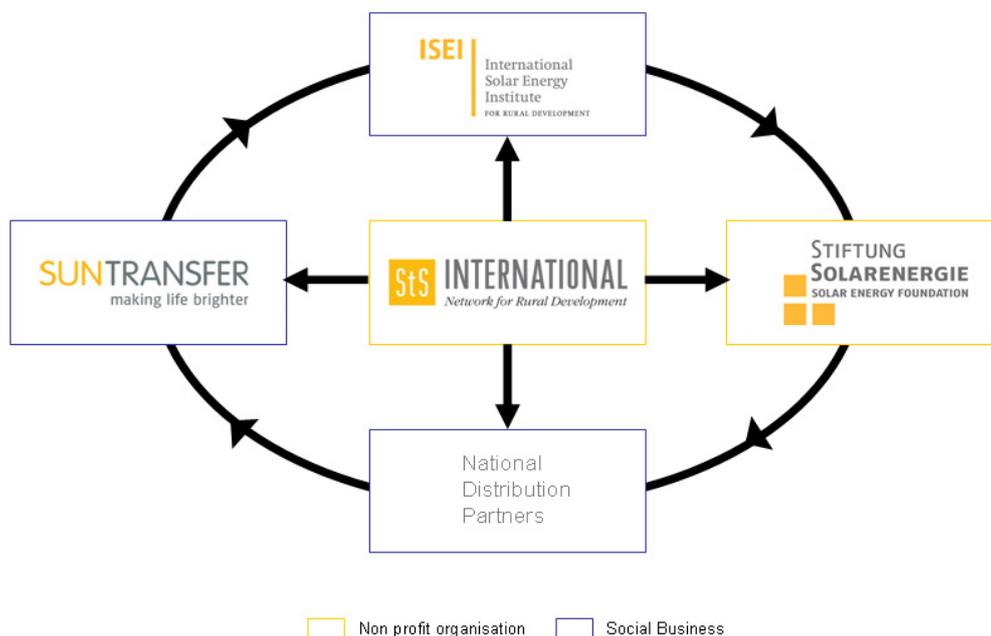
It's not enough,	you also need ...
to sell solar lanterns	to establish a local network for maintenance and service
to train solar technicians	to give them initial aid to start their small business
to offer solar products to rural people	to enable people to buy them by using a micro credit
to replace kerosene lamps	to cover the whole energy need of a rural household, enterprise or community
to install solar systems	to train end users and show them new economical opportunities
to realise projects, funded by donations	to think of financial sustainability
to build a solar business	to think of social sustainability

Our solution: Hybrid Network for rural development

- Network, because it combines solutions for single aspects to a holistic approach
- Hybrid, because it combines the special sustainability of non-profit and for-profit

Basically, our relationship to marginalised people is a relationship from human to human, which is more than a customer relationship.

That's why we go as a non-profit organisation to rural areas, listen to the people, discuss with them, think together what can be helpful - and then decide together how we can support them for a sustainable development - either as business or as foundation. But always as a help for self-help.



▪ **StS International (not-for-profit)**

StS International is the non-profit federation of the national foundations "Stiftung Solarenergie - Solar Energy Foundation" worldwide. As head of the network the three main duties of StS International are:

1. Build, supervise and coach the network of national organisations of the StS Network, implementing the mission of StS in different countries worldwide ("network building")
2. Control implementation and improvement of the mission ("mission control")
3. Lead of for-profit affiliated companies, which are part of the network ("business control")

- **Stiftung Solarenergie - Solar Energy Foundation (non-profit)**

National foundations in each partner country.

Responsible for social sustainability of the network:

- Awareness creation and advocacy of rural people/communities
- Building a national network for rural development with solar energy
- Initiator, enabler and facilitator of rural development: pilot projects, management of solar systems, end user training ...
- Realising social and charitable solar projects, like solar light for schools or solar fridges for rural health centers.
- Supervising and supporting the local business partner(s).
- Fundraising for the national and - if possible - international work.

- **SunTransfer Ltd. (social business)**

As "technical department" of the StS Network, SunTransfer is responsible for:

- Design of solar products for the network, according to the rural needs (input from foundations and national distribution partners)
- Production and quality control
- Technical support for the network

SunTransfer is based in BVI and Hong Kong.

Only ordinary shareholder of SunTransfer is StS International. Financial social investors (corporate and individuals) are invited to join as preferred shareholders.

- **ISEI - International Solar Energy Institute for Rural Development (social business)**

Based in Switzerland and Germany and working mainly in Ethiopia and the Philippines, the ISEI is responsible for

- Training in solar technology
- Training in business management
- Research for new and better ways for rural development.
- Test laboratory for solar components

ISEI is a social business company.

- **National Distribution Partners (social business)**

To implement the mission the national organisations of StS International work together with national distribution partners. They have to share the mission of StS International.

National Distribution Partners are responsible first of all for technical implementation and service:

- Import and local logistic of solar products
- Installation

- Technical after-sales-service

The national distribution partners mostly are independent entities, but closely connected to the national organisations of StS International. They provide exclusively solar products made by SunTransfer.

Legal relationship

