Scaling partnership: A step-wise process
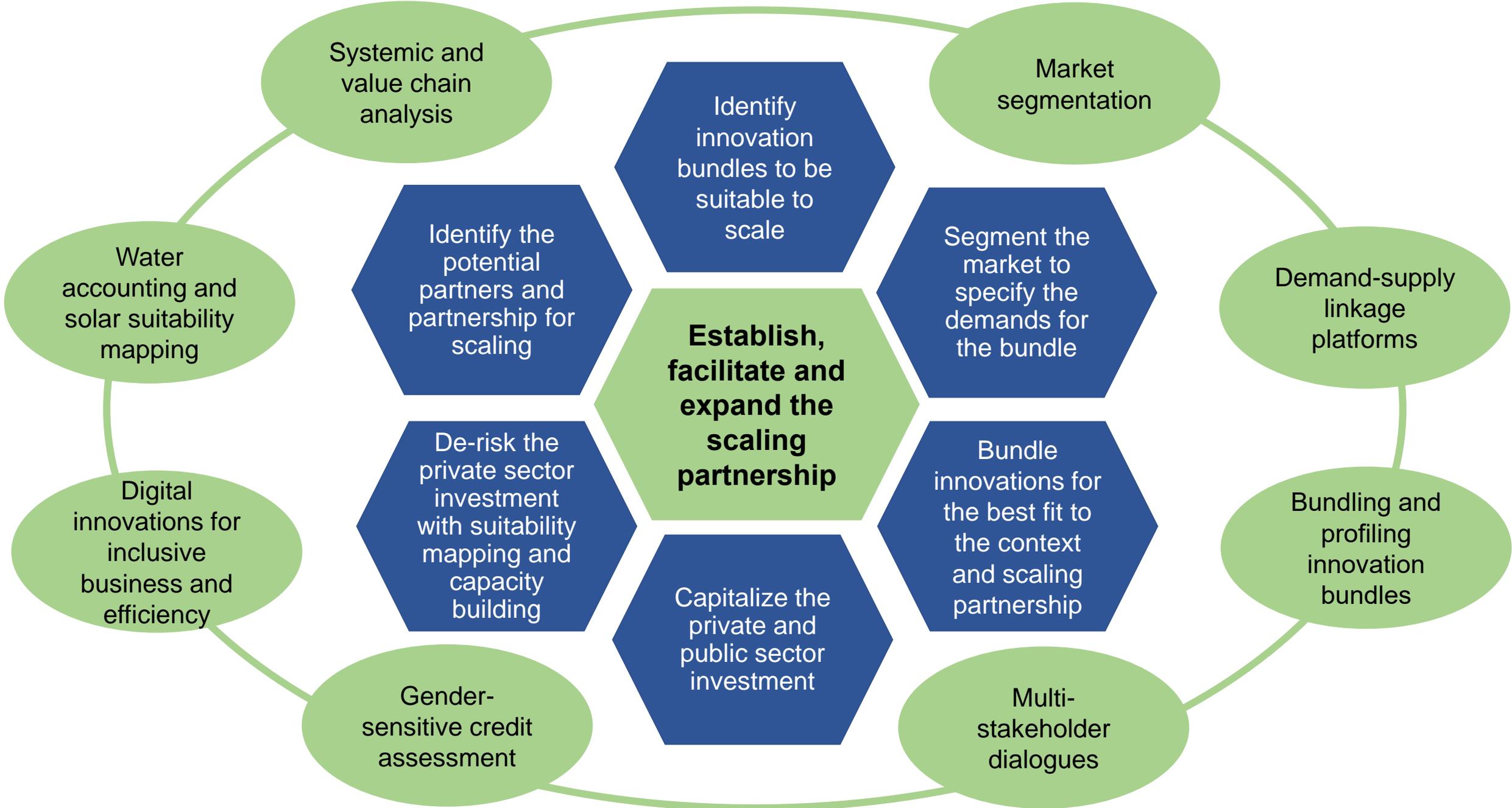
Partnership for scaling solar-based irrigation bundles

Core partners

PUMPTECH
RENSYS
TECH2
SSE Sonikara Solar Electro
EcoTech MALI
IWMI International Water Management Institute
HS
emicom en plus nous capturons le soleil

Accelerators

MoFA
MINISTRY OF AGRICULTURE
Co-funded by: EUROPEAN UNION
USAID FROM THE AMERICAN PEOPLE
german cooperation DEUTSCHE ZUSAMMENARBEIT
Africa RISING
EUGAP EU - GHANA AGRICULTURE PROGRAMME
INNOVATION LAB FOR Small Scale Irrigation
2030 Water Resources Group
HOSTED BY WORLD BANK GROUP Water

Ethiopia
- Innovation hackathon
- Private sector internship
- Digital credit assessment
  Demand-supply linkage
- Multi-stakeholder dialogues

Ghana
- Tailored business model
- Demand-supply linkage
- Digital marketing
- De-risking investment
- Multi-stakeholder dialogues

Mali
- Digital pay-own credit assessment
- Multi-private partners
- Impact investment

Solar pumps
Market segmentation
Pay-go/ Pay-own Financing
Digital marketing
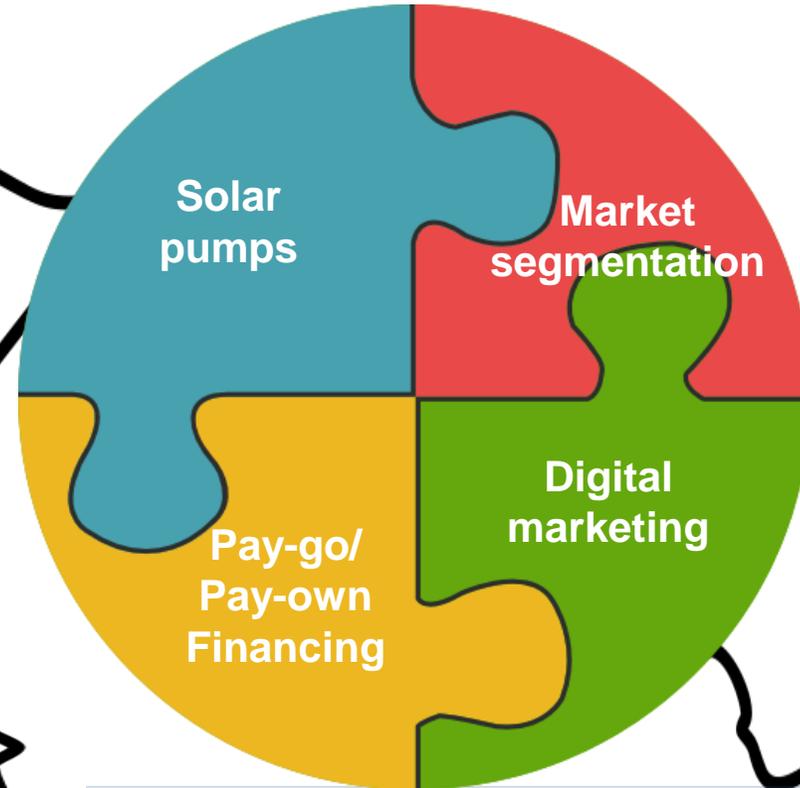
Achievements:

- **Core partners'** investment of ~US$ 1.5 million annually

- **Ghana and Mali**: attract impact investment from corporation foundations, development partners

- **Ethiopia and Ghana:** adopted by new programs and projects

Partnering with private sector: Potential

Bundling products and services

Tailoring business models to diverse smallholders

Expanding & connecting with business networks

Collaborating to targeting diverse demands

Partnering with private sector: Constraints

Fragmented understanding of and inefficient investment in dynamic market demands

Pre-perception about and mutual trust relationship with other actors

Limited business capital to stock good quality products and provide timely services

Hight risk investment and business to irrigation and agribusiness

Exclusive policy environment and governance

Partnering with private sector: Prospect