



# Bundling and catalyzing solar-based technologies and services: Experiences from Ghana, Ethiopia, and Mali

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# Why investment in solar-based irrigation is limited although it has almost everything we wish for?



High and diverse demand



High initial cost



Producers and businesses are bundling



Solution for energy shortage and climate change

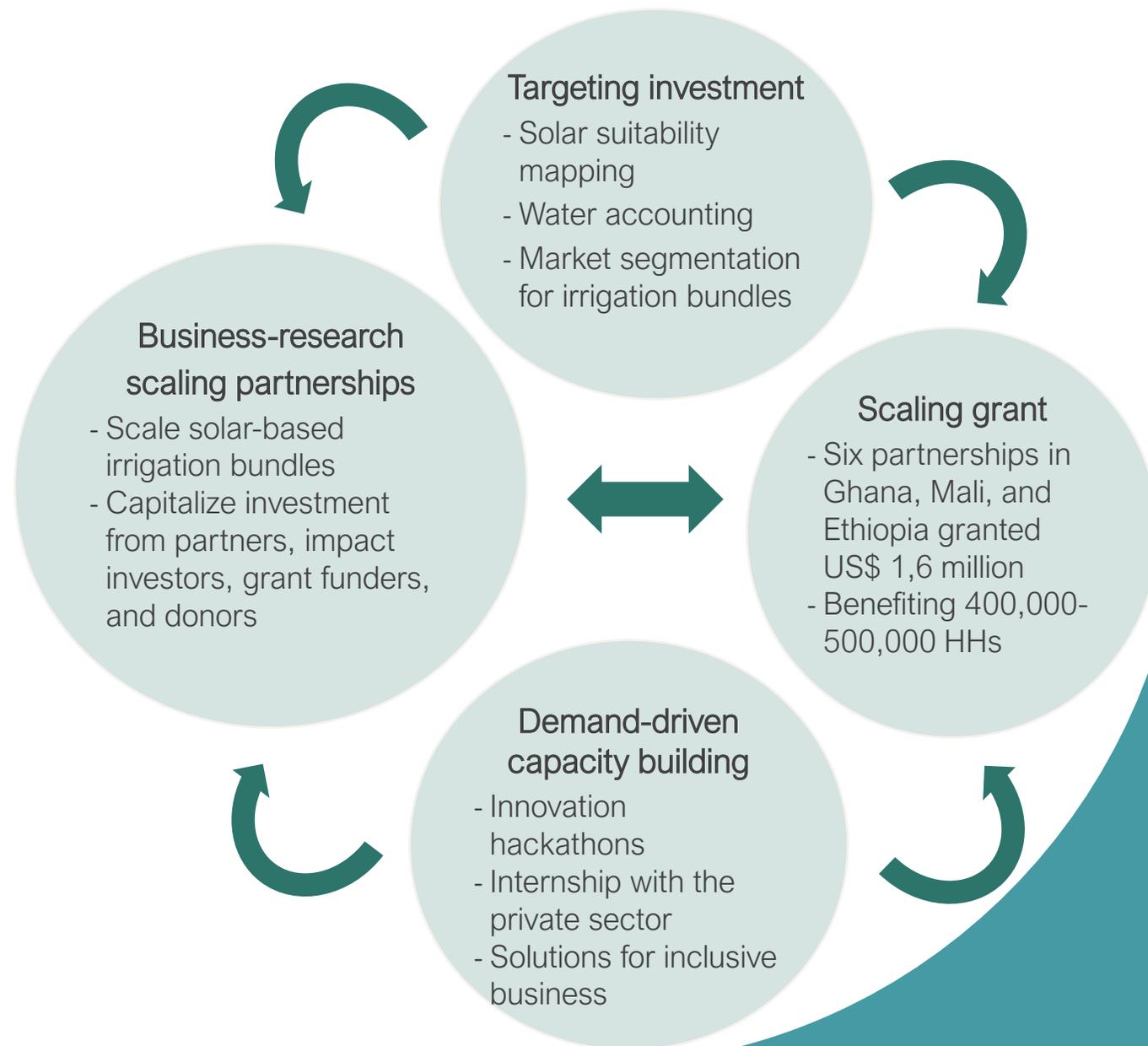
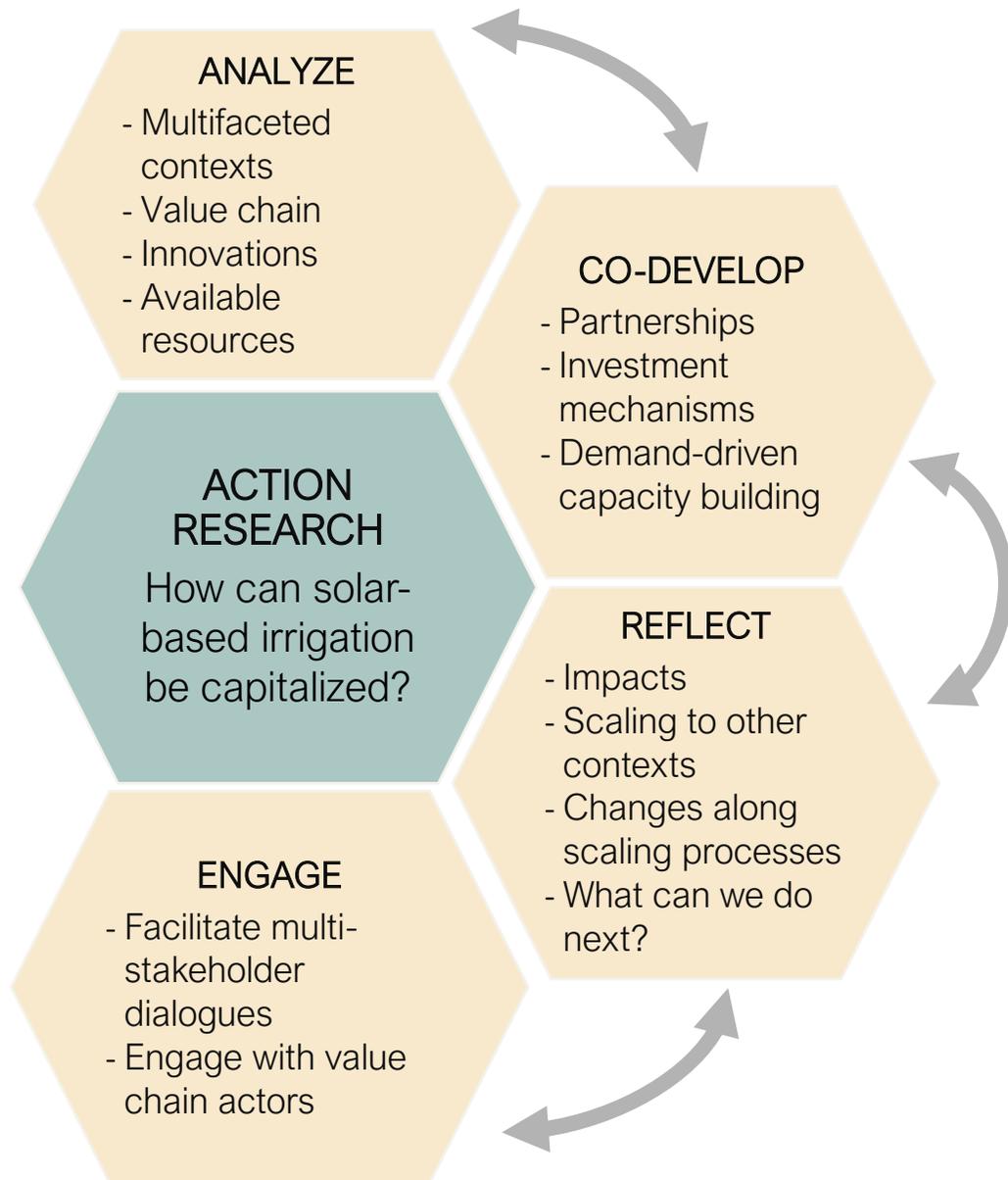


Huge quality variation



Lots of misassumption

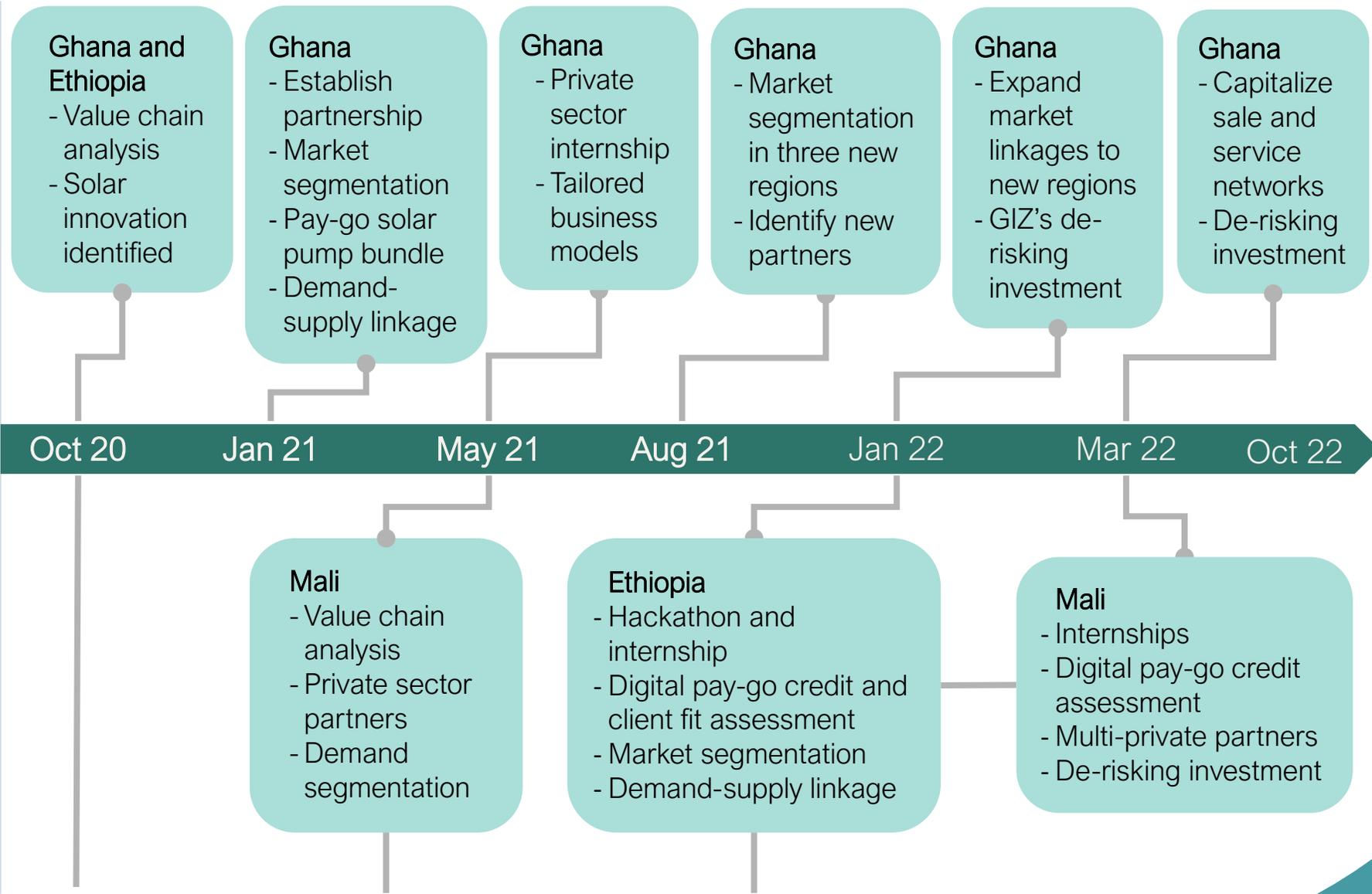
# Action research to bundling innovations



# Business-research scaling partnerships

### Core partners

### Accelerators

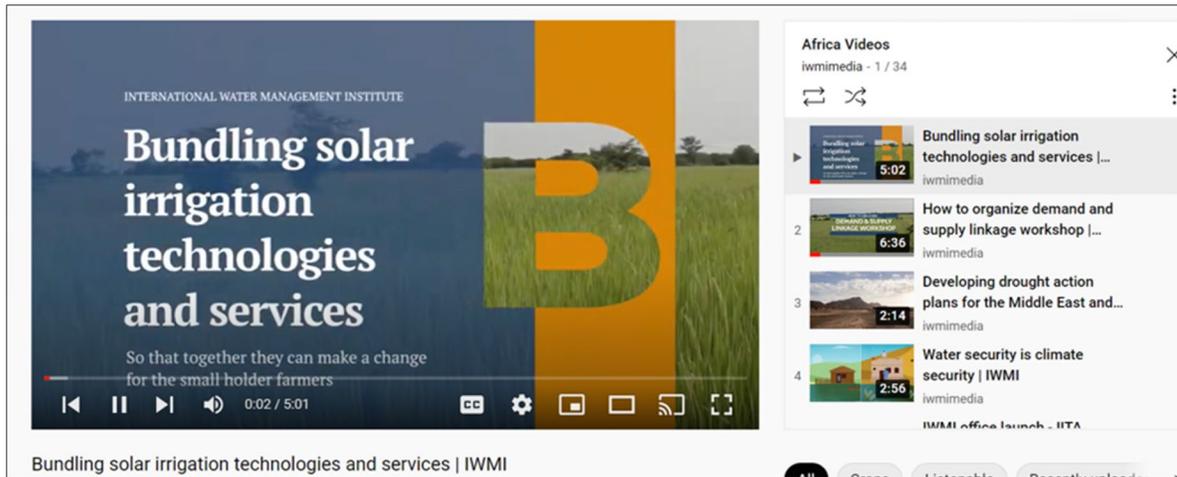


- Core partners' investment of US\$ 1.5 million annually
- Ghana and Mali: attract impact investment i.e., Lorentz and Shell Foundation
- Ghana: attract grant funding from i.e., USAID

Multi-stakeholder dialogues to facilitate scaling of farmer-led irrigation and water solutions

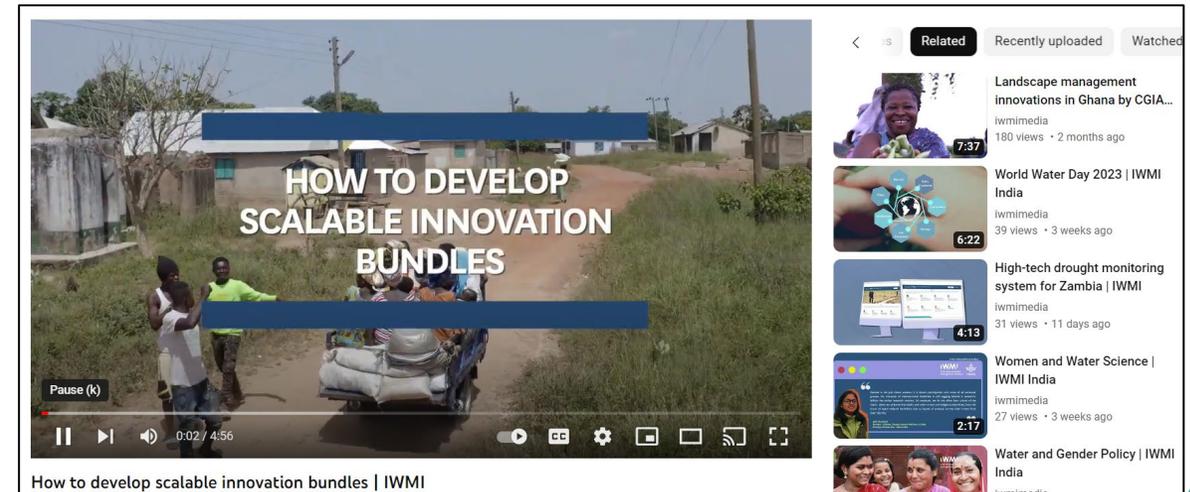
# Emerging lessons

No silver bullets - bundling innovations is de-risking scaling investment



Relevant businesses, services, and solutions exist to bundle for uniting actors to address trade-offs

De-risking investments must be responsive and adaptive to needs and changing contexts



Greater transparency and adaptability to unpack what works, what doesn't work, and what's next



# Thank You

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