



SOLUTION

PAWAME



providing finances and services distributed solar energy assets for rural off-grid households

Pawame is a distributed energy utility company that offers, finances and services distributed solar energy assets for rural off-grid households. Pawame also develops and innovates software and hardware that drives mobile payment integration, content provision and data collection and analytics with a commitment to becoming the market leader in this field.

Pawame provide a pay-as-you-go solar home system (SHS) that comes with : a 10W or 30W solar panel, a battery and charge controller (3000 or 10500 mAh), two bright LED lights, a rechargeable flashlight, a radio, and a phone charger. They are mobile, easy to install and once paid in full, enable our end-users to enjoy a free access to clean energy, and a higher quality of life in general, during the lifespan of the battery (circa. 8-10 years).

SOLARIMPULSE
WORLD ALLIANCE FOR
EFFICIENT SOLUTIONS



HEADQUARTER
Kenya

ACTIVITY REGIONS
Eastern Africa

7 AFFORDABLE AND CLEAN ENERGY

- HARDWARE**
- SOFTWARE**
- FINANCE**
- SERVICE**



KEY FEATURES FOR A POSITIVE IMPACT ON QUALITY OF LIFE



- With payments as affordable as 40US cents or 45US cents every day
- Electricity generated from the sun and after 18 or 24 months respectively, customers get to fully own the system.
- Replaces charcoal, kerosene, wood... all of which have the added burden of polluting the environment and leading to various respiratory diseases that kill many people every year.
- Customers benefit from proper, safe, and reliable light, mobile phone charging and connection to the outside world through the radio provided with the solar system.

PROFITABILITY



- Pawame differentiates itself from other entities by providing:
- A reliable access to energy* (high-quality product manufactured in Germany, battery with a lifespan of 8-10 years, 3-year warranty)
 - An upgradable solution (allows for innovations depending on the needs of our customers)
 - A strong customer service (best-in-class call centre, covering all steps from purchase to installation)
 - A presence in underserved areas with a high potential (i.e Turkana county)
 - Affordable prices compared to what people pay locally to get energy

MATURITY STAGE

