

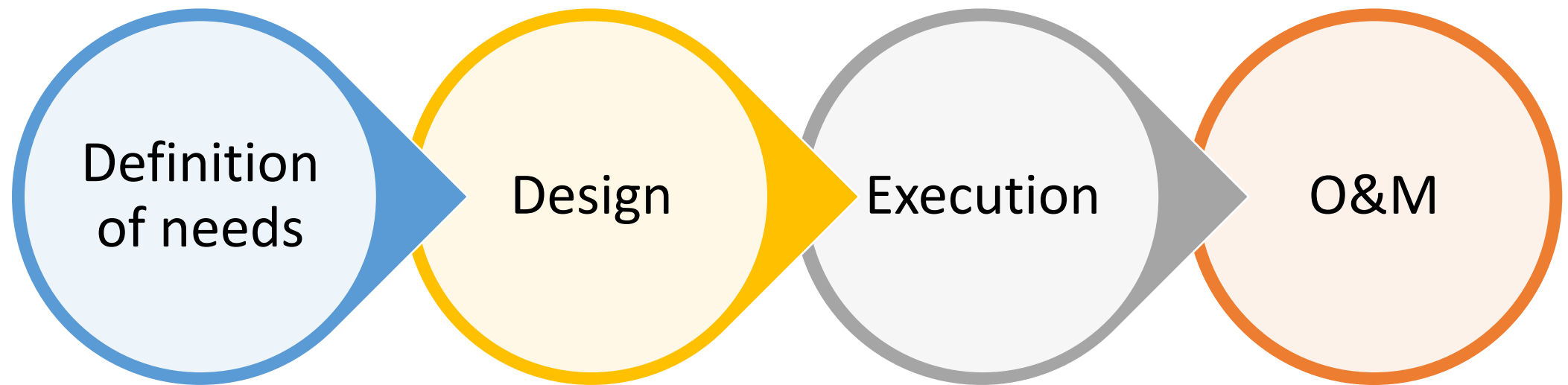


# SUCCESS FACTORS FOR AN EFFICIENT SOLAR ENERGY PROJECT

---

The lessons learned by MSF

# Overview



# Definition of needs

---

- Solar Energy is the means to and end goal
- Essential information for next steps
- Avoids frustrations and unrealistic expectations
- User needs to define the objectives:
  - Autonomy
  - Fuel savings
  - Reduce environmental impact
- Maybe solar energy is not the only component of the solution





# Execution

- Proper technical specifications in call for tender and contract
- Outsourcing: local / regional company
- Define commissioning procedure
- Close supervision of works by client. Ideally, someone with technical expertise

# Operation & Maintenance

- Training to users on regular operation
- Web server to monitor performance
- Preventive maintenance contract with installer
- Ensure access to spare parts and replacement in the country



# Thanks!

---