

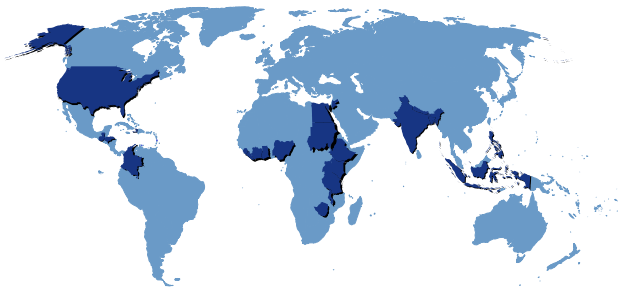


ABOUT OUR FIRM

Strategic Impact Advisors (SIA) is a women-owned global consulting firm with expertise in digital financial services (DFS), digital agriculture, off-grid energy, humanitarian assistance and women's economic empowerment.

Our mission is to provide insightful technical assistance to help people overcome barriers and improve their lives through technology and analysis.

We provide boutique consulting services in emerging markets to donors, implementing partners, the private sector and governments. Our client roster includes organizations such as USAID, GIZ, The World Bank Group, GSMA, WFP and FSD Africa.



SIA team members have provided digital finance and financial inclusion consulting services to donors, implementing partners, the private sector and governments in more than 25 countries over the past 30+ years.

OUR AREAS OF EXPERTISE IN OFF-GRID ENERGY



Product Design

We help clients design products for solar home system repayments that meet the needs of their customers through a firm understanding of users' preferences and needs.



Regulatory Training

We support clients in understanding the regulatory considerations for solar home system deployments, as well as supporting governments in understanding how to regulate the industry.



PAYGo Literacy / Training

We support end users in understanding the potential of solar home systems to close energy gaps and facilitate training on how to make repayments through digital financial services.



SECTOR: OFF-GRID ENERGY

Digital technology can play a foundational role in enabling energy access and addressing affordability, a dominant barrier for lower-income consumers. In collaboration with partners, SIA is working to expand DFS to unlock financing of off-grid energy products and other essential products, like smartphones.

SIA is expanding DFS, using offerings like pay-as-you-go to bridge the financing gap in energy access and enable the purchase of climate-smart off-grid energy solutions.

RECENT WORK



Feasibility Study and Risk Assessment for Accelerating Access to Off-Grid Energy Through Flexible PAYG Payment Channels. World Bank, Ethiopia, June 2022–March 2023

We conducted a feasibility and risk assessment to explore how alternative payment channels, specifically airtime, could facilitate payment for pay-as-you-go (PAYG) solar systems in Ethiopia. The project entailed four primary steps: 1) conducting international case studies on the use of airtime to facilitate payment for products and services to understand challenges and best practices; 2) completing a feasibility study that assessed the potential and the risks; 3) developing a hypothetical business case that assumes the permitted use of airtime as payment, taking into consideration the interests of regulatory, private sector and civil society stakeholders; and 4) presenting a summary of findings to regulatory stakeholders in Ethiopia to inform potential next steps.



Developing a Policy and Regulatory Framework for Pay-As-You-Go Off-Grid Solar. World Bank, Global, Uganda, Ethiopia, February 2020–Present

We created a government guidance toolkit that helps countries develop an enabling policy and regulatory framework for the PAYG sector. The toolkit includes a diagnostic matrix, best practices and case studies, and describes the role that off-grid solar plays in achieving national goals for digital transformation and financial inclusion. Our teams are currently testing and refining the toolkit in Uganda and Ethiopia.



Support on Developing and Marketing a Digital Financial Service Offering to Female Farmers in East Africa. IFC/Fenix International, Uganda, October 2018–July 2019

We supported Fenix International (now Engie), a PAYG solar company, to design and develop a digital credit product for their female smallholder farmer customers. Key activities included: 1) conducting an agricultural needs assessment of female farmers among Fenix's customer base; 2) designing and piloting of a rural, female-facing agricultural loan and information service offering; and 3) offering support and guidance to Fenix in piloting, implementing and evaluating the newly-designed product.