GOGLA

The Voice of the **Off-Grid Solar Energy** Industry

Swedfund

Circularity Toolkit: E-Waste Blueprints

E-Waste Readiness

A conversation guide for your OGS company

E-waste readiness conversation for off-grid solar companies

1. Background

This conversation guide is designed to help the appointed e-waste lead understand the e-waste operational context and determine whether your off-grid solar company (or a part of your company, e.g., specific country of operations) is ready to undertake an e-waste initiative, and at what stage to begin.

There are 15 questions to be discussed amongst the designated e-waste lead and other senior executive and operational team members.

This conversation starter considers your company's stage and profile and operational context. It covers the topics of sales, legislation awareness, stakeholders, e-waste processing partner(s), timing and approach. The aim is to help you gauge your company's readiness to implement e-waste management and understand existing strengths and gaps before devoting and prioritizing further resources into an e-waste initiative. As such, it is important that you seek out key stakeholders, and include both champions and *critics* in this conversation.

2. Conversation points

1. Operations (understanding your e-waste and consumer engagement)

1.1. How many of your company's products, both in- and out- of warranty, do you estimate have reached end-of-life? How much, if any, do you currently dispose of?

(To estimate this, consider your sales volume per year and estimated product lifespan, taking into account product failure rate, if known).

1.2. Do you capture data related to e-waste? This can include volume of repairs or refurbishments carried out as well as volume of e-waste that is collected and recycled.

1.3. Do you know how end-users are disposing their products once they reach end-of-life? (See pg. 13 of this **report** by CDC and M-KOPA about off-gird solar customer's e-waste handling behaviour, and GOGLA E-Waste Toolkit, module 5)

1.4. Do you have any existing consumer awareness campaigns related to e-waste or product disposal? What information do you share with your consumers and how do you handle out-of-warranty product breakdowns for consumers?

2. Legislation awareness

2.1. Is your company aware of the existing e-waste legislation, and understand the requirements, in each of your operational markets?

Some useful resources to help you identify the legislation in your markets are:

- GSMA | E-Waste Legislative Framework Map | Mobile for Development
- Global E-Waste Statistics Partnership | Data Map

3. Drivers for improving your e-waste management

3.1. What are your primary drivers for implementing or improving e-waste management within your company? Reasons often include investor interests, social and environmental responsibility, consumer retention and brand perceptions, or legislation.

3.2. Is there an explicit commitment from the company's executive leadership (i.e., senior management team) to endorse or support an e-waste initiative? *This can be in the form of an e-waste or sustainability policy.*

3.3. Is e-waste management (meaning reusing components and recycling) already part of your company's long-term mission or goals?

3.4. Has your e-waste status affected your ability to win investment, grants, or new partnerships? Or are investors encouraging your company to improve e-waste management?

4. Engaged and committed key stakeholders

4.1. Have key stakeholders within the company been identified? Consider heads of department, sales and aftersales teams, environmental, social and governance (ESG) leads, warehouse, product teams and other groups that will be key to a successful e-waste management initiative.

4.2. Can/will key stakeholders commit the necessary time, effort, and training, required for an e-waste management initiative?

5. E-waste processing partner(s) and recycling

5.1. Have you identified an e-waste processing partner (i.e., recycler) who is familiar with OGS e-waste (notably batteries and PV modules) in all countries of operation?

5.2. Does your company employ a systematic process to select new e-waste processing partners? Do you have a defined procurement policy/process?

5.3. Have the logistics of material collection within the company (warehouse) and transportation to the e-waste processing facility been addressed (reverse logistics)?

6. Timing and approach

6.1. Is your company ready to embrace an e-waste management initiative as part of its sustainability efforts? *Implementation of a new initiative fatigue can be an issue.*

6.2. Are there other waste programmes (e.g., office, plastics, or packaging) already implemented and operating smoothly in your company?

6.3. Can this e-waste initiative be combined with another circularity, recycling or sustainability initiative?

3. Mapping your activities

If your OGS company operates in multiple markets, you may want to map out the outputs of the above conversation prompts for each market. This may help you understand where the biggest opportunities are to implement or improve e-waste management.

4. Next steps

After using this conversation guide to better understand your company's e-waste context and your organisational strengths and gaps in e-waste management, the information gathered can be used to inform an **e-waste assessment** and build your **e-waste implementation roadmap**:

Access the e-waste assessment framework here: www.gogla.org/resources/gogla-e-waste-assessment-tool

Or via the GOGLA Circularity Hub: www.gogla.org/circularity/tools