

Dear Members and Friends of GOGLA,



It was wonderful to have the chance to see many of you in person earlier this month at our second annual member conference in Cologne, Germany. The year 2013 has been exciting and very productive for GOGLA. Step by step, we grew out of the infancy stage and turned into a fully-fledged association, professionally supporting the acceleration of the global off-grid lighting market. I thank all of you who attended for making the time and for being fully engaged in the process and for our most collaborative and well-attended industry meeting to date.

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Some of the many highlights of GOGLA's last year's activities were the Quality Assurance Symposium, the adoption of GOGLA's first official [Industry Opinion](#) and the decision to join the UN Global Compact.

Finally, we had the opportunity to welcome Koen Peters as our new incoming Executive Director. Koen will start full-time with GOGLA in August as he transitions from his current role with the Dutch Ministry of Foreign Affairs. His diverse background in the off-grid sector makes him very well qualified to lead GOGLA and take the association to the next level of impact and influence.

Our fearless leader Wolfgang Gregor will certainly continue to play an active role, but I want to end this note with an expression of deep appreciation for Wolfgang's extraordinary service to GOGLA. Wolfgang stuck through and held firm in times when GOGLA's funding and future was uncertain. Without Wolfgang, GOGLA wouldn't exist today and we wouldn't have the opportunity to have this exceptional platform for us to collectively promote the growth of off-grid energy solutions and serve our customers.

GOGLA would like to thank our members, friends and partners for their continued support and active engagement. We are especially grateful to our financial sponsors from IFC, GIZ and the US Department of Energy.

Sincerely,

Ned Tozun

Vice President, GOGLA

## Guest Column

### Quality Assurance Progress in Cologne

by Arne Jacobson, Technical Lead for Lighting Global

I would like to thank GOGLA and its members for hosting the recent workshop on quality assurance in Cologne, Germany. The discussions at the workshop were constructive, and I feel that we collectively made good progress on a series of quality assurance topics that are very relevant to the off-grid lighting sector. During the sessions, we discussed key topics such as the development of an accelerated framework for the verification of product quality, creation of on-the-box reporting requirements for product performance, revision of test methods contained in IEC Technical Specification 62257-9-5, expansion of the quality assurance framework so that it covers solar home system kits, and the long term future of quality assurance. The Lighting Global team is taking the discussions into consideration, and we will come back with updated proposals on key topics in the near future. We look forward to engaging with GOGLA and its members on quality assurance and related issues going forward.



## Working Group Updates

### Policy and Regulation

During its meeting in Cologne, the Working Group decided to focus its activities in the next months on three main areas: researching the beneficial relation between VAT and duty waivers for off-grid lighting products and economic development, campaigning and

awareness creation, and the integration of off-grid lighting into National Appropriate Mitigation Action Plans (NAMAs). In addition it will develop guidelines for manufacturing and labor conditions and propose a set of policies for social compliance for GOGLA members. It will continue to reach out to stakeholders and keep on cooperating closely with the UNEP / en.lighten team in their effort to draft and implement an efficient lighting strategy in the ECOWAS region.

## **Quality and Standards**

The Working Group was involved in implementing the Quality Assurance Project and organizing the Quality Assurance Symposium (both funded by GIZ) together with GOGLA's Technical Director and an external consultant. The group will continue working closely with IFC, Schatz Energy Research Center and Fraunhofer ISE on the follow-up on the activities agreed at the symposium. This includes the discussion about the extension of quality standards for Solar Home Systems and the elaboration of a concept integrating all relevant quality assurance activities as a viable and sustainable exit-strategy for Lighting Global.

## **Business Models and Market Intelligence**

In cooperation with A.T.Kearney, the Working Group has worked on a study about investment opportunities within the off-grid lighting market. The study is planned to be finalized beginning of June and will be distributed through GOGLA. Two investor conferences in Zurich and London will follow the publication of the study, offering matchmaking opportunities to both investors and GOGLA companies. It has further developed a template for the market data collection process which will be closely coordinated with IFC and in accordance with GOGLA members. The Working Group is currently in the process of identifying new projects and activities.

## **Life Cycle and Recycling**

The Working Group's objective is to develop an environmentally friendly end-of-life strategy for spent products that address collection and recycling activities to minimize environmental impacts. It has drafted a GOGLA statement on lifecycle and recycling issues that was adopted as GOGLA's first industry opinion. The group has also gathered information about ongoing or planned activities for collection and recycling of spent solar lanterns in order to generate better transparency and communication amongst GOGLA members. The working group is in contact with the E-waste African Alliance (HP, Dell, Philips, Nokia) and the East African Compliant Recycling (EACR) in order to build partnerships with other stakeholders already dealing with the e-waste challenge.

## **Measuring Social Impact**

The Ad-hoc Working Group aims to develop a set of metrics that can be used by companies

to measure their social impact created and that are interesting for impact investors, governments, donors and possibly also customers. In the last weeks it has elaborated a list of priority metrics that will be addressed first. To avoid duplication of work and to keep the metrics simple but accurate, the WG will draw on already existing metrics. To facilitate the calculation of metrics for GOGLA members, the Working Group has created a Template Metrics Reference Sheet for every metric.

## **GOGLA News**

### **Second GOGLA Member Conference – A further Milestone towards a Sustainable Off-Grid Lighting Sector**

The second GOGLA member conference took place from April 4 to 5, 2014 in Cologne, Germany. Representatives of more than twenty member companies and organizations participated at the conference. GOGLA was moreover pleased and happy to welcome cooperation partners from GIZ, IFC, Sierra Club and UNEP that took the opportunity to join us. [Read more](#)

### **Developing a Roadmap for Quality Assurance in the Off-Grid Lighting Market**

At the GOGLA quality assurance symposium that took place 2-3 April 2014 in Cologne, around 40 experts from the industry, development agencies, the IFC, universities, test laboratories and bureaus of standards met to elaborate and advance the quality assurance framework for off-grid lighting products. [Read more](#)

### **GOGLA Industry Opinion on Lifecycle and Recycling**

GOGLA is pleased to announce that it has adopted its first Industry Opinion, focused on of Lifecycle and Recycling. [Read more](#)

### **GOGLA and the UN Global Compact, a Step Closer to a Better Future**

GOGLA has applied for membership in the UN Global Compact policy initiative. This decision has to be seen as a natural further step to reaffirm GOGLA commitment to its primary missions and objectives. [Read more](#)

### **Validating the ECOWAS Efficient Lighting Strategy**

14-15 April 2014, GOGLA participated in the validation workshop for the Economic Community of West African States (ECOWAS) efficient lighting strategy that took place in Dakar, Senegal. [Read more](#)

## First "Did You Know" Paper published

GOGLA has published the first "Did You Know" Paper on the off-grid lighting market. This paper will serve as communication material and further editions on various topics will follow. [Read more](#)

## Other News



### First Assembling Company for Off-Grid Solar Power in Ethiopia

In partnership with Niwa Solar and the distribution company SunTransfer, the first Ethiopian assembling company for the next generation of solar off-grid products was founded: STM Solar Technologies Manufacturing S.C.. [Read more](#)



### New Solar-Power Stations for People that live Off-Grid in Kenya

Osram and the Global Nature Fund, together with their local partner Light for Life, are expanding considerably the Kenya off-grid project that was first launched in 2008. [Read more](#)



### Solar Aid and the University of Edinburgh launch a Three Year PhD Project

SolarAid and the University of Edinburgh announced a new research partnership; a three year collaborative PhD project looking at waste, recycling and repair of solar lights in Africa, funded by the Economic and Social Research Council (ESRC). [Read more](#)



### Research Partnership between Google and SolarAid

Google and SolarAid announced a research partnership to explore the impact of solar technology on poverty alleviation in Africa. Google have agreed to fund a \$650,000 two-year

evaluation on the impact of solar lights on poverty alleviation.

[Read more](#)



### **GOGLA Member BRIGHT Products receives RedDot Design Award**

In late March it was announced that the SunTurtle from GOGLA member BRIGHT Products has been awarded the RedDot Design Award. [Read more](#)



### **Fraunhofer ISE was awarded Zayed Future Energy Prize 2014**

The Zayed Future Energy Prize was awarded to the Fraunhofer ISE during the World Future Energy Summit in Abu Dhabi. From the three finalists, Fraunhofer ISE was selected as the winner in the category Non-Governmental Organization. [Read more](#)



### **Nokero as Finalist for Colorado Companies to Watch**

Denver-based pico solar lighting business Nokero is a finalist for 'Colorado Companies to Watch.' Nominated as a company worth watching, Nokero represents the global solar industry at large as well as its home state of Colorado. [Read more](#)



### **John Keane releases new Book "Pico Solar Electric Systems"**

John Keane, Development Director of SunnyMoney, just released his book "Pico-solar Electric Systems: The Earthscan Expert Guide to the Technology and Emerging Market". [Read more](#)



### **GSMA Report on Synergies between Mobile, Energy and Water Access in Africa**

GSMA recently published a report on the synergies between

mobile, energy and water access in Africa. The report can be accessed [here](#).



### **SolarAid's Social Enterprise, SunnyMoney, has sold its Millionth Solar Light**

SolarAid celebrates their millionth solar light sold as a major milestone for solar in Africa; providing evidence that charity can use business based solutions to bring about social impact.

[Read more](#)



### **Solar Lanterns replace Kerosene Lamps in Indian Urban Slums**

Pollinate Energy, an Indian social enterprise is marketing and selling solar lanterns on a five-week, interest-free payment plan to families living under tarpaulin sheets in Bangalore's slums.

[Read more](#)

## **Please welcome our newest members**



[Canadian Solar](#)

[Village Power](#)

# Upcoming Events

**May 2014**

**Clean Energy Ministerial 5 (CEM5)**

12 May 2014 - 13 May 2014 Seoul, Republic of Korea

[More information](#)

**June 2014**

**Intersolar Europe**

02 Jun 2014 - 06 Jun 2014 Munich, Germany

[More information](#)

**U.S.-Africa Energy Ministerial**

03 Jun 2014 - 04 Jun 2014 Addis Ababa, Ethiopia

[More information](#)

**Sustainable Energy for All (SE4ALL) Forum**

04 Jun 2014 - 06 Jun 2014 New York City, United States

[More information](#)