

### PROJECT REFERENCE

Assignment Name: <b>Transaction Advisory Services: Concession for Rural Electricity Supply with Solar Home Systems (SHS)</b>		Country: <b>South Africa</b>
Project Location: <b>South Africa</b>		Professional Staff provided by your Firm (Specialisation): <b>Solar Energy Experts, Rural Electrification Experts</b>
Name of Client: <b>SAD-ELEC (Pty) Ltd (for Department of Minerals &amp; Energy)</b>		No of staff: <b>3</b>
Address: <b>PO Box 1049 Rivonia 2128 Sandton, South Africa</b>		No of staff months/Duration of Assignment: <b>4 staff months</b>
Start Date (Month/Year): <b>03/2003</b>	Completion Date (Month/Year): <b>Ongoing</b>	Approx value of Services (Current US\$): <b>\$72,000</b>
Name of Associated Consultants: <ul style="list-style-type: none"> <li>• <b>SAD-ELEC (Pty) Ltd, South Africa</b></li> <li>• <b>Canca Incorporated, South Africa</b></li> <li>• <b>Global Environmental Objectives cc (GEO), South Africa</b></li> <li>• <b>Selected Staff and Senior Students of the <u>Research Resource Centre</u> of the University of Transkei (UNITRA) and the Department of Economics of the <u>University of North-West (UNW)</u></b></li> <li>• <b>Jonas Sandgren, Norway</b></li> </ul>		No of Months of Professional Staff provided by Associated Consultants: <b>20</b>
Name of Senior Staff Involved and Functions Performed: <b>Axel Scholle – Technical standards, code of practise, pre-evaluation of product, technical tender specifications, tender evaluation.</b> <b>Uli von Seydlitz – Demand assessment model</b> <b>Ralf Tobich – Redeployment costs of SHS, grid encroachment</b>		
Narrative Description of Project: <b>Assist <u>the transaction process</u> of awarding a concession for decentralised rural electricity supply using Solar Home Systems (SHS) in areas of the Eastern Cape and North West Provinces of South Africa through <u>private-public partnership</u>. The goal is to provide the inhabitants of remote rural areas which will not be connected to grid in the foreseeable future with basic electricity through SHS.</b>		
Description of Actual Services provided by Your Staff: <ul style="list-style-type: none"> <li>• <b>Review of technical framework for off-grid electrification, requirements of energy service companies, technical requirements of systems to optimise project life versus benefit, essential technical features for system implementation, performance standards, operating framework of the service provider;</b></li> <li>• <b>Critical feedback for essential mechanisms required for successful implementation of a fee-for-service concept;</b></li> <li>• <b>Demand assessment tool for SHS, based on grid electrification, annual budgets, grid encroachment;</b></li> <li>• <b>Cost implications of grid encroach to the <u>Non-Grid Service Provider</u>;</b></li> <li>• <b>Support for the <u>preparation and execution of the tender process for the Non-Grid Service Provider</u>;</b></li> <li>• <b>Assistance to the DME in negotiating a contract with the preferred bidder.</b></li> </ul>		

Firm's Name: **EMCON Consulting Group**