

# **INDIA IMPEX (SUNLITE): A SUSTAINABLE, OFF-GRID SOLAR LIGHTING INITIATIVE**

## **DESCRIPTION, METHODOLOGY & STRATEGY**

INDIA IMPEX (SUNLITE) is the leading technology provider of innovative, off-grid solar lighting solutions designed and developed to empower the lives of displaced communities and victims of disasters and conflict.

We work exclusively in partnership with International Aid and humanitarian agencies, government organizations, charities & NGOs that implement our technologies in projects that provide education for children, ensure safety of women and girls from violence and assault, create enterprise opportunities and reducing poverty which eventually uplifts lives of communities at the bottom of the socio-economic pyramid.

As a proactive organization, we believe in working on sustainable, environmentally friendly and cost effective solutions by addressing a 'need' rather than a 'requirement'. We achieve this by conducting field research and travelling to distressed regions & camps personally and interacting with victims, IDP'S, refugees & officers to understand their needs and develop the most practically applicable solutions. We even go one step further to conduct training programs in partnership with the implementing agency to further educate the users and hold workshops to ensure we create a skilled bank of technicians within these communities.

SUNLITE's **JS-30MOB Solar Lantern** is a product of this research as it has been carefully designed keeping in mind the extremely harsh external conditions & needs of the end-user.

Backed up with our own in-house manufacturing facility, quality control system & dedicated research and development team, we are committed to cater to the various needs of such organizations and projects. With this investment, infrastructure & inventory management in place, we have set ourselves to be extremely efficient in responding to disasters & emergencies and have a proven track record for the same.

## **IMPLEMENTATION, RESULTS & IMPACT**

India Impex has supplied in excess of 75,000 SUNLITE solar LED lanterns since its inception in 2009, predominantly through the refugee security & environment program and relief operations headed by humanitarian organizations including sister concerns of the United Nations. In fact, in October 2011, M/s. India Impex was awarded the **Long Term Agreement (Frame Agreement) with one of the largest UN Humanitarian Agencies for the Worldwide Supply of Solar LED Lanterns.**

Under this Frame Agreement, the SUNLITE solar lanterns have been distributed in more than 10 refugee camps across sub-Saharan Africa including Ethiopia, Liberia, C.A.R, Sudan, Uganda & Rwanda and Djibouti. In fact given our manufacturing strength we have catered to large requirements during emergency relief operations post the **Japan Earthquake/Tsunami (2011), Thailand Floods (2011), Typhoon Bopha in the Philippines (2012-13) & the most recently the ongoing Syrian Refugee Crisis in Jordan.**

Given its innovative design, features and unique portability, the lamps have been applied across the board – all in line with the MDGs set forth by the United Nations & in line with SUNLITE's 6-fold vision, which is:

1. SUNLITE FOR EDUCATION - *A Light for Every Child*
2. SUNLITE FOR SECURITY - *A Light to Empower Women*
3. SUNLITE FOR DISASTER RELIEF - *A Light to Restore Hope*
4. SUNLITE FOR THE ENVIRONMENT - *A Light towards a Kerosene-free World*
5. SUNLITE FOR REFUGEES - *A Light to Protect Displaced Families*
6. SUNLITE FOR ENTERPRISE – *A Light to Uplift Communities & Provide Opportunity*

## **INNOVATIVE DISTRIBUTION MEDIUM**

SUNLITE differentiates itself from every such technology provider by scaling up its distribution in collaboration with aid & government agencies rather than through commercial networks. We invest heavily in our strength to design, manufacture and supply the technology and in-turn form high level partnerships with organizations that have the infrastructure & funding to ensure the solar lanterns are distributed to the people in genuine need, in the most cost-effective manner. **Our ethos is to add value by investing in quality & supply rather than sales overheads which are invariably passed on to the end-user.**

*INDIA IMPEX (SUNLITE) was presented the Annual Award for Innovation in South-South & Triangular Cooperation at the Global South-South Expo hosted by UNIDO/UNDP/UNOSSC in Vienna, 2012*

## **INNOVATIVE PRODUCT & FEATURE SET**

- ✓ **360° Illumination:** On a full-charge, gives 9-10 hours of high intensity light
- ✓ **Portability:** In-built solar panel that facilitates multi-purpose application; no wiring / installation
- ✓ **Mobile Phone Charging:** Charges most mobile phones; auto cut-off to ensure min. light of 3-4 hours
- ✓ **Ambient Light Sensor:** Lamp auto-shuts off in case of adequate external light
- ✓ **Others:** Dual mode with night lamp, back-up electrical charger, user-friendly battery status indicator

*SUNLITE's JS-30MOB also won the Aid Innovation Challenge at AIDEX in Brussels, 2012*

## **SUSTAINABILITY, REPLICABILITY & SCALABILITY**

The above collaborative distribution strategy has proven to be extremely successful in the long-run as it focuses on delegating responsibilities to each stakeholder based on strength, infrastructure & capability.

Powered by the sun's energy, the SUNLITE Solar Lantern is in itself a self-sustainable, maintenance-free technology that enables high savings (otherwise spent on kerosene) for both the organizational partner & end-user. It has passed rigorous testing prior to being approved under the UN Frame Agreement, which now facilitates faster replicability & procurement with other UN and Govt. agencies.

We are currently working on an 8 country pilot initiative led by the UNOSSC to facilitate a consortium of such PPPs to scale-up the distribution of our technology aiming to distribute over 350,000+ lamps by 2015. This is a unique proposal to distribute solar lamps through local women cooperatives which will seek to:

- ✓ Bring light into the lives of 1.8 million+ people
- ✓ Create 350,000+ new jobs for women and,
- ✓ Create cumulative \$60 million + in savings and earnings within the community

## **CONCLUSION**

As the economic, environmental and social benefits come to light from using this extremely versatile technology, further applications and project areas will be identified where the SUNLITE solar lanterns can have a positive impact on the lives of the most needy and deserving in society.

With this in mind, India Impex submits its application for the SUNLITE initiative to be humbly considered to exhibit at the ECOSOC Annual Ministerial Meeting in Geneva, 1<sup>st</sup> – 5<sup>th</sup> July 2013.

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