



Application Number:

Applicant First Name:

Applicant Last Name:

Email:

NPO or SME: Small and Medium Enterprise

Organization: Ignite Power

Category: Energy

Country:

General Information

This category recognises organisations that have demonstrated innovative, impactful and inspirational sustainability solutions in the areas of health that include, but are not limited to:

- Ensuring access to affordable and reliable clean energy
- Increasing production of clean energy
- Improving energy efficiency
- Introducing new forms of clean energy or other technology innovations

Organisations must also demonstrate a clear vision and long-term plan to further deploy their solution and scale up their impact, as well as inspiring others to follow suit by advancing sustainable and human development.

To be eligible for this category, organisations must be a small or medium-sized enterprise (SME) or a non-profit organisation (NPO).

*0.1 Please provide a brief overview of your organisation, what kind of work you do, and highlight why it is important.

Ignite is connecting millions across rural Africa to solar-powered solutions. The company is a developer and financier of sustainable infrastructure projects, providing last-mile communities with green solutions to their everyday needs. By massively reducing the cost of essential services, Ignite has already connected more than 2.2 million people to clean, sustainable electricity. The company is constantly developing new ways to impact local communities, deploying agriculture, cooking, medical, and now - connectivity solutions. By putting extreme affordability as a top priority, Ignite became the go-to organization for governments and international development agencies, leading Africa into a more sustainable and inclusive future.

*0.2 What is the annual income of your organisation (including all revenue, grants etc)?

*0.3 How many employees in your organisation, including all full-time and part time staff? (numerical value only)

*0.4 Please provide the names of your organisation's leadership and brief details of the governance structure (e.g., Board of Directors, advisory committee, etc.)

Name	Position	Background Overview	LinkedIn ID (Optional)
------	----------	---------------------	------------------------

*0.5 Please select your organisation's type.

- ☒ Small and Medium Enterprise
☐ Non-Profit Organisation
☐ Other

*0.6 Please provide the areas in which your organisation is most active. (you can select multiple options)

- ☐ Biofuels
☐ Energy Efficiency
☐ Hydrogen & Fuel Cells
☐ Marine & Hydro
☐ Micro Grid
☐ Wind Energy
☒ Solar PV
☐ Solar CSP
☐ Other

*0.7 Please provide the activities in which your organisation is most active. (you can select multiple options)

- ☒ Power Generation
- ☐ Transmission and Distribution
- ☐ Energy Storage
- ☐ Manufacturing
- ☒ Project Development and Deployment
- ☐ Investment
- ☐ Research & Development
- ☐ Other

*0.8 In one sentence, state your organisation's solution (concisely articulate the product or service).

Providing affordable, sustainable solar-based electricity to last-mile communities across sub-Saharan Africa.

*0.9 Please mention if your organisation has received or was the finalist of another national or international sustainability award.

Name of the Award	Year	Winner or Finalist	Link to the award or media feature
-------------------	------	--------------------	------------------------------------

*0.10 Please provide an executive summary of your solution outlining what you plan to do and how you will do it (include market fit, end-user demographics, scale, scope and benefits).

Ignite provides its customers with tailor-made solar home systems for the region's specific needs and abilities. The company's primary focus is on extreme affordability, servicing BOP communities that can finally connect to electricity. Since 2016, we have serviced more than 2.2 million people, with customers reporting higher incomes, better education, a higher sense of security, higher gender equality, and more. More than 760 million people worldwide are living without electricity access, and 660 million of them reside in sub-Saharan Africa, impeded from progress in health services, education, and gender equality. Ignite's customers are the poorest, most underserved communities in the region. We are currently working in Rwanda, Mozambique, Sierra Leone, and Kenya and are expecting to add 4 more SSA countries by 2026. Ignite will continue expanding throughout Africa with the goal of reaching 10m more people by 2025 and 50m by 2030, with technologies and added services leading the way. The most meaningful addition to our services is solar-based internet access which will be highly affordable and available in deep rural locations. The service has been successfully piloted and is set for implementation in the coming year.

*0.11 Have you applied to the Zayed Sustainability Prize before?

- ☒ Yes
☐ No

*0.11.1 If yes, why are you re-applying (highlight any changes to the mission, goals or solution of your organisation)?

Since our last submission, we have connected 500k more people and entered a new country. The most exciting development is our solar-based internet service, which will be deployed in the coming year. By adding the new service and continuing our focus on extreme affordability, we will be addressing yet another critical infrastructure issue that is hindering progress in Africa's rural areas. Ignite will be able to reach millions more, offer them access to affordable internet, and improve lives, incomes, gender equality, education, and future prospects.

*0.12 Please provide financial information of the last three fiscal years (including revenue, gross margins, operating and net profits). Numerical values only.

Small and Medium Enterprise

Year	Total Revenue (USD)	Gross Profit Margin (%)	Financing Raised (USD)	Revenue Growth (%)

Innovation

Innovation refers to a novel solution or a transformation of an existing solution that solves a challenge or a need, generates value and brings significant positive impact.

A solution can be a technology, a service or a business model.

The innovation criterion requires organisations to demonstrate that their solution:

- has a unique value proposition;
- is disruptive or transformative;
- is technically and commercially viable; and
- is adopted by the market.

The Prize does not award early stage start-ups, inventions, prototypes or solutions that have not demonstrated any impact on the ground.

*1.1 Please select which of the following statements applies to your organisation's solution.

- ☐ A new/novel technology that doesn't exist anywhere else
- ☒ Transformation of an existing solution
- ☐ Other

*1.2 Please state the unique value proposition of your solution and why it is disruptive or transformative?

Ignite's unique value proposition is extreme affordability combined with innovative, 100% sustainable products and services that provide direly-needed infrastructure. With solar home systems, Ignite currently offers the most affordable solutions in all its countries of operations. The company is constantly breaking affordability records. Our focus on extreme affordability is disruptive since it allows us to serve the most impoverished communities in Africa, where most of the families live with under \$1.5 a day (per person). Designated technologies, innovative financing, and international collaborations enable affordability. Ignite's new internet access solution utilizes solar power and proprietary technologies that offer affordable wifi in the most rural locations, closing the gap of affordability, which is hindering hundreds of millions across the continent from connecting. Our extreme affordability focus and innovative technologies are transforming local markets, establishing a new reality where economic capabilities are changing, incomes are growing, children spend more time on their education, women and girls get better opportunities, health is improving, entrepreneurs open up new businesses, security is on the rise, and entire villages are presented with a brighter future.

*1.3 Clearly state how your unique value proposition differs from what is offered by any competitors or others in this space?

*1.4 Select the maturity of your organisation's solution?

- ☐ Proven in an experimental setting but not applied on the ground
- ☐ There are 1 or 2 areas of demonstration
- ☐ There are 3-5 areas of demonstration
- ☐ It is being implemented at a scale up to 10 times more than the pilot phase
- ☒ The solution is reaching levels where it is widely recognized as being successful

*1.4.1 Please provide numbers for each of the metrics below that demonstrates the solutions maturity (% growth rate for the last three years of end-users, customers, or clients that have adopted your solution).

Year	Number of customers/end users	Growth rate	Region
------	-------------------------------	-------------	--------

*1.5 Do you have a way of protecting your innovations from being copied by your competitors?

- ☐ Yes
- ☐ No, but I intend to
- ☒ No, I intend for it to be easily replicated by others

Impact

Impact refers to a positive change that addresses social, economic, technological and/or environmental challenge(s) and has proven to make the world a better place by improving the well-being of humanity.

The impact criterion requires organisations to demonstrate that:

- their solution has a positive impact on the quality of peoples' lives;
- they are resilient to potential social, economic, technological, and environmental challenges;
- they have good governance by employing skilled people and establishing fair policies;
- they have a detailed plan of how the Prize money would be used to further increase their impact.

*2.1 Please detail how your solution has benefitted people's lives?

Our customers report a higher sense of security after dark, fewer thefts of cattle and livestock, an increase in social activities, more time to add new hobbies, added study time and higher grades and motivation for kids, better health, new businesses opened, and higher incomes. These effects, alongside other meaningful aspects of energy access such as higher indexes of gender equality and more job opportunities, amount to radical changes in the lives of entire families and villages that are presented with the possibility of a more inclusive future, one where they can finally exit the poverty cycle.

*2.2 How many people have directly benefitted from your solution? (numerical value only; no commas or periods allowed)

2200000

*2.3.1 If yes, please elaborate, how?

Ignite's entire operations are based on affordability as a critical ingredient that is crucial when working with bottom-of-the-pyramid, last-mile communities. The company's main products and services are solar home systems. The systems can be deployed anywhere (access to everyone, no matter how remote), work according to sunlight (there is abundant sunlight across SSA), and are deployed via PAYGO, an innovative financing scheme (extremely affordable). The systems are of the best quality (LG certified), and the company provides a warranty and available technicians, making all products very reliable.

*2.3.2 Does your solution reduce the unit cost of energy?

- ☒ Yes
☐ No

If yes, please indicate:

How much in percentage terms?	80%
How many people have benefited from this cost reduction? (numerical value only)	2200000

*2.4 Does your solution increase the share of energy?

- ☒ Yes
☐ No

*2.4.1 If yes, which of the following energy technologies have been deployed?

- ☒ Solar PV
☐ Solar CSP
☐ Wind Energy
☒ Clean Cookstoves
☐ Energy Storage
☐ Small Hydro
☐ Other

Please provide the installed capacity of your solution in MW	
Please provide the total generated energy since inception in MWh	

*2.5 Does your solution enable energy efficiency improvement?

- ☐ Yes
☒ No

*2.6 How many tons of CO2 (GHGs) your solution has avoided since inception? (numerical value only)

*2.7 Please elaborate how your solution has improved inclusion and equality? (e.g., gender equality, diversity, inclusion or empowerment of disadvantaged community members etc.)

Ignite's operations are rooted in the notion of establishing inclusion and equality. Providing affordable, sustainable electricity and other vital solutions, the company is closing the infrastructure gap between rural and urban areas across Africa. Our offerings are establishing a new and more inclusive reality where historically underserved communities are gaining access to the most basic services for the first time. Across the sub-Saharan region, women and girls are unproportionally hurt by the lack of infrastructure. With access to accessible, affordable solutions, Ignite's female customers are entering the workforce, opening new businesses, and shops, and spending more time in school.

*2.8 How many jobs have been created as a result of your solution? (numerical value only)

3500

*2.9 Has this solution created any impacts beyond Energy, in the following areas? (you can select multiple options)

- ☒ Health
- ☒ Food
- ☒ Water
- ☐ None of these

*2.9.1 Please explain how your solution has improved people's lives in other areas, selected above. (Please include relevant metrics)

One of Ignite's products is solar-irrigation systems, disrupting Africa's agriculture sector. Agriculture is one of the most essential industries in the continent, providing employment for over 65% of the population and food for many more. As only 6-8% of arable lands in Africa are adequately irrigated, Ignite's solar pumps provide a sustainable irrigation solution, as they can increase yields by up to 3 times more and prolong the harvesting season by 1.5. As yields grow, available food grows, and food security is more prevalent, especially in the rural regions where millions depend on local farming for most of their needs. Every system provides water and services for hundreds of people working in collaborative farms, increasing the effect at a minimum cost.

*2.9.2 Please quantify the impact in the areas, selected above. You can add more rows (up to 5).

Area	Impact Description	Impact Number (please also input unit of measure)
Water	solar irrigation pumps	

*2.10 Please provide a detailed plan of how you plan to utilise the prize money to further increase your impact. (Include project objective, expected outcomes, scope and timeline over the next 2 years)

Ignite will be using the funds to further its impact through our solar-based internet access solution. 600k will enable the deployment of internet access sites (every site includes Ignite's in-house-developed solar-based router and solar system to support it). According to our pilot, every site will serve a minimum of 300 customers (a number that will grow with time as smartphones become even more prevalent in the region). The initial deployment is set to take place in Rwanda, and we expect to roll out of the first sites to take 12-18 months, reaching a minimum of people with extremely affordable internet access. The world's most crucial to-do list – the United Nations Sustainable Development Goals – reflects the global consensus on the importance of connectivity and universal, affordable access to the Internet. Digital inclusion is a key enabler and a critical tool for the achievement of the other SDGs.

*2.11 Which of the following Sustainable Development Goals (SDGs) does your solution address? (You can choose multiple options)

- ☒ SDG 1: No Poverty
- ☒ SDG 2: Zero Hunger
- ☒ SDG 3: Good Health and Well-being
- ☒ SDG 4: Quality Education
- ☒ SDG 5: Gender Equality
- ☐ SDG 6: Clean Water and Sanitation
- ☒ SDG 7: Affordable and Clean Energy
- ☒ SDG 8: Decent Work and Economic Growth
- ☒ SDG 9: Industry, Innovation and Infrastructure
- ☒ SDG 10: Reduced Inequality
- ☐ SDG 11: Sustainable Cities and Communities
- ☐ SDG 12: Responsible Consumption and Production
- ☐ SDG 13: Climate Action
- ☐ SDG 14: Life Below Water
- ☐ SDG 15: Life on Land
- ☐ SDG 16: Peace and Justice Strong Institutions
- ☐ SDG 17: Partnerships to Achieve the Goal

Inspiration

Sheikh Zayed bin Sultan Al Nahyan, the founding father of the UAE, was a pioneering advocate of global sustainability and human development. Leading by example, he placed great value in the pursuit of socio-economic development that meets the needs of both current and future generations. Continued through the Prize, Sheikh Zayed's legacy is a source of inspiration for the entire world.

The inspiration criterion requires organisations to demonstrate that their solution:

- reflects Sheikh Zayed's core values – tolerance, sustainability and human development that were central to his own approach and actions;
- has inspired and influenced other organisations to advance sustainable and human development; and
- has further inspired sustainable actions from the wider community by instigating behavioural changes.

*3.1 What (or who) inspired you to develop this solution and how does that reflect Sheikh Zayed's legacy?

Throughout the years of establishing operations throughout Africa, Bill and Melinda Gates have been a true inspiration to us. Mr. Gates has always faced the most difficult challenges head-on, demonstrating true innovation and creativity in creating Microsoft and all its valuable solutions. Melinda French Gates is putting women first and using her vast resources and influence to promote gender equality. The Gates family legacy encompasses human development and sustainability, and their Foundation is one of the most influential in the world, leading multiple organizations and individuals to donate and contribute to equality and sustainability. Sheikh Zayed's legacy is well demonstrated in the actions of the Gates Foundation and in our overall vision and execution of the project. First and foremost, addressing the welfare of the less fortunate around the world, as both the Gates Foundation and our project aim to impact the lives of hundreds of millions across Africa, including the most underserved communities in the world. Protecting the heritage of the land, the natural world, and its resources is represented in the Gates Foundation's tireless work towards global sustainability and in ignite's everyday operations as we work exclusively with solar power and push the sustainable agenda across Africa.

***3.2 How has your solution inspired others in your community to advance sustainability and human development?**

Ignite's operations are based on vast collaborations with global NGOs, companies, investors, local governments, and officials. One of our most influential collaborations has been funding various projects for the company and has helped us decrease our SHS prices and break affordability records across the continent. Through this collaboration, we are inspired to establish an inclusive reality, and we inspire them to do this through sustainable energy and solar power.

***3.3 What is your organisation's long term vision for sustainable growth and impact over the next 5-10 years?**

With 9 years of experience and 2,200,000 million people impacted, Ignite is set to continue expanding throughout Africa, reaching new geographies, entering new markets, and adding new products to our operations. In the next decade, we are set to reach a minimum of 50 million more people through our solar home systems, solar irrigation systems, and newly added internet access, all in the most affordable manner possible. We will continue to utilize our experience, know-how, and SOPs to reach more people, increase our impact, and continue to alleviate poverty in the most underserved communities in the world. Through our internet access services, we will increase our number of serviced customers exponentially, as every unit deployed will reach at least 300 people. Internet access is proven to be a significant development factor, inserting education and employment opportunities while establishing higher incomes, better health, and gender equality. The new service is another basic infrastructure service that will be provided by Ignite with the goal of establishing an inclusive future where people everywhere are presented with equal opportunities, all based on sustainable development and services.

***3.4 How many more lives will you impact with the prize funding? (Include anticipated timelines)**

30000

***3.5 Are you collaborating with other organisations or individuals to achieve your impact?**

Ignite works closely with local governments, international development agencies, mobile money providers, solar companies, and bandwidth providers. The sustainable development ecosystem is growing and becoming more established while local communities seek for affordable, accessible solutions to their everyday needs.

Other Information

* Impact Video

You are required to submit a video pitch, not exceeding two minutes. We strongly encourage your video to show your solution in action. Additional elements of the video could address the following:

1. what challenge or need are you addressing;
2. what is innovative and unique about your solution;
3. explain how your solution has had a positive impact on people's lives;
4. what is your long-term vision and how the prize money would contribute to this achievement.
5. why should you win the Prize?

https://www.youtube.com/watch?v=l4HZ3V7nKlo&ab_channel=GalCohen

Networking

Responses in this section are not part of the evaluation/scoring process.

Information provided in this section will be used to help increase networking and engagement across the network of Zayed Sustainability Prize winners. Please respond to all questions that apply to you.

5.1 Have you been in contact with any previous Zayed Sustainability Prize winners?

- ☒ Yes
☐ No

5.1.1 If yes, select the previous Zayed Sustainability Prize winners you have worked with.

- ☐ Mamotest
- ☐ SOLshare
- ☐ S4S Technologies
- ☐ Wateroam
- ☐ Abellon Clean Energy
- ☒ BBOX Ltd
- ☐ Carbon Disclosure Project
- ☐ Ceres Imaging
- ☐ Ceres
- ☒ d.light
- ☐ Electriciens Sans Frontieres
- ☐ Fraunhofer
- ☐ International Development Enterprises India
- ☐ Kopernik
- ☐ Liter of Light
- ☒ M-Kopa Solar
- ☒ Zola Electric
- ☐ Practical Action
- ☐ SELCO Foundation
- ☐ Sonnen
- ☐ Sunna Design
- ☒ We Care Solar
- ☐ GLOBHE
- ☐ Okuafo Foundation
- ☐ Sanku
- ☐ ECOSOFTT

5.2 Would you be interested in working with other winners?

- ☒ Yes
☐ No

5.3 Do you currently have any operations in the UAE at present?

- ☒ Yes
☐ No

5.4 Are you also looking to raise further Project Equity Investment for a future project?

- ☒ Yes
☐ No

5.4.1 If yes, please briefly describe this project/investment opportunity you are seeking?

5.4.2 If yes, how much money would you like to raise for this project (in US\$)