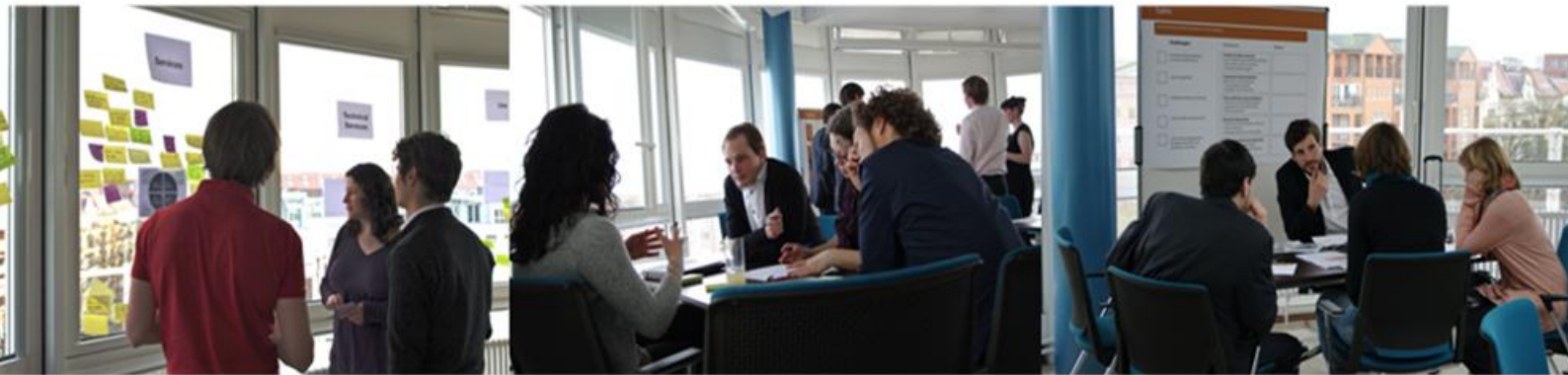




# ME ACADEMY



## About ME ACADEMY:

ME Academy offers systematic and practical training in the fields of decentralized energy supply, clean energy and climate change to various audiences such as policy makers, project developers, donors and investors.

MEI delivers, monitors, and evaluates trainings that are:

- **Highly customizable:** All training formats can be customized for your specific needs or requirements varying in style desired time or target audience.
- **Practical:** Our training aims at developing practical skills and promotes hands-on experience through a variety of practice-oriented learning methods.
- **Regionally-relevant:** Our training is always tailored to the region of the target trainees, adapting the content with regional and country-specific examples.
- **Theoretically-sound:** MEI's trainings adapt theory and methodologies from the social and natural sciences to deliver actionable insights to the practitioners' community.
- **Participatory:** Our training promotes a participatory learning
- **Interdisciplinary:** Our training targets a variety of topics, sectors, and audiences being intrinsically interdisciplinary.



For different target groups	With a variety of topics	In various formats
MFIs and Banks' networks	Business Models	Workshops
Energy Entrepreneurs	Green Business	Courses
Equipment Manufacturers	Energy Solutions	Trainings
Energy service providers	Entrepreneurship	Conferences
Project Developers	Knowledge Management	Online Courses
System Integrators	Capacity Building	Training Materials
Academics and researchers	Best Practices	Case Studies
Students	Rural Electrification	
Practitioners in the field on RE	Low Income Segments	
...	...	

## CURRENT TRAINING FORMATS

MEI has extensive experience in establishing training formats for various target audiences, ranging from workshops for donors, microfinance institutions, manufacturers and entrepreneurs in the energy field to courses and seminars for university students.

### FOR ENERGY PRODUCT AND SERVICE PROVIDERS

*Whether you are an equipment manufacturer, energy service provider, energy entrepreneur, energy product and project developer, or system integrator, with ME Academy you can receive a tailored and practical training in the form of:*

#### **The E-BoP (“Energize the Base of the Pyramid”) workshop**

(<http://www.energize-the-bop.net>)

The E-BoP workshop enables energy entrepreneurs such as equipment manufacturers and energy service providers to develop or improve their business models, products, and services targeting low-income customers and/or off-grid areas. .

<b>Type</b>	Workshop
<b>Usual target Groups</b>	Equipment manufacturers and energy service providers, energy entrepreneurs
<b>Duration range</b>	From 2 hours to 1.5 days
<b>Previous Experiences</b>	Workshops held in Egypt, Turkey, Ghana, India and in the HQ’s in Berlin
<b>Learning Outcomes</b>	Base of the Pyramid ; low-income segments; business models for off-grid areas; business plan ; energy solutions ; customers relationship
<b>Usual Number of Participants</b>	12-30

#### **The Energy Product-Service Systems (E-PSS) workshop**

The EPSS introduces a comprehensive and scientifically-grounded collection of design guidelines for E-PSS for rural electrification projects. It enables its participants to practically implement the E-PSS toolset to design flexible, sustainable, and profitable services.

<b>Type</b>	Workshop
<b>Usual target Groups</b>	Energy product and project developers, system integrators, distributors, and manufacturers
<b>Duration range</b>	4 to 5 days (flexible)
<b>Previous Experiences</b>	German firms working in the field of rural electrification have already taken the workshop, e.g. Mobisol, Inensus, BAE Batteries or Procon
<b>Learning Outcomes</b>	PSS ; rural electrification ; energy product-service client offering
<b>Usual Number of Participants</b>	12

## FOR FINANCIAL INSTITUTIONS

*With the wide and flexible range of training offers, any financial player can increase its knowledge in the field in order to have a better understanding of the energy products and services to target the energy needs of its current and potential customers.*

### **The Microfinance and Energy Inclusion workshop**

Workshop aimed at developing business models in the microfinance and energy sectors of emerging markets, addressing the challenges of adapting energy products and services to the requirements of microfinance institutions (MFIs) working at the BoP.

<b>Type</b>	Workshop
<b>Usual target Groups</b>	MFI and bank networks
<b>Duration range</b>	0.5 – 2 days
<b>Previous Experiences</b>	Side event in several conferences (e.g. Intersolar Europe 2012)
<b>Learning Outcomes</b>	Business models ; energy solutions ; BoP ; stakeholders relations customers relations; knowledge management
<b>Usual Number of Participants</b>	10 - 15

### **Introduction to Energy Efficiency in the Housing Sector**

This training aims to introduce finance organizations involved in the development and roll-out of energy efficiency (EE) housing loans into the basics of energy efficiency. Topics covered include EE in the housing sector, measures and equipment that are considered energy efficient, as well as tools for simplified energy audit of clients' dwellings.

<b>Type</b>	Workshop
<b>Usual target Groups</b>	MFI and Banks, MFI and Bank networks
<b>Duration range</b>	
<b>Previous Experiences</b>	AFD's Social & Energy Efficiency Housing Program in Armenia
<b>Learning Outcomes</b>	Energy efficiency ; energy loans
<b>Usual Number of Participants</b>	5 - 15

### **Green Microfinance “On-the-job” & “Train the Trainers” Training**

The green microfinance training provides microfinance institutions and energy providers with interests in low-income client segments and/or off-grid areas with energy business development guidance, knowledge transfer and capacity building to enable the development of products and services supporting climate-compatible growth (e.g. clean energy loans). *This program can also be interesting for energy products and services providers. (See previous block)*

<b>Type</b>	Structured and semi-structured on-the-job and train-the-trainers training
<b>Usual target Groups</b>	MFIs, bank networks, energy product and service providers
<b>Duration range</b>	
<b>Previous Experiences</b>	In 2013 with the Microfinance Council of the Philippines, Inc. (MCPI), the biggest microfinance network in the Philippines. In 2014 with the National Mortgage Company (NMC) of Armenia, a framework institution which aims to facilitate the development of the national market for energy efficiency housing loans
<b>Learning Outcomes</b>	Business plan ; knowledge transfer ; capacity building; clean energy loans; climate-compatible products and services
<b>Usual Number of Participants</b>	1-10

### FOR VARIOUS AUDIENCES

*Any professional with an interest in green microfinance, decentralized energy supply or any related topic, willing to get a better understanding on the field, can do so by ME Academy's different programs, formats and approaches.*

### ME Exposure Program

ME Exposure brings its participants to Bangladesh to learn on the spot from successful organizations such as Grameen Shakti and IDCOL, which represent best-practice examples in the field of microfinanced energy solutions

<b>Type</b>	Workshop; Class room training; Field visit
<b>Usual target Groups</b>	Managers, practitioners and young professionals in the field of renewable energies and microfinance
<b>Duration range</b>	
<b>Previous Experiences</b>	Ethiopia meets Bangladesh 2015 (Ethiopian MFI client); 10 MFIs from India and Cambodia
<b>Learning Outcomes</b>	Best-practice examples ; microfinance energy solutions; learning by observation; South-to-South knowledge transfer
<b>Usual Number of Participants</b>	5-20

### Micro Perspectives for Decentralized Energy Supply (MES) International conference

The MES conference is an annual interdisciplinary international forum showcasing the current state of technical, economic, social, and environmental knowledge and skills in microenergy systems. It aims to promote North-to-South and South-to-South knowledge transfer as it meets the international scientific community in the field of decentralized energy, with academics and practitioners from the global South.

<b>Type</b>	Conference
<b>Usual target Groups</b>	Practitioners in the field of decentralized energy supply, academics and researchers, students
<b>Duration range</b>	2 days – 1 week

<b>Previous Experiences</b>	4 editions carried out in Germany (In 2011 and 2013 collaboration with the Technical University Berlin and Postgraduate Program Microenergy System), the US (in 2014 in collaboration with University of Berkeley)
<b>Learning Outcomes</b>	Decentralized Energy Supply ; microenergy systems ; rural electrification; interdisciplinary; North-to-South and South-to-South knowledge transfer
<b>Usual Number of Participants</b>	50 – 150

## **Introductory Online Course on Climate Finance and Green Microfinance**

MEI offers an online course on Climate Finance and Green Microfinance.

<b>Type</b>	Online Course; Reading Materials
<b>Usual target Groups</b>	Lawyers, economists, scientists, political scientists, policy makers
<b>Duration range</b>	8 weeks
<b>Previous Experiences</b>	1 <sup>st</sup> Edition in the framework of RENAC's CapREG project.
<b>Learning Outcomes</b>	Paris Agreement, Kyoto Protocol, Clean Development Mechanism, Joint Implementation, development financial institutions, multilateral development banks, concessionary loans, green bonds, green microfinance, green microinsurance
<b>Usual Number of Participants</b>	5-40

## FOR STUDENTS

### Energy Entrepreneurship and Rural Electrification (EERE)

EERE enables participants to turn their start-up ideas into business models and plans for the decentralized energy sectors of developing and low-income markets. Its main sessions focus on useful tools and thinking processes such as idea spotting, design thinking, business model development, lean canvas, start-up team development, sustainable finances, legal issues, risk management, and funding. The course also showcases case studies and successful local and international examples

<b>Type</b>	Course for students
<b>Usual target Groups</b>	Graduate students
<b>Duration range</b>	1-2 weeks crash course
<b>Previous Experiences</b>	Annual course at TU Berlin since 2005
<b>Learning Outcomes</b>	Entrepreneurship ; business tools; business plan ; energy solutions; green business; business models; start up development
<b>Usual Number of Participants</b>	12-20

### Bachelor and Master Theses

ME Academy supports students in bachelor or master programs who want to write their final thesis on topics from the decentralized energy sector in low-income and developing markets.

<b>Usual target Groups</b>	Bachelor / Master students
<b>Duration range</b>	1-6 months
<b>Previous Experiences</b>	Students doing their thesis with the support of the University Meets Microfinance (UMM) program
<b>Learning Outcomes</b>	Microfinance mechanisms ; Rural electrification ; alternative energy solutions

### Young Practitioners Training “YTP”

Practice-oriented training program aimed at helping young professionals develop their abilities to become outstanding interdisciplinary entrepreneurs, researchers, and/or consultants in the field of clean energy provision in developmental contexts.

<b>Type</b>	Training
<b>Usual target Groups</b>	Practitioners, recent graduates
<b>Duration range</b>	3/6/18 months
<b>Previous Experiences</b>	1 <sup>st</sup> Edition
<b>Learning Outcomes</b>	Technology and Energy; Innovative Banking; Climate Change Management
<b>Usual Number of Participants</b>	5-15

## ABOUT MICROENERGY INTERNATIONAL

MicroEnergy International (MEI) is a platform supporting energy innovation in developing and transitional economies. Through its different ventures and spin offs:

- **ME Consulting**
- **ME Academy**
- **ME Smart Solutions**
- **ME SOLshare**

MEI has more than 14 years of experience in more than 30 countries in Latin America, Africa and Asia.



[www.microenergy-international.com](http://www.microenergy-international.com)