

ENERGY ENTREPRENEURSHIP AND RURAL ELECTRIFICATION (EERE)

OVERVIEW

The course aims to provide the participants with a platform to develop their own ideas into business plans for start-ups. The course introduces students to tools that could help them structure their ideas (e.g. business idea mandala, business model canvas, etc.), develop their offerings and show case studies and ideas that already exist. During the course, students form teams, select the most viable ideas among the ones they already elaborated on and ultimately develop business plans. Currently this course is part of the GPE Master Degree program at TU Berlin.



MAIN TOPICS

- Green & Inclusive Business models
- Clean Energy Technology Solutions
- Characteristics of Emerging Markets
- Start-up development

To learn more about EERE

Please visit our website:



Type	Course for students
Usual target Groups	Graduate students
Duration range	1-2 weeks crash course
# of participants	10-20 participants

STRUCTURE OF THE COURSE

Topics

- Green & Inclusive business models
- Energy uses, needs and demand
- Energy Products and Energy Services
- Supply-Chain Management
- Value Chain Financing including End-user financing
- National and International funding opportunities

Week 1 Lectures

Methods used

- Green & Inclusive business model development
- Team Work
- Idea spotting
- Design Thinking
- Lean Canvas
- Case Studies
- Practitioners' presentations
- Green start-ups visits

Week 2 BP Development

Final days

WS
+ Presentation



PREVIOUS PARTICIPANTS EXPERIENCES



SOLRA3 business plan - EERE WS 2014/15

Mohamed Khalaf's team developed and presented the business plan of Solra3, a Solar Home Systems company that targets base of the pyramid consumers, who are located in the rural areas of Egypt.

TaqatOna business plan - EERE WS 2014/15

This business proposal discusses the possibility of installing and operating solar thermal systems on residential and commercial buildings, selling hot water by liters of consumption in Lebanon. The proposal gives birth to a distributed hot water utility with an attractive internal rate of return and payback period.



TaqatOna

Sustainability at your convenience



CoolCrop business plan - EERE WS 2012/13

Cool Crop aims to provide cold storage product - service systems to its clients in low income markets. Cool Crop's technology successfully fits in the India's conditions by providing a reliable system for cold storing that ensures optimal temperature while being able to be adjusted for customers specifically needs.