

Partnership Overview

This partnership brings together solar energy company Sola PayGo, payment services provider Bmobile, product manufacturer d.light, and the Australian Department of Foreign Affairs and Trade (DFAT). The partners are collaborating to provide affordable and reliable solar power units to remote rural households using a pay-as-you-go business model.

Shared Value

This partnership aims to scale-up Sola PayGo's existing business model, providing high-quality solar power units to 2,500 rural and remote households on a pay-as-you-go basis, impacting up to 18,000 people who currently have no access to grid electricity. For households, access to affordable energy leads to improved security and health outcomes and opens up further income generation opportunities.



Department of Foreign Affairs and Trade (DFAT)

The Australian Government, through DFAT, contributes to sustainable economic growth and poverty reduction through stronger, more inclusive private sector growth. The BPP is designed as an entry point for new partners to work with DFAT to deliver social impact and commercial returns and promotes initiatives that drive gender equality.

Key Contributions

- Catalytic funding
- Deep knowledge of the political and regulatory environment
- Development expertise including social impact monitoring, gender, disability, and financing
- Brokering and influencing abilities



Sola PayGo

Sola PayGo is a solar company dedicated to improving the lives of individuals and communities, with reliable, affordable, and accessible solar lighting and power solutions.

Key Contributions

- Technical knowledge in telecom, mobile, electricity and power sectors
- Software development
- Logistics
- Warehousing and import



Bmobile

Bmobile is a 100% Government of Papua New Guinea-owned company and is dedicated to offering high-speed data, reliable voice and SMS services across Papua New Guinea and the Solomon Islands.

Key Contributions

- Technical knowledge and mobile infrastructure
- Mobile payments platform
- Reliable mobile network
- Sales and distribution network



d.Light

d.light is a global leader in delivering affordable solar products designed for the two billion people in the developing world without access to reliable energy.

Key Contributions

- Manufacturer and supplier of quality products
- International presence and ability to leverage learnings from other markets
- Ongoing training for sales staff

Location



Country
Papua New Guinea

Region
The Pacific

Total Funding
\$579,640



DFAT Contribution
\$199,320

Partner Contribution
\$380,320

Beneficiaries



18,000 people (50% women)

Sector



Resources and Clean Energy

Shared Value Proposition



Reconceiving product and/or market