

Brief Background:

The credit gap for women-owned SMEs globally is estimated at \$287 billion. Seventy percent of women owned SMEs cannot access the financing they need to grow a business. Traditional credit assessment practices focus on collateral and track record thus neglecting a large segment of society.

OneLamp takes a different innovative approach towards providing offgrid owned SMEs access to digital energy financing for large productive solar appliances. A complete OneLamp solar system with all appliances (TV/solar fridge/LED lights), panels (2*325W), and LFP smart lithium battery costs \$3000 and customers make mobile micro-payments spread out over 2 years after making an initial deposit of 10% for installation. After completing weekly mobile money payments of \$28.3 for 2 years, the solar system is unlocked and customer takes full ownership with continued performance warranty on appliances and solar panels.

Challenge description:

- This challenge is written for students who are interested in sustainable development, technology & innovation, environment & climate change, building partnerships for a better world.
- The task is to **create a customer credit risk model and strategy** to bolster access to solar appliances by offgrid women enterprises in Uganda.
- A successful team will **propose a data collection tool for prospective customers, prequalification and approval, customer scorecard.**

Deliverables:

- Working model that can be tested immediately after the program.

Assumptions:

The team will receive guidance from OneLamp about:

- Know where to look for data and report
- OneLamp Product Portfolio, Target Customer Segments & Suppliers

Recommended methodology:

- Credit Risk Modelling using Excel and VBA

Relevant material:

- Existing research:
 1. Factors Associated with Profitability of Retail Businesses in Uganda
 2. Census of Business Establishments in Uganda
 3. UNCDF Digital Finance for Energy Access in Uganda
 4. National Small Business Survey Report Uganda
- Relevant data:
 1. OneLamp Product Portfolio, Target Customer Segments & Suppliers

About the business:

OneLamp is a young, dynamic cleantech social enterprise specializing in the distribution and delivery of prepaid solar energy solutions to offgrid SMEs and households in East Africa. We leverage SMS & USSD technology to create a digital market place for solar energy systems while reducing supply chain inefficiencies from manufacturers to off-grid consumers, eliminate upfront product costs through digital energy financing, and the time/money off-grid households currently spend purchasing dangerous kerosene fuel through door to door delivery supported by an existing transportation network.