WELCOME
This webinar is scheduled to start at 14:00 SAST (GMT +2)

- Please mute your microphone.
- Questions and answers: Please use the chat box to type your questions during the presentation.
- This presentation and RTI’s responses to the first round of questions will be posted on the RTI website (www.rti.org/rfp) on December 20, 2021.
REQUEST FOR APPLICATIONS
PAOP-RFA-2021-007
Scaling Healthcare Facility Electrification

Webinar
December 15, 2021
<table>
<thead>
<tr>
<th>Presenters</th>
<th>Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>Justin Larson, PhD</td>
<td>Healthcare Facility Electrification Co-lead</td>
</tr>
<tr>
<td>Shana Rose</td>
<td>Grants Officer</td>
</tr>
<tr>
<td>Pamela Shoniwa</td>
<td>Catalyzing Off-grid Investment Fund Manager</td>
</tr>
<tr>
<td>Ray Gorman</td>
<td>Healthcare Facility Electrification Co-lead</td>
</tr>
<tr>
<td>Trust Mapfumo</td>
<td>Monitoring, Evaluation, and Learning Director</td>
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</table>

**USAID**

**POWER AFRICA**
Outline

• Overview of the Power Africa Off-grid Project and the COIN Fund
• Grant Theme and Overview
• Eligibility Criteria
• Evaluation Criteria
• Application Timelines and Process
• Application Documents
• Terms & Conditions
• Questions & Answers
Power Africa Off-grid Project (the Project)

- USAID-funded project aimed at increasing off-grid electricity access throughout sub-Saharan Africa (SSA)
- Two main components:
  - Technical assistance
  - Targeted grants
- Duration: 2018-2022
- Implemented by RTI International

PROJECT GOALS

- 6 million off-grid household connections
- Increased private financing available for the off-grid sector
- Improved enabling environment for off-grid market growth
Catalyzing Off-grid Investment (COIN) Fund

- Power Africa Off-grid Project’s grant mechanism
- Funding to support and accelerate innovative, impactful, and sustainable solutions
- Current grant window:

  Scaling Healthcare Facility Electrification
Scaling Healthcare Facility Electrification

• Electricity access is imperative now as SSA countries seek to mitigate the effects of the COVID-19 pandemic.
• COVID-19 reemphasized a long-standing issue of available and reliable energy access for healthcare facilities in SSA.
• Approximately 1 in 4 healthcare facilities are without electricity access in SSA.
• This grant funding will support the scaling of already tested business models and/or technologies for the electrification of healthcare facilities.
Scaling Healthcare Facility Electrification

- Implementation Kenya, Malawi, Niger, Nigeria, Senegal, Sierra Leone, and Uganda
- Grant period of performance: indicative 7 months (final duration to be determined at signing stage)
- Individual grant awards are capped at USD 500,000
Scaling Healthcare Facility Electrification

• Proposals must include following activities:
  • Photovoltaic (PV) electrification that includes suitable levels of energy storage of a complete off-grid or weak-grid situation faced by healthcare facilities
  • A clear operation and maintenance strategy for long-term sustainability of the systems, covering a period of at least 5 years from commissioning and including a component replacement strategy
    o Remote monitoring is required and must be clearly incorporated into the operation and maintenance strategy.
Scaling Healthcare Facility Electrification

- A pipeline of facilities with explicit plans for continued scaling of a healthcare portfolio
- Recent (2018 or later) experience by the applicant in electrifying healthcare facilities
  - The recent experience in electrifying healthcare facilities does not necessarily need to be within the country proposed.
- Recent (2018 or later) experience by the applicant in installation of PV systems within the country proposed
Scaling Healthcare Facility Electrification

- Strict adherence to the GOGLA consumer protection code and compliance with applicable national electrical or renewable energy standards and regulations
- Some form of remote monitoring capability (can include manual data retrieval, where connectivity is a challenge)
Gender Equality

Power Africa gender equality objectives:

- Increase women’s **participation** throughout the energy sector workforce, including as decision makers in the private sector and as policy makers in the public sector.

- Increase women’s **access** to energy by increasing the consideration of gender issues in the design of energy sector policies and projects.
Eligibility Criteria

All applicants must be:

• Legal persons
• Formally constituted at the time of grant award
• Compliant with host country regulations (submit tax compliance certificate or equivalent)
• Hold all required renewable energy and electrical licenses or permits
• Have their principal place of business in the proposed country, if a single country is proposed
• Have a presence or current operations in all proposed countries, if multiple countries are proposed
• Have realized revenues of at least 50% of the grant funding sought within the calendar year 2019 or 2020
## Evaluation Criteria

<table>
<thead>
<tr>
<th>Merit Review and Category</th>
<th>Points</th>
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<tbody>
<tr>
<td>A. Impact</td>
<td>20</td>
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<tr>
<td>B. Viable and Scalable Solution</td>
<td>20</td>
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<tr>
<td>C. Leveraging of Other Funds/Resources</td>
<td>10</td>
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<tr>
<td>D. Management &amp; Operational Capacity</td>
<td>20</td>
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<tr>
<td>E. Commercial Sustainability</td>
<td>20</td>
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<tr>
<td>F. Cost Efficiency</td>
<td>10</td>
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<td></td>
<td><strong>Overall Rating</strong></td>
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</table>

Additionally, the Power Africa Off-grid Project will ensure environmental soundness and compliance in design and implementation as required by 22 CFR 216 Agency Environmental Procedures.
# Application Timelines and Process

<table>
<thead>
<tr>
<th>Event</th>
<th>Date</th>
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<tbody>
<tr>
<td>Date issued</td>
<td>November 23, 2021</td>
</tr>
<tr>
<td>Closing date for first round of questions</td>
<td>November 26, 2021</td>
</tr>
<tr>
<td>Live Webinar - first round</td>
<td>November 29, 2021</td>
</tr>
<tr>
<td>Responses to first round of questions</td>
<td>December 3, 2021</td>
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<tr>
<td>Closing date for second round of questions</td>
<td>December 10, 2021</td>
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<tr>
<td>Live Webinar - second round</td>
<td>December 15, 2021</td>
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<tr>
<td>Final responses to be posted</td>
<td>December 20, 2021</td>
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<tr>
<td>RFA Closing date</td>
<td>January 7, 2022 17:00 SAST (GMT +2)</td>
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<tr>
<td>Anticipated award date</td>
<td>March 1, 2022</td>
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</table>
Application Submission (Section II.c. of the RFA)

Annexes and documents below are required to be submitted by the submission deadline.

- **Annex A**: Technical Application Form
- **Annex B**: Implementation Plan
- **Annex C**: Monitoring, Evaluation, and Learning (MEL) Plan
- **Annex D**: Detailed Budget (in spreadsheet file format and presented in US Dollars) and Budget Justification (separate documents)

APPLICATIONS RECEIVED AFTER 17:00 SAST (GMT+2) JANUARY 7, 2022 WILL NOT BE ACCEPTED
Application Submission (Section II.c. of the RFA)

- Proof of eligibility to undertake renewable energy installations in target country(ies), for example (as required by local regulations):
  - Renewable energy license
  - Electrical installation permit
  - Company registration
  - Renewable energy importation license

- CVs of key personnel, management and technical, who will oversee the project

APPLICATIONS RECEIVED AFTER 17:00 SAST (GMT+2) JANUARY 7, 2022 WILL NOT BE ACCEPTED
Application Submission (Section II.c. of the RFA)

Documents listed below are requested at application stage and required prior to any award.

- Annex E: Required Certifications (signed and dated)
- Past performance business referral letters for previously performed similar work
- CVs of key personnel, management and technical, who will oversee the project, and
- Organizational structure.
- Formal agreement or Memorandum of Understanding (MoU) between the applicant and the respective owner of the facility (or entity that has authority to enter into an agreement on behalf of the facility)

APPLICATIONS RECEIVED AFTER 17:00 SAST (GMT+2) JANUARY 7, 2022 WILL NOT BE ACCEPTED
All annexes in fillable PDF forms can be downloaded at:

https://www.rti.org/current-opportunities

“Power Africa Off-grid – Scaling Healthcare Facility Electrification”

Important Note: For fillable forms and templates, applicants may also email paopgrants@powerafrica-offgrid.org

APPLICATIONS RECEIVED AFTER 17:00 SAST (GMT+2) JANUARY 7, 2022 WILL NOT BE ACCEPTED
Application Submission  (Section II.c. of the RFA)

Webpage ([www.rti.org/current-opportunities](http://www.rti.org/current-opportunities)) walkthrough to accessing annexes

“Request For Applications: Scaling Healthcare Facility Electrification”
Annex A: Technical Application Form

- Proposed technical narrative.
- Must be submitted in English.
- Fields highlighted in red are mandatory.
- Must be signed by an authorized senior representative.

Technical application and supporting documents to be submitted to paopgrants@powerafrica-offgrid.org (with RFA number PAOP-RFA-2021-007 in email subject line) by 17:00 SAST (GMT+2) January 7, 2022.
Annex A: Technical Application Form

Walkthrough Annex A: Technical Application Form
## Annex B: Implementation Plan

### Name of Organization: 

### Request For Application No.: 

### Project title: 

### Start Date: 

### End Date: 

<table>
<thead>
<tr>
<th>Activity Number</th>
<th>Project Activity Description</th>
<th>Type of Activity</th>
<th>Frequency of Activity</th>
<th>Responsible Lead - Who is responsible for overseeing and implementing the task?</th>
<th>Evaluation Indicators and Milestones - How will you measure the success of the task?</th>
<th>Month 1</th>
<th>Month 2</th>
<th>Month 3</th>
<th>Month 4</th>
<th>Month 5</th>
<th>Month 6</th>
<th>Month 7</th>
<th>Month 8</th>
<th>Month 9</th>
<th>Month 10</th>
<th>Month 11</th>
<th>Month 12</th>
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</tbody>
</table>

### Detailed Project Implementation Activities

#### Output 1:

- Activity 1
- Activity 2
- Activity 3

#### Output 2:

- Activity 1
- Activity 2
- Activity 3

#### Output 3:

- Activity 1
- Activity 2
- Activity 3

### Project Monitoring, Evaluation, Learning and Reporting Activities
## Annex B: Implementation Plan

<table>
<thead>
<tr>
<th><strong>Name of Organization:</strong></th>
<th>Adopt a numbering system to specify/represent every unique project activity. For example: For Objective 1 activities, you may adopt 1.1, 1.2, 1.2.1, 1.2.2 etc. as applicable</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Activity Number:</strong></td>
<td>Use simple sentence to describe every unique activity. You may start each sentence with an action word. Take note that each sentence where applicable must specify quantity For example: Train (20) maintenance staff routine maintenance and operation of solar home systems</td>
</tr>
<tr>
<td><strong>Project Activity Description:</strong></td>
<td>Attempt to indicate the concise or most appropriate type of project activity you are describing in your workplan. The types of project activity may include but not limited to the following: - Procurement / HR Recruitments/ Service Provision(please list relevant services)/ M&amp;E Data Collection and Data Validation/ Program Management / Quality Assurance/Quality Improvement (QA/QI)</td>
</tr>
<tr>
<td><strong>Type of Activity:</strong></td>
<td>Indicate if the frequency of the activity is: - Daily/ Weekly/ Fortnightly/ Monthly/ Quarterly/ Semi-annual/ Annual / Once-off activity</td>
</tr>
<tr>
<td><strong>Frequency of Activity:</strong></td>
<td></td>
</tr>
</tbody>
</table>
## Annex B: Implementation Plan

<table>
<thead>
<tr>
<th>Responsible Lead Entity(ies):</th>
<th>Indicate who or which entity is responsible for leading the activity: Project Director / Technical Specialist/ Project Finance Manager or Officer/ Project MER Manager or Officer</th>
</tr>
</thead>
<tbody>
<tr>
<td>Timelines:</td>
<td>To indicate the specific timelines that each activity will occur, Mark the corresponding box with &quot;X&quot; or shade the corresponding box with a peculiar color</td>
</tr>
</tbody>
</table>

**Note:** add rows as deemed fit

**Project Monitoring, Evaluation, Learning and Reporting Activities**

All activities to be listed here must speak directly to Monitoring, Evaluation, Learning and Reporting activities
Annex C: Monitoring, Evaluation, and Learning (MEL) Plan

All applications should include a MEL plan that provides:

• A narrative description of how the grant will be monitored and evaluated

• A narrative description of how monitoring data will be used to guide programming decisions and interventions

• A table that shows clear targets and indicators to measure progress – the table should include activities and action items from Annex B: Implementation Plan
Annex C: Monitoring, Evaluation, and Learning (MEL) Plan

Walkthrough Annex C: Monitoring, Evaluation, and Learning (MEL) Plan
Annex C: Monitoring, Evaluation, and Learning (MEL) Plan

<table>
<thead>
<tr>
<th>Activity</th>
<th>Performance Indicator</th>
<th>Precise Definition</th>
<th>Target</th>
<th>Data Source</th>
<th>Method of Data Collection</th>
<th>Frequency of data collection</th>
<th>Data Verification Plan</th>
<th>Reporting of Data</th>
<th>Location of data storage</th>
</tr>
</thead>
<tbody>
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</tr>
</tbody>
</table>
### Annex C: Monitoring, Evaluation, and Learning (MEL) Plan

<table>
<thead>
<tr>
<th>Performance Indicator</th>
<th>Precise Definition</th>
</tr>
</thead>
</table>
| **Number of health facilities electrified**                   | The total number of healthcare facilities electrified with USG funding. The health facilities should have improved off-grid energy production equipment and related electrical installations to continually facilitate essential health services. Data for this indicator should be disaggregated by:  
  • facilities with maternal/ neonatal/antenatal/ immunization care  
  • facilities with an inpatient treatment capacity  
  • country |
| **Amount Mobilized: Amount of investment mobilized for energy projects.** | This indicator captures the total cost of power sector transactions that reach financial close, enabled by USG and/or PA partner assistance. Finance may be mobilized from the public sector (e.g. other governments or public multilateral entities), the private sector (e.g. corporate investments), development partners and should help to advance the objectives established by Power Africa. |
Annex C: Monitoring, Evaluation, and Learning (MEL) Plan

<table>
<thead>
<tr>
<th>Performance Indicator</th>
<th>Precise Definition</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of productive-use offgrid devices or systems sold as a result of USG/Power Africa assistance. Increased cross-sectoral integration with agriculture, health, or education.</td>
<td>Productive use refers to an activity that uses energy to earn income or generate other non-leisure such as health benefits. Common productive uses of energy include agricultural processing, lighting for institutions and water pumping. The productive-use off-grid devices or systems are sold by off-grid companies that have received support from Power Africa and will be typically used by entrepreneurs, businesses, or institutions to create value or improve services in the area of agriculture, health, education, water, etc. The use of productive-use off-grid devices or systems can include processing or storing agricultural products, lighting in schools, water pumps to access clean water, etc.</td>
</tr>
</tbody>
</table>

Data for this indicator should be disaggregated by:
• type of device/equipment

[Applicant to insert other tailored indicators specific to its program]
Annex D: Detailed Budget (in Excel) and Budget Justification (in fillable PDF)

• Applicants must submit the detailed budget in Excel format using PAOP template
• The budget must be presented in US dollars
• Accompanied by a narrative that explains the basis of the estimate for each line item
### Annex D: Detailed Budget (in Excel) and Budget Justification (in fillable PDF)

| Organization: |
| Request For Application No: |
| Currency: |
| Start Date: |
| End Date: |
| Project title: |

#### 1. SALARIES
- **Unit Type (eg, day, month, item, training)**
- **Monthly Base Salary**
- **Number of months**
- **Level of Effort**
- **Amount**

- [List Position Title]  
- [List Position Title, etc.]  
- Support Staff  

**Subtotal Salary: -**

#### 2. FRINGE BENEFITS
- **Unit Type (eg, day, month, item, training)**
- **Unit Cost**
- **Number of months**
- **Level of Effort**
- **Amount**

- [List Position Title]  
- [List Position Title, etc.]  
- [List Position Title, etc.]

**Subtotal Salary: -**

#### 3. CONSULTANTS
- **Unit Type (eg, day, month, item, training)**
- **Daily Rate**
- **# Days**
- **Amount**

- [Consultant Scope]  
- [Consultant Scope]  
- [Consultant Scope]

**Subtotal Consultants: -**

#### 4. EQUIPMENT
- **Unit Type (eg, day, month, item, training)**
- **Unit Cost**
- **Unit**
- **Amount**

- [provide description]  
- [provide description etc.]

**Subtotal Equipment: -**
Annex D: Detailed Budget (in Excel) and Budget Justification (in fillable PDF)

<table>
<thead>
<tr>
<th>5. TRAVEL/TRANSPORTATION</th>
<th>Unit Type (eg, day, month, item, training)</th>
<th>Qty</th>
<th>Unit Cost</th>
<th>Unit</th>
<th>Amount</th>
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<td>Local Transport</td>
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<td>Per Diem</td>
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<td>Transportation</td>
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<tr>
<th>6. OTHER DIRECT COSTS</th>
<th>Unit Type (eg, day, month, item, training)</th>
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<th>Units</th>
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<td>Communications/Shipping</td>
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<th>7. OTHER</th>
<th>Unit Type (eg, day, month, item, training)</th>
<th>Unit Cost</th>
<th>Unit</th>
<th>Months</th>
<th>Amount</th>
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<td>[Specify]</td>
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<td>Subtotal Other</td>
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**TOTAL PROJECT COSTS** | - |
Annex D: Detailed Budget (in Excel) and Budget Justification (in fillable PDF)

Milestone Schedule Walkthrough Annex D - Detailed Budget
Annex D: Detailed Budget (in Excel) and Budget Justification (in fillable PDF)

- Budget notes are a written detailed description for each cost in a budget and must accompany the budget submitted to PAOP.
- Budget notes should provide the layperson who possesses little knowledge of the subject matter of the proposed activities with sufficient detail to determine if the cost estimate is reasonable and based on actual costs.
- Specifically, budget notes must identify, justify, and/or explain:
  - each type of unit used,
  - the number of units proposed,
  - the cost per unit, and
  - how costs were derived (determined to be reasonable).
Annex D: Detailed Budget (in Excel) and Budget Justification (in fillable PDF)

• **Costs need to be based on actual expenses**, i.e. quotes, actual price paid, or experience

• **Please make sure similar costs are consistent throughout the budget.** If, for example, a consultant plans to fly round-trip from City A to City B and is scheduled for two trips during project implementation, then the base cost for each ticket budgeted for this consultant’s trips must be the same.
Annex D: Budget Justification (in fillable PDF)

Organization/Company:
Request for Application:
Project title:

The following provides a detailed justification for the line items presented in the attached budget.

1. Salaries
2. Fringe benefits
3. Consultants
4. Equipment
5. Travel/transportation
6. Other direct costs
7. Other
RFA Terms and Conditions

The Power Africa Off-grid Project:

• May cancel this solicitation at any time at its sole discretion
• May accept or reject any or all responses received
• May disqualify any offer based on failure to follow solicitation instructions
• May choose to award only part of the activities in an applicant’s proposal
• Reserves the right to waive minor proposal deficiencies that can be corrected prior to award determination to promote competition
• Is not responsible for any costs associated with the development of applications

Issuance of this solicitation does not constitute award commitment by the Power Africa Off-grid Project

Only selected applicants will be contacted and/or advised of the final outcome

By way of applying under this RFA, the applicant consents to the disclosure of the documents submitted to the reviewers involved in the selection process
Where have applicants failed prior?

• Disqualification
  • Late and/or incomplete application
  • Not following eligibility criteria in RFA
  • Application documents submitted in incorrect file format

• Low Scores
  • Limited to no discussion of impact and sustainability
  • Limited to no evidence to support claims on impact and sustainability
  • Significant technical concerns with proposed designs
  • Limited demonstration of relevant experience
  • High cost/facility or cost/Wp compared to other applicants
  • Not following the merit review criteria in the RFA
Where have applicants succeeded prior?

- Complete, concise, and polished applications
- Applicant has done some due diligence
- Some form of agreement in place or in negotiation with facility management and relevant stakeholders
- Clear and viable sustainability/O&M strategy
- Clear and reasonable impact discussion with credible supporting evidence
- Co-funding commitments or advanced discussions (in-kind and/or external funds)
- Going above the bare minimum set out in the RFA
Technical application and supporting documents to be submitted to paopgrants@powerafrica-offgrid.org (with RFA number PAOP-RFA-2021-007 in email subject line) by 17:00 SAST (GMT+2) January 7, 2022
THANK YOU

paopgrants@powerafrica-offgrid.org

usaid.gov/powerafrica

PowerAfrica

@PowerAfricaUS