



„Who enters the forest does not listen to the breaking of the twigs“

Bemba proverb



While enjoying the widest variety of natural resources and hydropower being the major energy provider, generation expansion in Zambia is slow and rural electrification low. Soon the country will no longer afford its energy needs. This can open attractive opportunities for RET based entrepreneurs. Business development however, often suffers from the poor economy.

Government encourages RETs but has not developed a national support program yet. Experiences exist in wind power, SWH and PV electrification, often from donations. There is no local manufacture and few suppliers. Commercial applications so far are in telecommunications and agriculture.

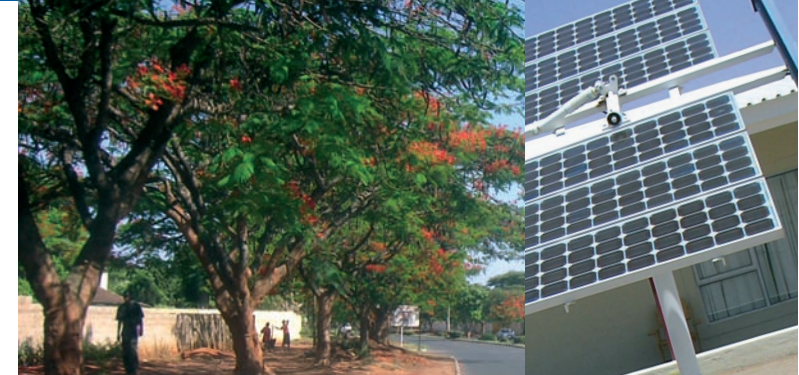
The partner CEEEZ is internationally experienced and well connected to academe, Government and Business.

Are you ready to develop your business idea in Renewable Energy with INSABA?
Then for all the details on the free support we offer please contact the INSABA partner Zambia.

INSABA Partner Zambia

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How to get Business from Renewable Energies in Zambia

INSABA
Integrated Southern Africa
Business Advisory
www.INSABA.org





INSABA- Integrated Southern Africa Business Advisory

The INSABA project aims to support renewable energy based business. For easily accessible help, a high profile business advisory network is established in selected pilot countries and regions in Southern Africa. The national partners trained as intermediaries team up with locally integrated advisors and offer coordinated consulting service and business advisory interventions making the supply meeting the demand.

Policy Frameworks

Mandatory regulations are the base of reliable business planning. Government policy, strengthening productive and sustainable renewable energy application, is supported by dialogue activities towards a favourable legal policy framework. Decision makers from governmental and non governmental organisations and from business associations contribute to this dialogue.

European / Southern African Partnership

Through the Intelligent Energy initiative of the European Commission, international experience is made available. Local matchmaking events and technology exhibitions will mobilise European and Regional suppliers and offer opportunities for bilateral business negotiations.

Resulting from the INSABA project, not only new business concepts will be created, but a sustainable support structure and knowledge base for renewable energies will be initiated providing continued back-up service.

Focus on Small Local Enterprises

The INSABA process proves that renewable energies can create a sustainable business. RE technologies mostly are modular and can start with minor investment. Small sized enterprises (SME) are flexible to apply these opportunities. National contractors and stakeholders are equally welcome jointly to advance the process.

The Advantage will assure the Success

Power from sun, wind, water, biomass is available freely. Technological advancement will allow its utilization at ever declining cost, while conventional energy cost will rise. The advantage of goods and services delivered at lower cost and better quality will continuously increase your profitability.

**The options are plentiful.
Could these ideas work for you?**

Off Grid Electricity

Rural PV generator systems offer reasonably priced electricity service to charge batteries for lighting, radio and cell phones and make an attractive business prospect.



Water for Drinking and Irrigation

Solar or wind driven pumps convey unpolluted water anywhere, be it for cattle watering or bottle-filling. Even drip-irrigation of valuable crop can be viable, ensuring expanded production security.



Solar Water Heating at Tourism Facilities



Solar water heaters for lodges, guest houses significantly reduce energy cost while offering guests a comfortable "eco-tourism" experience.

Tele-Centre running by Solar Energy

Information technology holds many low-energy business prospects. Whether it is computer learning-centres or Tele-Centres offering cell phone services and internet access, e-mailing and fax, communication provides for income and enhances business capacities.



More Business Ideas:

- Solar Drying • Barbers shop • Honey extraction •
- Computer/secretarial Services • Entertainment/ public announcement • Sewing, knitting, shoe repairs •
- Refrigeration/freezing, juicing, ice cream making •
- Chicken/pig farm lighting