

FUNDING DER INFRASTRUCTURE IN AFRICAN MARKETS

SEYI FABODE, FOUNDER, VARUNA

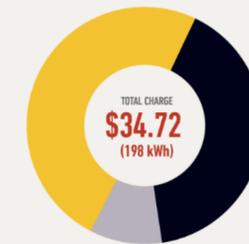


Monitor and predict quality within your water distribution system.

Varuna is a cloud-based enterprise management software that helps water utilities make optimal operational, infrastructure, and customer decisions. The platform enables the utility to perform real-time water quality monitoring using advanced sensors, predict quality issues using machine learning and generate up-to-date mandated reports with the click of a couple of buttons.



SAY HELLO TO A SMARTER ELECTRICITY BILL THAT WILL SAVE YOU MONEY AND ENERGY.



Email
Zip GET STARTED
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#CHICAGO Chicago Tribune
CHICAGO SUN-TIMES FIRST COMPANY

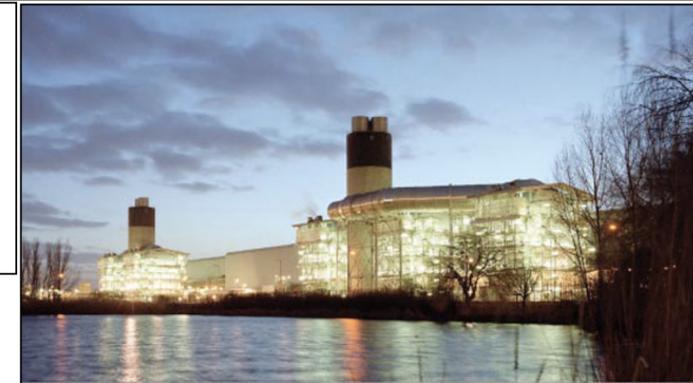
1 SELECT YOUR APPLIANCES



2 GET YOUR GRID IMPACT SCORE



3 SAVE MONEY AND CONSERVE ENERGY



CHICAGO BOOTH
The University of Chicago Booth School of Business

WARWICK
THE UNIVERSITY OF WARWICK

THREE PROBLEMS



CAPACITY



INEFFICIENCIES

\$0.50/KWH

COST

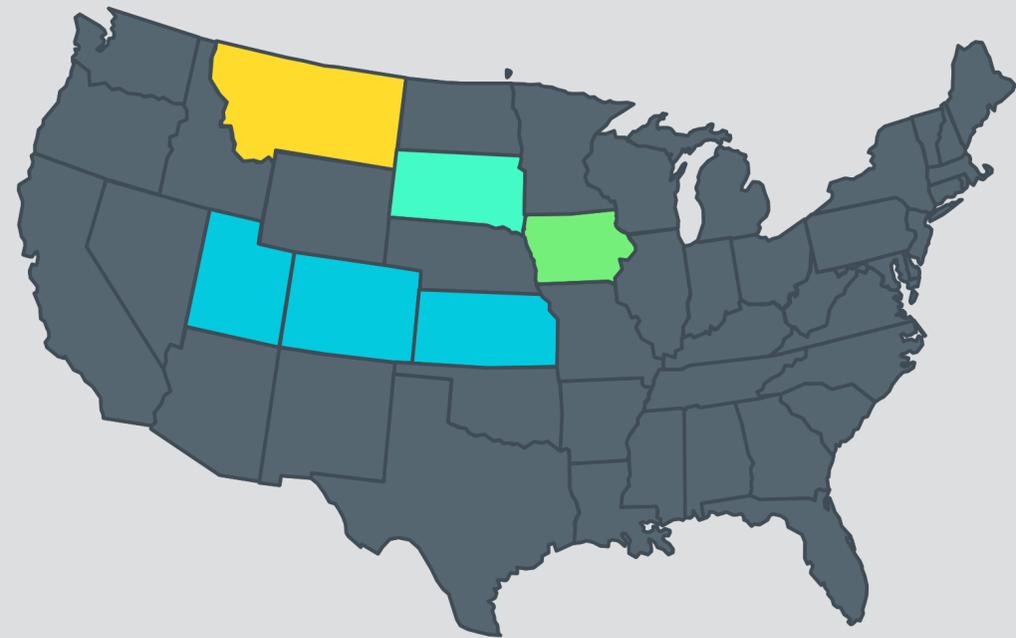


2/3 WITHOUT ACCESS BUT CHANGING...

2017 FUNDING

358X

~\$70B, 22 UNICORNS

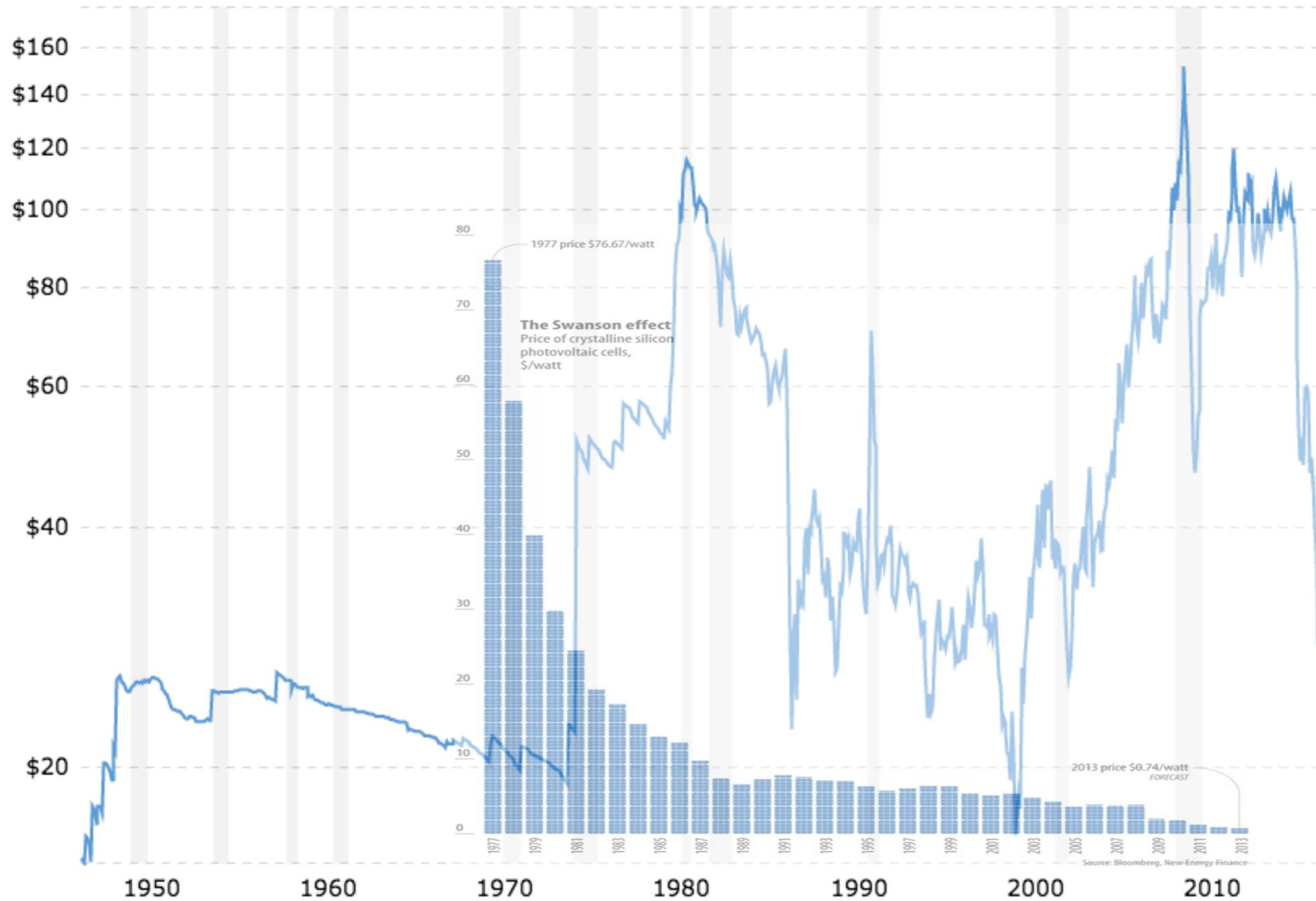


\$195M, 0 UNICORNS



Created by Nikita Kozin
from Noun Project

NOT REALLY ABOUT OIL PRICES



**SOLAR PRICES
VS
OIL PRICE 1970-2013**

SOME OTHER CONSTRAINTS

- **PEOPLE: LACK OF 'NEXT LAYER' OF LEADERSHIP**
- **PRODUCTS: LIMITED ACCESS TO INPUTS**
- **NO 'EXIT' OR 'FAILURE' CULTURE**
- **CONTRACT LAWS?**
- **DEVELOP A BENCH**
- **CLOSER PARTNERSHIPS WITH GLOBAL OEMS**
- **CORPORATE (BIG OIL) SHOULD BUY SOME STARTUPS**
- **???**

MINIGRIDS AS A WORKABLE FUNDING OPTION

10KW - 5MW

LOW(ER) CAPITAL

+

LOCALIZED SOLUTIONS

TRULY DISTRIBUTED

+

**SHORTER PAYBACK
TIMES**

**TTA, MESH POWER, DIVERGE,
E.ON RAFIKI POWER, SKY NOTCH,
REX SOLAR, ENGINE POWER
CORNER ETC.**

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