

IEEE PES PowerAfrica 2017  
Tutorial Sessions, Day 3, Friday 30<sup>th</sup> June 2017



8AM-12:00\_TU-1A: Designing Sustainable Business Models for Energy Access

Objectives:

This tutorial targets companies and practitioners involved in the renewable energy sector in African countries. The tutorial will offer the opportunity to get an in depth understanding of the most promising business models for energy access, with a particular focus on distributed renewable energy systems. The training will introduce the design methods and tools to ideate, develop and communicate sustainable business models.

In particular, companies will explore different sustainable business models, and will also discuss strategic opportunities and generate ideas to address their own particular challenges. Topics covered in the tutorial include: analysis of best practices, understanding **of business models' building blocks, methods and tools for strategic analysis and idea generation** of new sustainable business offers.

**Participants will be assisted and guided in the process and will also benefit from 'bringing home' knowledge and know-how that can be readily used to improve their organisations' business practice.**

Instructor:



Silvia Emili is a researcher completing her PhD at Brunel University London. With a background on sustainable Product-Service System and strategic design, her research focuses on the design of sustainable business models for energy access in low-income and developing contexts. She has extensive experience in carrying out workshops and training activities with companies and practitioners in different African countries. She carried out research in Botswana, South Africa and Kenya, working within the EU-funded LeNSes project and the EPSRC-funded project - Global Challenges Research Fund.