



# Feasibility Study for the Implementation of a Solar Hybrid Mini-Grid Pilot Project



**Client:**  
GIZ

**Location:**  
Turkana, Kenya

**Start Date:**  
August 2014

**Completion Date:**  
September 2014

**Key Services:**  
▷ Feasibility Study

In 2014 ASD was hired by GIZ to perform a feasibility study for the implementation of a solar hybrid mini-grid pilot project in Turkana.

## OVERVIEW

This project required an assessment of the qualitative and quantitative potential for the productive use of electricity. An assessment was also done for the willingness and ability to pay for electricity. Other quantitative factors were also assessed that contribute in the decision to pay for electricity. Thereafter, opportunities for the application of the A-B-C model\* were identified.

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\*The ABC model is a business model developed by ASD's CEO and Founder, Mark Hankins. The model is designed around an anchor (A) in the community that is a large consistent power source. This is known as the institutional load such as a school, clinic, tourist camp or agro-processing facility. This anchor then forms the center of an 'energy hub' whereby neighboring businesses (B) and communities (C) benefit from stable, low cost electricity for their own individual needs.