M-Kopa 600 Solar System with TV, Light







Why to choose this solution?
An M-KOPA PV system powers lights, radios, TV, and mobiles using clean, safe, and reliable solar energy. It is a package of the following: one control unit, a 24-inch flat-screen digital TV, one 30-W solar panel, one TV remote control, a TV aerial, two lights with high and low settings, and two phone-charging cables.

Savings per day or production:
M-KOPA customers enjoy many hours of kerosene-free lighting daily.

Cost in money and in own time to construct:
One 24-inch TV with a package of M-KOPA 600 costs KSH 65,499 (USD 655). A customer pays a deposit of KSh 5,49 (USD 55) and daily rate of KSh 100 (USD 1) through M-PESA Pay Bill Number 333222 for a duration of 600 days in order to fully own the product. A 24-inch TV with a package of M-KOPA 600 Zuku costs KSh 85,499 (USD 855). A customer pays a deposit of KSH 7499 (USD 75) and daily rate of KSh 130 (USD 1.3) for a duration of 600 days in order to fully own the product.

Lifetime:
Not specified.

Maintenance needed:
M-Kopa repairs or replaces the product in accordance with the warranty terms and conditions. The warranty is valid only if the product is used as instructed and is not tampered with, opened, modified, or used in other ways not authorized by M-Kopa. If the product is faulty in any way, customers return it to the nearest retail store or qualified dealer for repairs or replacement.

Resources needed in use:
Sunlight.

Problems and limits:
When customers face temporary financial challenges making their daily payments.

Where and how can you get it or make it?
M-Kopa Solar is available through hundreds of dealers in Kenya. To find the nearest dealer, contact customer care on phone or web site. The customer care team is available to support their customers, agents, and retail partners.

Skills needed to produce, install. maintenance, use:
The M-KOPAnet platform has been designed and built from the ground up by a talented team of software engineers. They are used solely in accordance with the instructions provided in the instruction manuals and must be maintained in proper repair and working condition.

How to use it:
https://youtu.be/aZjN62oFwsU

How to maintain it:
To be added.

Climate effect (if any):
Tonnes of CO2 reduced: 1.7M. It also outlines the energy efficiency gains being made in customer homes and businesses.

Where it is used and how many users are there?
Used across East Africa(Kenya, Uganda, Tanzania)and Nigeria. To date, we have sold over 750,000 off-grid solar systems, providing 3 million individuals with clean, safe lighting solutions.

Why is it successful?
The vendor offers the following: Full warranty (3 years on control unit, bulbs, TV, & solar panel); Full warranty (2 years on phone-charging), cables, M-KOPA custom charges; no collateral needed; customer only needs a National ID and matching mobile money account.

If you can make it, a short description, typical problems, materials needed:
Not relevant, requires a skilled person to make it.

How to make it (if possible):
https://youtu.be/3n8NYQR_AbM (not perfect fil, just for illustration).

How is it delivered and by whom?
Installation of Mkopa 600 is done by Mkopa sales agents/ technical experts. The customers confirm/certify that the products are in good working condition upon installation. If the customer chooses to install the M-KOPA 400 or M-KOPA 400 product on his or her own without the assistance of an M-Kopa certified installer, the customer shall be liable for any negligent handling that leads to the failure of the product to perform as expected.

Successful financial model
Prepaid and pay-as-you-go models, support for development.

What policies and strategies helped the success?
The M-KOPA pay-as-you-go solar model has helped open up new consumer markets. A professional call centre helps with any problems. Upgrades and cash loans available to good payers.

More info:
http://www.m-kopa.com/

Sources:
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