



FUSION GRID:

energy + connectivity concept for emerging markets

Technology Innovation

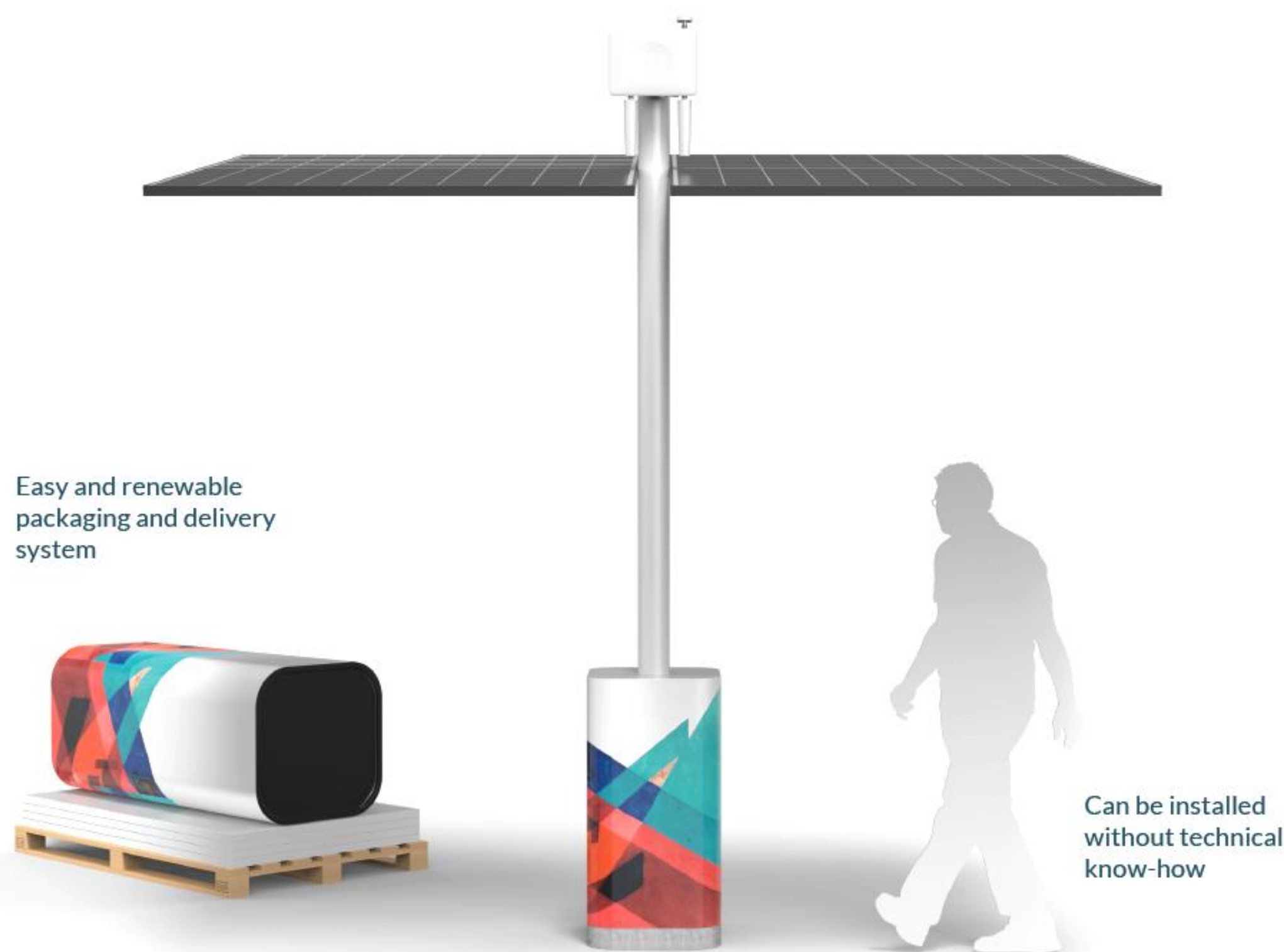
A hybrid Solar PV & Base Station for 4G/LTE connectivity.

Affordable solar PV and back-up battery energy storage combined with a base station, which provides electricity and connectivity to rural communities.

Practical design

Modular power cells, easy to install with detailed step-by-step instructions. Scalability and replicability of the concept allows to easily increase capacity with demand growth.

A solar powered LTE connectivity totem.



Business Model Innovations

Increasing the value proposition beyond electricity.

Consumers pay for combined services: electricity + connectivity + digital platforms. Payments are based on local consumers' willingness to pay (WTP), ensuring affordability and required revenue stream.

User centric approach

Defining needs for sustainable livelihood, based on initial questionnaire workshops and market research. Matching community goals and aspirations through technology for impact and transformation.

Fusion Grid – power for growth

The project proposes a combination of hybrid state-of-the-art technologies and digital platforms, which have a potential to bring an economic growth and facilitate entrepreneurship in emerging markets. The consumer-centered approach to the business model helps to reduce capital costs of the technology by optimally size of the power production components to fit the customer needs making Fusion Grid affordable for all.

The first **Fusion Grid** power cell (3 kW/8kWh) to be introduced in Oniipa, Namibia in Dec. 2019. One power cell delivers power up to five houses, depending on the consumer load.

VISION: Fusion Grid directly addresses UN Sustainable Development Goals



Coming next:

- Scaling up the technology installation
- Digital services and marketplace for local communities to promote entrepreneurship, monetize local production and create impactful local economies

Authors: Evgenia Vanadzina, Antti Pinomaa, Goncalo Mendes, Samuli Honkapuro

Contacts: Lab. Electricity Market and Power Systems
LUT University, Yliopistonkatu 34
Lappeenranta, Finland
evgenia.vanadzina@lut.fi , antti.pinomaa@lut.fi

