



SESA
Smart Energy
Solutions for Africa

Ghana Regional Event

Agenda

9–13 October 2023

ACCRA & KUMASI (GHANA)

Programme overview

From 9-13 October 2023, SESA will be hosting its second Regional Event in Ghana. The visit will take place in two parts. The first three days will take place in Accra, where participants will take part in a business model workshop, peer-to-peer exchange activities, a financing workshop, site visit, and a policy dialogue. Following these sessions, the Regional event will continue in Kumasi, involving a visit to the rural living lab and a capacity building session.

Venue: 9-11 Oct Accra City Hotel, Accra, Ghana

10 Oct Safisana, Ashaiman (Accra) (Site Visit Waste-to-Energy)

10 Oct St. John's School (Site Visit urban living lab)

12 Oct Kumasi Site Visit

13 Oct AAMUSTED Campus, Kumasi, Ghana

Monday 9 October: Business Model Workshop		
9:00-17:00 Business Model Workshop Day 1: "Crossing the Chasm"		
Tuesday 10 October: Workshops and Site Visit		
8:30-13:00	9:30-12:00	9:00-15:00
Peer-to-peer exchange Waste to Energy Site Visit Safisana, Ashaiman (Accra)	Business Model Workshop Day 2: "Crossing the Chasm"	Climate Finance & Project Development Taking the first step
15:30 Site Visit - St. John's School		
Wednesday 11 October: Ghana Policy Dialogue		
9:30-12:00 Ghana Policy Dialogue		
Fly to Kumasi		
Thursday 12 October: Living Lab Launch		
9:00-15:00 Living Lab Launch and Site Visit Biofuel Cooker and Microgrid system		
Friday 13 October: Capacity Building		
9:30-15:00 Capacity Building		



Business Workshop Day 1: Crossing the Chasm

Monday, 9 October 2023

Venue: Accra City Hotel

Time (GMT)

Session title

9:00-9:10	Introduction and Objectives Clear objectives of the workshop and any other points/remarks/questions before we start
9:10-9:20	Overview of "Crossing the Chasm" Brief introduction to the concept Link back to previous presentations in the 6 week program
9:20-10:00	Technology Adoption Lifecycle Thorough walk-through of the "Crossing the Chasm" concept
10:00-10:45	Presentation: "Refresher on Customer Segments"
10:45-11:00	Break
11:00-12:00	Workshop: Companies current "Primary Customer Segments" <ul style="list-style-type: none">• Definition of primary customer segments (focus on understanding the needs, pains and challenges of each segment)• Define segments 2 and 3 (and 4, 5 & 6) in the "Bowling Alley"
12:00-13:00	Lunch
13:00-13:30	Presentation: "Positioning and Differentiation"
13:30-14:30	Workshop: With Crossing the Chasm as a base – Definition of the companies unique selling propositions (USP) <ul style="list-style-type: none">• Create a differentiated message that appeals to different user segments (see Bowling Alley)
14:30-14:45	Break
14:45-15:30	Presentation: "Product development: Whole Product" Explanation of "Whole Product" according to the Crossing the Chasm model
15:30-16:30	Workshop: Creating a "Whole Product" for Segment 4, 5 & 6 in the Early Majority
16:30-17:00	Closing of day – Q&A – introduction homework Explanation of Go To Market strategy to presented Day 2.
Evening	*Homework* Design a Marketing Strategy/Go To Market Strategy to reach Segment 4, 5 or 6. Prepare a brief presentation for the next day. (Topics for the strategy to be presented before the workshop.)

Peer-to-Peer Site Visit – Safisana

Tuesday, 10 October 2023

Venue: Waste to Energy Site at [Safisana](#), Ashaiman (Accra)

“In 2017, after seven pioneering years, Safisana opened its first recycling plant in Ashaiman, a community in the Greater Accra area of over 250,000 inhabitants, 90 per cent of whom live below the poverty line. Commissioned by the local municipality, and the Ministries of Energy, Food and Agriculture, the Safisana plant was the first waste to resource facility in West Africa, financed by the African Development Bank, the Dutch Ministry of Foreign Affairs and private funds. With the circular economy being firmly still in the theoretic phase, we invested in our relationships with the critical partners, and we learnt what was needed to achieve a truly local approach. Today the recycling plant located in Ashaiman has grown into an economically stable, locally managed company – run by a team of over 30 highly skilled local specialists. A blueprint for replication.”

Time (GMT)	Session title
8:30-9:00	Converging for Departure Meet at Accra Mall (Main Entrance)
9:00-9:30	Travel to Safisana, Ashaiman
9:30-9:45	Introduction of Team
9:45-10:30	Tour of Waste to Energy Facility
10:30-11:30	Peer Exchanges -Debriefing and Concluding Remarks
11:30-12:00	Travel Back to Accra City Hotel
12:00-13:00	Lunch - Accra City Hotel
13:00	Closing and Departure

Business Workshop Day 2: Crossing the Chasm

Tuesday, 10 October 2023

Time (GMT)	Session title
9:30-11:30	Presentation and Feedback Presentations of the Go To Market Strategies – feedback from the other participants
11:30-12:00	Conclusion: Summary and Reflection Key learnings and reflections from the participants: What will you do different now when back home? <ul style="list-style-type: none">• Potential next steps and follow-up from the Mentor• Questions and closing thoughts
12:00-13:00	Lunch - Accra City Hotel

Climate Finance & Project Development – Taking the first step

Tuesday, 10 October 2023

Venue: Accra City Hotel

In response to the critical capacity gap identified by SESA cities, this event provides step-by-step guidance to project preparation to attract climate finance. Participants will gain an understanding of relevant climate finance sources for sustainable energy solutions projects, with a deep-dive into the project preparation lifecycle and concept note development. Working sessions will be held, with participants and experts, to co-develop project concept notes.

Session objectives:

1. Understand relevant accessible climate finance mechanisms and provide an introduction to project preparation.
2. Hands-on co-development of project concepts and beginning the project development lifecycle.

We urge all participants to come forward with project ideas, plans and relevant data that can be used in the working session. The outputs of the training will feed into SESA's work package 5 and could receive further project preparation support, financial analysis and linking to potential project funders.

Time (GMT)	Session title
9:00-9:30	Introduction - ICLEI Africa <ul style="list-style-type: none">• Agenda for the day & objectives of the meeting• Overview of SESA project• Overview on the key technologies in focus
9:30-10:15	Project Preparation and Development Cycle - ICLEI Africa <p>Introduction to the activity of project preparation and associated resources, and overview of project development cycle.</p>
10:15-11:15	Working Session: Development of Project Concept Notes - ICLEI Africa <ul style="list-style-type: none">• Project background and framing• Project technology and solutions• Intended project impacts• Project governance
11:15-11:45	Tea Break
11:45-12:15	Climate financing sources for sustainable energy projects - ICLEI Africa <ul style="list-style-type: none">• Identifying relevant funding sources for sustainable energy access and their requirements• Identifying relevant funding mechanisms and instruments• Building a business case for sustainable energy projects
12:15-13:30	Working Session: Development of Project Concept Notes - ICLEI Africa <ul style="list-style-type: none">• Project operational model• Project costing• Potential funding sources• Next steps in project development
13:30-14:00	Project presentations and Reflection Session - All participants <p>This session allows the workshop participants to reflect upon how learnings from the workshop can potentially be applied to their areas of expertise and associated projects.</p>
14:00-15:00	Lunch and Networking - Accra City Hotel

Ghana Policy Dialogue

Wednesday, 11 October 2023

Venue: Accra City Hotel

Time (GMT)	Session title
9:30-9:50	Opening Remarks Magdalena Sikorowska , SESA Project Coordinator, ICLEI ES <ul style="list-style-type: none">• Hon. Matthew Opoku Prempeh (tbc) Minister for Energy, Ghana - 7min• Irchad Razaaly, Ambassador of the European Union to Ghana - 8min• Project introduction by Magdalena Sikorowska - 5min
9:50-11:00	Session 1: Second-life battery use as energy storage for solar photovoltaic systems in Ghana Moderated by: Edmund Teko , TUB/UEMI
9:50-10:10	Impulse presentations: <ul style="list-style-type: none">• Current development of second-life battery use as energy storage for solar photovoltaic systems in Ghana Presented by: Samuel Asare, NASTECH - 7 min• Barrier analysis for second-life battery use as energy storage for solar photovoltaic systems in Ghana and policy recommendations. Presented by: Edmund Teko, TUB/UEMI - 7 min• Insights from India - Peer-to-Peer Cities - 6 min Presented by: Yogesh Karbhari Mali, Executive Engineer, Electrical Department, Pune Municipal Corporation, Pune, India
10:10-11:00	Group Discussions: <ul style="list-style-type: none">• To validate the findings of barriers identified for second-life battery use as energy storage for solar photovoltaic systems in Ghana with governmental, academic, and business stakeholders and discuss possible policy measures to address these barriers. Moderated by: Edmund Teko, TUB/UEMI Participation of Peer- to-Peer Cities
11:00-11:10	Coffee Break
11:10-12:20	Session 2: Bio-ethanol Technology for Cooking in Ghana Moderated by: Dr. Albert Awopone (AAMUSTED)
11:10-11:30	Impulse presentations: <ul style="list-style-type: none">• Current development of Bio-ethanol Technology for Cooking in Ghana. Presented by: Patience Alifo, ECONEXUS - 7 min• Barrier analysis for bio-ethanol technology for cooking in Ghana and policy recommendations. Presented by: Albert Awopome, AAMUSTED - 7 min• Insights from the EU - Peer-to-Peer Cities - 6 min Presented by: Marie-Elena Seeman, Alba-Iulia, Romania
11:30-12:20	Group Discussions: <ul style="list-style-type: none">• To validate the findings of barriers identified for bio-ethanol technology for cooking in Ghana with governmental and business stakeholders and discuss possible policy measures to address these barriers. Presented by: Albert Awopome, AAMUSTED
12:20-12:30	Summary and Closing Remarks Prof. Isaac Boatang , AAMUSTED

Living Lab Launch & Site Visit

Thursday, 12 October 2023

Venue: Kumasi, Ghana

Sites: Nkawie and Toase (Biofuel cooker at schools) , Bedabour and Kwame Dwaa (Micro-grid system)

Time (GMT)	Session title
8:30-9:00	Arrival at the AAMUSTED Campus
9:00-10:00	Travel from AAMUSTED Campus to Nkawie Secondary School
10:00-10:45	Interaction and Launching of the Biofuel Stove Lead by Headteacher, Econexus & AAMUSTED
10:00-10:05	Open Prayer - Head Teacher
10:05-10:10	Introduction - Prof. Isaac Boateng, AAMUSTED
10:10-10:20	Open remarks on SESA Project and the Stove - Magdalena Sikorowska, SESA Project Coordinator, ICLEI ES
10:20-10:25	Launching of the stove - Patience Alifo, Econexus Magdalena Sikorowska, ICLEI ES Edmund Teko, TUB/UEMI
10:25-10:30	Remarks from the Head Teacher
10:30-10:35	Remarks from the District Chief Executive
10:35-10:40	Closing Prayer
10:40-11:00	Travel from Nkawie Secondary School to Toase Secondary School
11:00-11:45	Interaction and Launching of the Biofuel Stove Lead by Headteacher, Econexus & AAMUSTED
11:00-11:05	Open Prayer - Head Teacher
11:05-11:10	Introduction - Prof. Isaac Boateng, AAMUSTED
11:10-11:20	Open remarks on SESA Project and the Stove - Magdalena Sikorowska, SESA Project Coordinator, ICLEI ES
11:20-11:25	Launching of the stove - Patience Alifo, Econexus Magdalena Sikorowska, ICLEI ES Edmund Teko, TUB/UEMI
11:25-11:30	Remarks from the Head Teacher
11:30-11:35	Remarks from the District Chief Executive
11:35-11:40	Closing Prayer - Dr. Albert Awopone, AAMUSTED
11:40-12:30	Travel from Toase Secondary School to Bedabour Community & Snacks
12:30-13:30	Interaction and Launching of two Microgrid Systems at Bedabour Lead by NASTECH & AAMUSTED
12:30-12:35	Open Prayer - Dr. Albert Awopone, AAMUSTED
12:35-12:40	Introduction - Prof. Isaac Boateng, AAMUSTED
12:40-12:50	Open remarks on SESA Project and the Microgrid - Magdalena Sikorowska, SESA Project Coordinator, ICLEI ES
12:50-13:00	Launching of the Microgrid - Samuel Asare, NASTECH Magdalena Sikorowska, ICLEI ES Edmund Teko, TUB/UEMI
13:00-13:10	Musical Interlude
13:10-13:20	Remarks from the Local Chief
13:20-13:30	Remarks from the District Chief Executive
13:30-14:00	Travel to cut the tape to mark the launch of Micro-grid system at Kwame Dwaa
14:00-15:00	Travel back to AAMUSTED
15:00	Late Lunch

Capacity Building

Friday, 13 October 2023

Another part of the peer-to-peer initiated in Accra will focus on the importance of monitoring the implementation of smart energy solutions. Following the site visit and the official launch of the Living Lab (LL), city officials and LL representatives will gather to discuss together why and how to build a strong impact measurement framework. Taking Ghana as concrete case, the participants will brainstorm in a world café format on the different dimensions of the smart energy solutions implemented and the KPIs that has been identified to measure their positive effect.

Venue: AAMUSTED Campus, New Auditorium, Kumasi, Ghana

Time (GMT)	Session title
9:00-9:05	Open Prayer Sister Mary Assumpta, AAMUSTED Chaplain
9:05-9:15	Introduction of Consortium and local members presents Abreham Attol, MC
9:15-9:30	Musical Interlude ASU Cultural Group
9:30-9:50	Welcoming Address Prof. Frederick K. Sarfo, AAMUSTED VC
9:50-10:05	Setting the scene: General Awareness of Smart Energy Solutions Magdalena Sikorowska, SESA Project Coordinator, ICLEI ES
10:05-10:20	Cookstoves: 1. How to use Breckett Cookstoves Gift Mwangairo
10:20-10:45	Cookstoves: 2. Implementing biofuel cooker in Ghana (biofuel) Prince Essel, Econexus
10:45-11:00	Two Questions Abreham Attol, MC
11:00-11:20	Light Snack and Musical Interlude ASU Cultural Group
11:20-11:50	Solar installations and maintenance Dr. Albert Awopone, AAMUSTED ; Samuel Asare, NASTECH
11:50-12:10	Two Questions Abreham Attol, MC
12:10-13:00	Lunch Break
13:00-14:30	Break over 3 groups & Group discussion <ul style="list-style-type: none">• Cookstoves (Gift Mwangairo, Going Green; Patience Alifo, Econexus)• Solar energy (Dr. Albert Awopone, AAMUSTED)• Impact and evaluation (Peer-to-Peer exchange, Karishma Asarpota, ICLEI WS, Prof. Isaac Boateng, AAMUSTED)
14:30-14:45	Summary and Closing Remarks Magdalena Sikorowska, SESA Project Coordinator, ICLEI ES
14:45-15:00	Networking



Project coordinated by:



Consortium:

