



# Retail store energy storage rwanda

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Picture 1: The JV between Solarkiosk Solutions & East African Power &#8220;EAP&#8221; was agreed at the 2022 SE4ALL Forum in Kigali. From left to right: Thomas Rieger, Founder & CEO SKS; Dan Klinck, Founder & CEO of EAP; Andreas Spiess, Founder & non-executive Chairman, SKS

Kigali, Rwanda on October 14, 2022 &#8211; Solarkiosk Solutions (SKS) and East African Power (EAP) are announcing a joint venture to deploy solar-powered THE PULSE centers throughout rural communities in Rwanda and the African Great Lakes region. This joint venture brings together SKS' extensive expertise running rural retail and productive-use businesses and EAP's decade of experience in renewable energy development and operations.

Starting with Rwanda, the joint venture will establish 69 THE PULSE Centers. Each center will be managed through the proprietary ERP system and local operators. A first pilot Center is currently being implemented in Rwanda's Eastern Province, where a 10 kW off-grid solar system and bespoke productive-use appliances will empower 10 local entrepreneurs and international solution providers to service the Ruhunda community.

Celine Umurenzi, Lead Solar Project Engineer East African Power adds &#8220;The lack of viable energy access and last-mile business models have held back the inclusive development of Africa. THE PULSE finally offers a sustainable and holistic approach to connecting &#8211; through power, infrastructure and business - rural, often off-grid communities to national and global value chains. I&#8217;m thrilled to lead the technical development of the Centers to ensure uninterrupted service to those that need it most&#8221;.

Solarkiosk Solutions GmbH, a Berlin based company, has established and operated East Africa&#8217;s largest rural retail network with 239 managed retail shops in 5 Sub-Sahara African countries, including 74 in Rwanda. SKS is responsible for the implementation of the business infrastructure and the development of the platform approach by providing blueprints, systems, processes, seconding managers, as well as partnering with international companies and organizations to connect them with THE PULSE Rwanda Ltd. via a designated physical and digital platform approach.

East African Power is an integrated renewable energy development and engineering company delivering sustainable and affordable energy solutions. In the last 10 years, EAP has delivered 12 operational power projects and deployed more than \$50M in CAPEX. EAP is now the largest solar EPC service provider in Rwanda and has projects in development across 7 countries. EAP is responsible for the design, procurement, construction, operation, and maintenance of THE PULSE centers as well as ensuring compliance with highest ESG standards.

The productive use of solar energy is taking on a whole new dimension in Rwanda. The Pulse joint venture



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has been set up to exploit the potential of solar energy in rural areas. It is the result of a partnership between Solarkiosk Solutions (SKS), a company based in Berlin, Germany, and East African Power (EAP), a regional energy provider based in Kigali, Rwanda.

In rural areas, 'The Pulse' will build solar-powered shopping centres. This is clearly a multi-service centre that will house a hairdresser, a cinema and a retail shop. It is also expected to provide other services essential to rural life, including clean water, cold storage for crop management, electric mobility and clean cooking.

Small-scale farmers will also have the opportunity to process and sell their products. According to SKS, 'each The pulse centre will be scalable due to its modular design and can become the anchor load for decentralised mini-grids as the surrounding communities grow and adopt electricity organically.

A pilot centre will be built in Ruhunda, a town in Rwanda's Eastern Province. The centre will be powered by a 10 kWp solar photovoltaic system that will run appliances serving '10 local entrepreneurs and international service providers'. SKS and EAP plan to set up 69 'The Pulse' centres across Rwanda. Beyond access to electricity, these solutions are expected to have an impact on the socio-economic development of rural Rwanda where 56% of the population still do not have access to electricity according to Power Africa.

'Based on the encouraging data and the plans made from it, we are convinced that The pulse will become a pan-African success story, benefiting isolated rural populations all over Africa,' says Thomas Rieger, CEO of Solarkiosk. This rural development solution will also be exported to other countries in the Great Lakes region, in order to make solar energy a vehicle for community development.

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