

FOR-PROFIT SOLAR VENTURE IN RURAL INDIA - POSSIBLE?



Neel Shah
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EPFL Energy Management
MS Students Summer Analyst
at Simpa Summer 2016

Thanks to a EPFL Cooperation & Development Center (**CODEV**) Seed Grant awarded to students from the Energy Business, Policy, and Technology (EnergyBPT) Group and Simpa Networks, two MS students from the Energy Management program spent 2.5 months as summer analysts in New Delhi. **Simpa Networks** is a 6-year-old, award-winning, venture-backed social enterprise (supported by US AID, Asian Development Bank, among others) with a bold mission: to make modern energy simple, affordable, and accessible to everyone via **pay-as-you-go solar home systems** for customers in rural India.

The summer interns' challenge was to parse through years of data to understand the driver of **customer payment behavior**. Is it due to Simpa's actions? The customer's' actions?

Joining them for the event will be **Neel Shah**, Product Development Lead, coming all the way from **India**, and **Professor Dominique Foray**, an expert in innovation and technology transfer.

Come to find out more about the summer adventure, challenges of a for-profit social enterprise and how YOU can also have a chance to work on projects in the developing world as a summer intern or for your thesis.