

Supporting the introduction of solar power in rural Cambodia



PiCO SOL

Cambodia



Who are we?

The sun is a free, inexhaustible resource of energy. Cambodia has great opportunities for solar energy. Even during the rainy season, the conditions are excellent. Pico Sol Cambodia considers Cambodia's solar resources as an opportunity for a sustainable development of the rural areas.

Basic infrastructure like an electricity grid is mainly available in Phnom Penh and provincial towns. Most of the people live in the countryside. About 75% of the 15 million Cambodians have no access to

reliable electricity. In Pico Sol's vision, the introduction of solar power for Cambodia's population will contribute to improvement of rural life.

Pico Sol Cambodia was established as a Cambodian NGO in 2008. Headquarter of Pico Sol Cambodia is at the Solar Campus, half an hour drive from Phnom Penh, where our vocational solar training centre is settled. A motivated and skilled team facilitates the Cambodian solar sector in a balanced development.

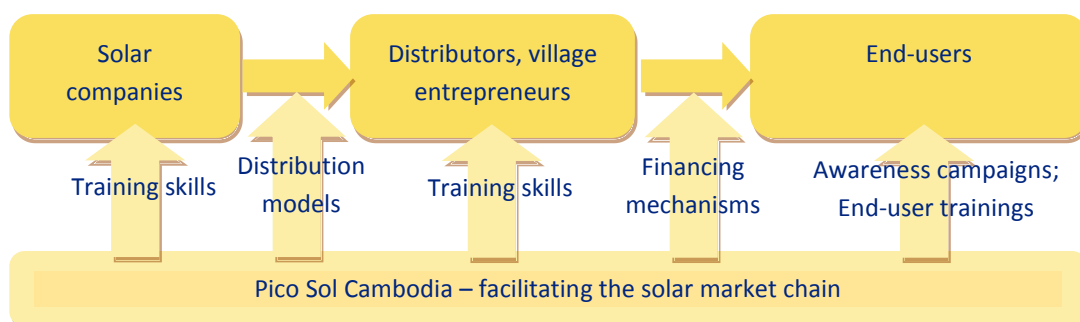




Facilitating the market chain

More and more solar companies are establishing in Cambodia. That is good news. Pico Sol Cambodia facilitates the upcoming solar sector in Cambodia with useful projects. Training, demonstration,

creation of awareness, supporting the setting-up of businesses, testing and implementation of financial models are the core activities that we are working on. Always in co-operation with the sector.



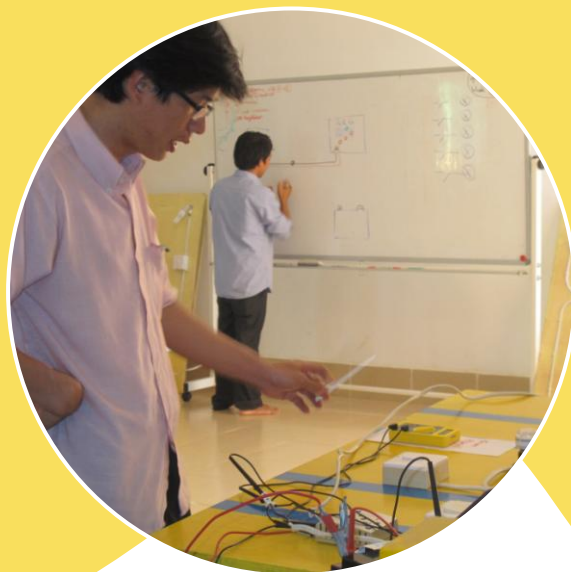


Solar training centre “Solar Campus”

The Solar Campus is a modern building in a rural environment. It provides in all modern luxury of the big city: Electricity, internet, running water and gas for cooking. At the Solar Campus several target groups are trained, like installers and solar micro-entrepreneurs who want to set-up business in their own village. Because most of them come from other parts of Cambodia, they also stay at the Solar Campus during the trainings.

The Solar Campus is not only a building. It offers a solar experience to visitors. Solar panels are everywhere and the look, feel and touch games make solar technology comprehensive. The Campus contains offices, apartments with attached bathroom for long-term guests, dormitories for short-term trainees, a central hall for giving seminars and trainings, and a training house for practical trainings.





Training Solar for Technicians

The training “Solar for Technicians” is in development in co-operation with ETC Foundation (the Netherlands) and Alliance Soleil (France). It is a series of short trainings of a week. They make use of international utilized curriculum and materials. Level 1, 2 and 3 have a logical sequence. Level 4 and 5 need at least level 3. The target group is the starting solar installer. As the end-user is considered as integral part of the solar system, the trainings also focus on the soft skills of the target group.

Level	Description
1. Installer	Installer of solar home systems
2. Maintenance Repair	Service, trouble shooting SHS
3. Design	Sizing small solar systems, quoting
4. Trainer	Training level 1-3
5. Professional	Large systems, solar pumps





Customized trainings for specific target groups

For a wide range of target groups, Pico Sol Cambodia gives short customized trainings, varying from 1 day to two weeks. Groups of end-users of demonstration projects have been trained, groups of micro-entrepreneurs who want to set-up their own business in selling or renting solar products in their villages, bank employees who want to

increase their micro-credit portfolio with solar systems and products.

Groups are sometimes welcomed at the Solar Campus. More and more trainings are given on site, in the villages. Our training staff drives into any part of remote Cambodia to train our target groups.





Creation of awareness

How do you sell a solar panel to a poor family, living at a remote place, which does not have the money and moreover: never saw a solar panel before? That's really a challenge! It seems to be a mission impossible.

In co-operation with the private solar sector, Pico Sol Cambodia creates awareness among people living in the remote places where solar offers most opportunities. By the installation of showcase systems at public buildings (like

commune halls, pagoda's, schools, hospitals), people can experience the advantages of solar. By giving education at primary schools, children are taught on the benefits. They bring back home an own do-it-yourself made 'Tournesol' (sunflower) and demonstrate the mystery of solar energy at home.





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