

# BUSINESS DEVELOPMENT SERVICES (BDS)

CAPACITY BUILDING OF  
SMEs IN THE RENEWABLE  
ENERGY SPACE IN UGANDA



### CONTEXT

Business Development Services (BDS) support is an intervention by EnDev Uganda aimed at identifying business knowledge and development gaps for small and medium enterprises (SMEs) operating in the solar and cooking sub-sectors in Uganda. Launched in 2021, the BDS intervention is entering its 3<sup>rd</sup> implementation phase with the major objective of improving the internal capacities of solar and cooking companies in the areas of strategic planning, financial management, operations, human resource management, marketing and investment readiness. Through this support, EnDev Uganda is contributing towards building a vibrant and sustainable energy market in Uganda.



**10**  
SOLAR  
COMPANIES  
SUPPORTED



**03**  
PARTNERSHIPS  
CREATED WITH  
BUSINESS ADVISORY  
FIRMS



**10**  
COOKING  
COMPANIES  
SUPPORTED



**08**  
COMPANIES  
SUPPORTED TO  
DEVELOP GENDER  
MAINSTREAMING  
PLANS

### SUCCESS FACTORS



JOINT IDEATION AND  
RESOURCE SHARING  
ACROSS THE SOLAR  
AND COOKING  
COMPONENTS



LEVERAGING OF  
EXISTING PLATFORMS  
OF THE SECTOR  
ASSOCIATIONS



POST-ACTIVITY IMPACT  
ASSESSMENTS TO  
ENSURE CONTINUED  
ADAPTABILITY TO  
BUSINESS NEEDS IN  
THE SECTOR

### SCALING POTENTIAL

There is an opportunity for the BDS programme to evolve to involve expert trainings on new areas of interest in the renewable energy space like gender mainstreaming, occupational health and safety, digitalization and climate financing.

- There is also potential for sector associations like Uganda Solar Energy Association (USEA) and Uganda National Alliance for Clean Cooking (UNACC) to play a more integral role by being information hubs and training centers for their member companies in the areas of business development and advisory. This builds sectoral and institutional capacity, improves formalization and SME sustainability.

- Implementation of the BDS can in future be done through a framework arrangement following a defined curriculum that will allow for more tailored and extensive support and mentorship to solar and cooking companies in Uganda.
- Widening of the implementor base for BDS with more business advisory firms.
- Collaboration with other programmes with BDS components e.g. GET.Invest, Energy Enterprise Coach (EEC) and other financiers
- Increased involvement of BDS consultants and beneficiary companies in other projects in the energy sector.

### BDS - THE STORY SO FAR



Innovative individual and cohort training approaches



Partnerships with industry leaders and financiers



Focus on gender mainstreaming

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# RESULTS BASED FINANCING

FACILITATING ACCESS TO CLEAN ENERGY IN UGANDA



Improved cook stoves for a better life



## CONTEXT

Energising Development Uganda uses a performance-based incentive approach for the Result Based Finance (RBF) to facilitate access to solar systems and clean cooking solutions. The RBF programme supports energy enterprises to increase their sales and distribution outreach for clean cooking and solar systems across various tier ranges to households, social institutions, and MSMEs. To further support market growth, EnDev Uganda partners with the sector associations in the cooking and solar sector to promote awareness, build capacity of the enterprises and forge new partnerships. The sales data is independently verified using a robust monitoring and verification framework with support from independent verifiers. Results from such verification processes have often provided key insights which informs the different RBF approaches that are utilized by EnDev Uganda. For example, in 2023, EnDev Uganda initiated collaborations with Fund Managers like Equity Bank, Private Sector Foundation Uganda who further provide additional technical support to the RBF partners. The energy enterprises have the leverage existing opportunities with these fund managers like Equity bank to access finance and further scale their operations.



**2.7 million** people with Access to Clean Cooking



**1,596** Social Institutions Supported



**108,231** people with Access to Electricity



**2,616** MSMEs Supported



Leverage on the RBF incentives to support SMES in penetrating new markets, support establishment of distribution outlets



Robust IVA and Monitoring process which involves field visits and surveys are a source of learning which informs RBF Design processes. Lessons shaped continuous revision of the RBF design and approach. For example, the reverse auction methodology that is implemented in partnership with CLASP and Equity Bank

## SUCCESS FACTORS



Collaborations With, Financing Institutions and Development Partners



Business Development Support and Capacity Building



Joint Awareness with Sector Associations (UESA, UNREEEA, UNACC, NREP)



Knowledge and Experience Sharing With Rbf Community Of Practice. e.g. UECCC, SNV, WB

## SCALING POTENTIAL

The scaling potential of Results-Based Financing (RBF) in facilitating access to clean energy in Uganda hinges on several strategic initiatives. These include enhancing knowledge management and dissemination to foster knowledge transfer and innovation, establishing partnerships to explore new developments in climate finance and carbon markets, and strengthening stakeholder collaborations to leverage best practices and resources. Additionally, capacity-building efforts, especially within sector associations like USEA and UNACC, aim to institutionalize business development support, equipping SMEs with the tools necessary for growth and impact maximization.



KNOWLEDGE MANAGEMENT AND INFORMATION DISSEMINATION TO SUPPORT KNOWLEDGE TRANSFER AND LEARNINGS BEYOND UGANDA AS A WAY OF CONTRIBUTION TO INNOVATIONS THROUGH WEBINARS, CONFERENCES AND WORKSHOPS



PARTNERSHIPS TO EXPLORE NEW DEVELOPMENTS SUCH AS CLIMATE FINANCE AND CARBON MARKETS



STAKEHOLDER COLLABORATIONS TO LEVERAGE EXPERIENCE, BEST PRACTICES, APPROACHES AND RESOURCES TO MAXIMIZE IMPACT



CAPACITY BUILDING AND SKILLING FOR SECTOR ASSOCIATION (USEA, UNACC) TO ENHANCE KNOWLEDGE TRANSFER AND INSTITUTIONALIZATION OF THE BUSINESS DEVELOPMENT SUPPORT AND CAPACITY OF THE ASSOCIATION LEADERS TO CONTRIBUTE TO SKILLING OF THE SMES

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# ENABLING ENVIRONMENT

## SUPPORT TO ENERGY SECTOR ASSOCIATIONS



### CONTEXT

- To further create and strengthen a conducive enabling environment for adoption of Energy technologies, EnDev Uganda provides support to relevant energy sector associations and closely collaborates with them on implementation of various activities.
- EnDev has been the longest serving partner with sector associations than any other company/organisation in the country.
- EnDev supported Uganda National Alliance on clean cooking (UNACC) and Uganda Solar Energy Association (USEA) to refine their governance structure, constitutional and operational documents, as well as membership framework through various capacity building trainings.



**07**  
MARKET  
ACTIVATION  
EVENTS



**06**  
PARTNERSHIPS  
ESTABLISHED



**07**  
SECTOR  
WORKSHOP  
ENGAGEMENTS



**02**  
ASSOCIATIONS  
SUPPORTED WITH  
SECRETARIAT  
SET UP

### SUCCESS FACTORS



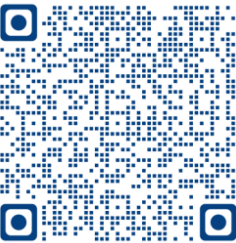
**STRENGTHENING SECTOR  
ASSOCIATION COLLABORATION**



**GOVERNMENT COOPERATION & ALIGNMENT WITH  
MDA ENERGY RELATED TARGETS**



**INCREASED NUMBER OF NEW COLLABORATIONS  
& LEVERAGING EXISTING PARTNERSHIPS**



The National Biogas  
Stakeholders Workshop



Uganda Solar Energy  
Association (USEA)

### SCALING POTENTIAL



#### Continuous Sector Stakeholder Engagements

- EnDev Uganda has empowered sector associations through workshops and cross-border webinars, strengthening collaboration and knowledge exchange.
- By supporting platforms like the National Renewable Energy Platform, developed by the Ministry of Energy and Mineral Development (MEMD), EnDev is enhancing coordination among stakeholders, driving scalable growth in the renewable energy sector.



#### Supporting Lobby and Policy Advocacy for Scaling

- EnDev's approach to supporting energy associations has unlocked scaling potential by driving improvements in policy frameworks and budgeting.
- By helping develop strategic plans with clear, time-bound targets, EnDev is enabling associations to expand their influence, positioning them to scale their advocacy efforts and impact on the renewable energy sector.



#### Establishing More Sector Partnerships for Scaling

- Strengthening and expanding strategic partnerships has boosted awareness of EnDev's activities and technologies, leading to increased adoption.
- These partnerships not only amplify EnDev's impact but also open new pathways for scalable interventions in the renewable energy sector.

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