GOING WHERE THE GRID CANNOT REACH
BBOXX aims to build the largest virtual solar grid in Africa, quickly followed by the rest of the world. We employ a distributed grid so there are no wires between each house. Our solar home systems are connected over the local mobile network to our central database and transfer millions of data points back each day to help us improve products and provide preemptive customer service.

BBOXX sells and installs the “plug” in customers’ homes, and then offers the opportunity to purchase additional accessories including radios, televisions and extra lights. With shops in the villages where our customers live, and a call centre in each country, we are never far away to support our customers. This has helped to make BBOXX a reliable brand in Rwanda and Kenya.

THE VIRTUAL SOLAR GRID IS BBOXX’S ANSWER TO AFRICA’S ELECTRICITY SHORTAGE.
TOTAL INTEGRATION
BBOXX COVERS A WIDE SECTION OF
THE VALUE CHAIN TO PROVIDE THE
BEST SERVICE TO OUR
VIRTUAL GRID CUSTOMERS.

DESIGN MANUFACTURE DISTRIBUTE FINANCE INSTALL SERVICE
ONE PRODUCT FOR MANY USES

5 USD per month for lights and phone charging

15 USD per month for radio, lights, portable light & TV
SOLAR ENERGY AS A SERVICE

AFFORDABILITY

UPGRADES

LIFETIME SERVICE

LONG TERM RELATIONSHIP
70,000,000 DATA POINTS ARE COLLECTED EVERY DAY GIVING A PRICELESS INSIGHT INTO CUSTOMER USAGE AND PRODUCT HEALTH.

**Daily Energy Use**
- **Television**: 40%
- **Lights**: 29%
- **Security Light**: 17%
- **Phone charging**: 14%

**Graph**
- **Number of flat battery events per night in Kenya**
- **Date**: 6th September 2015
- **SMART Solar**
GROWING A TRUSTED RETAIL BRAND

Building a reliable, well-known brand close to customers’ homes will improve trust and popularity with our solar home systems.

BBOXX now has a well-proven method for opening new shops and we are continually training new recruits at the BBOXX Academy.
CUSTOMER MANAGEMENT SOFTWARE
Built in-house by our Engineering team, our customer management and business software has been purpose built to fit BBOXX’s business model.

MOBILE MONEY
In both Rwanda and Kenya, our customers only pay using mobile money. This is efficient cash management for our operations.

CALL CENTRE
We have call centres in Kigali and Kisumu to add another contact point for our customers. The call centre is also used to remind customers of payment dates, and welcome our new clients.

AUTOMATIC SWITCH OFF
Unfortunately there are times when a customer is unable to pay. If the customer continues to default, the system will be automatically switched off until payment is received.

END-TO-END DIGITISED OPERATIONS FOR EFFICIENT AND EXPLOSIVE GROWTH
JOIN OUR JOURNEY
TO ELECTRIFY THE WORLD