

# **Towards Energy Access in India: The Role of End-user Engagement around Quality Lighting Solutions**

29 March 2016

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# Some Housekeeping Items

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# Some Housekeeping Items (continued)

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# Agenda

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**Welcome & Introductory Remarks**

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**Overview of the Clean Energy Solutions Center**

- **Stephanie Bechler**, National Renewable Energy Laboratory

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**Presentations**

- **Hari Natarajan**, CEO, Clean Energy Access Network India (CLEAN)
- **Praveen Kumar**, Rural Marketing Expert, Lighting Asia/India Program, IFC
- **Sahil Khanna**, Greenlight Planet
- **Gaurav Mehta**, Founder & CEO, Dharma Life

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**Question and Answer Session**

- **Yasemin Erboy Ruff**, Sr. Associate, Energy and Climate, UNF

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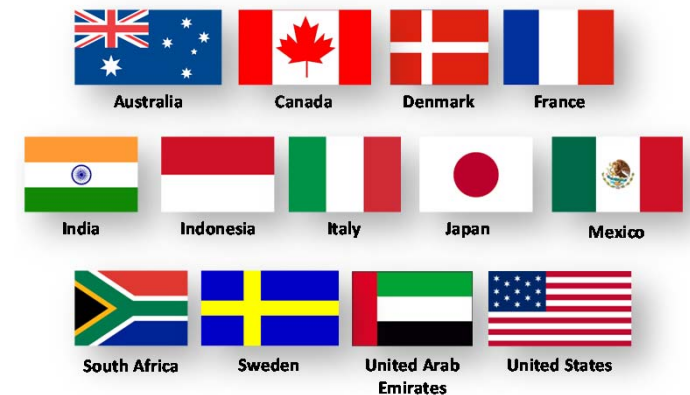
**Attendee Survey**

# Solutions Center Background and Vision

CleanEnergySolutions.org

**The Clean Energy Ministerial (CEM) launched the Clean Energy Solutions Center in April 2011. The Solutions Center:**

- Is one of 13 CEM Initiatives, which include:
  - Global Superior Energy Performance Partnership
  - Super-Efficient Equipment and Appliance Deployment initiative
  - Global Lighting and Energy Access Partnership
- Helps governments design and adopt policies and programs that support the deployment of clean energy technologies
- Has more than 35 partners, including IRENA, IEA, IPEEC, Sustainable Energy for All, Bloomberg New Energy Finance and Leonardo Energy
- Is co-chaired by the U.S. Department of Energy and the Australian Department of Industry.



# Clean Energy Solutions Center

CleanEnergySolutions.org

## Goals

- **Serve** as the primary resource for clean energy policy information, assistance and peer learning for governments and government-affiliated practitioners.
- **Share** policy best practices, data, and analysis tools across countries.
- **Deliver** dynamic services that enable expert assistance, learning, and peer-to-peer sharing of experiences.
- **Foster** dialogue on emerging policy issues and innovation across the globe.

### Primary

- Government Policy Makers
- Advisors

### Secondary

- Private Sector Companies
- Energy Entrepreneurs and Investors
- Non-Governmental Organizations
- Civil Society
- Others Engaged in Clean Energy

## Target Audiences

# Ask-an-Expert: Our Experts in Action

CleanEnergySolutions.org

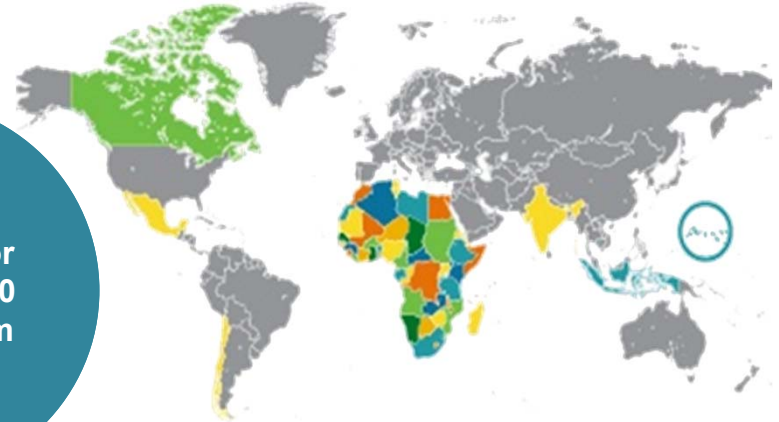


Connects policymakers to a global network of more than 30 energy experts for quick-response technical assistance on policies and programs relating to:



- Renewable Energy
- Energy Access
- Energy Efficiency
- Smart Grid
- Transportation
- Utilities

Delivered no-cost assistance for more than 160 requests from over 75 countries.



Please submit a question directly at  
**[cleanenergysolutions.org/expert](https://cleanenergysolutions.org/expert)**  
Or contact me directly to find out how the Ask-an-Expert program can benefit your work:  
**[Sean.Esterly@nrel.gov](mailto:Sean.Esterly@nrel.gov)**



# Hari Natarajan, CEO, Clean Energy Access Network India (CLEAN)

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Hari has over 15 years of experience in the energy sector, especially the clean energy and energy access space in India, within his roles at organizations such as GIZ, GVEP International, SELCO, Small Scale Sustainable Infrastructure Development Fund, IT Power India, Reliance Energy, etc. Through this period, he has worked on several aspects that include innovative business models, incubation, entrepreneurship development and support, enterprise and end-user financing, policy engagement, etc. He was also involved in the early efforts to establish a network of energy access practitioners in India, including the strategic discussions that led to the formation of The Clean Energy Access Network (CLEAN), and has been recently appointed as the CEO of CLEAN.

# Praveen Kumar, Rural Marketing Expert, Lighting Asia/India Program, IFC

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Praveen Kumar is a Rural Marketing Expert with the Lighting Asia/India Program of the International Finance Corporation (IFC, part of the World Bank group). Praveen is a post graduate from the Institute of Rural Management, Anand (IRMA), one of the leading Rural Management Institutes in India. He has 22 years of work experience with leading corporations in India, starting with The Arvind Mills Ltd, a leader in the Textile Industry. Since then he has been associated with Nerolac Paints, Godrej Agrovet Ltd and Tata Teleservices Ltd, in Sales and Business head roles. He specializes in business strategy and distribution management with extensive work experience and insights of the rural markets, across geographies in India and to a limited extent, Bangladesh.

# Sahil Khanna, India, Greenlight Planet

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Sahil Khanna comes from an FMCG background with a 2 year channel sales experience with Hindustan Unilever Limited. Sahil has been associated with Greenlight Planet since early 2015 and manages relationships as well as channel sales with various stakeholders in East and North East India. On the educational front, Sahil holds a Business Studies degree from Delhi University with a specialization in Marketing.

# Gaurav Mehta, Founder & CEO, Dharma Life

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Mr. Gaurav Mehta is the Founder and CEO of Project Dharma / Gajam India Private Limited. He has worked with Pratham since 2004 as a founder of the German Fundraising Chapter and on strategic initiatives with the CEO and Founder.

Mr. Mehta spent three years in the private equity space at General Atlantic, a large growth capital investment firm (until 2008). He focused his efforts on opportunities in the consumer and media and healthcare sectors across Europe. He also initiated and led General Atlantic's clean energy efforts in Europe. Mr. Mehta was also appointed advisor to Commonwealth Business Council Clean Energy Initiative for the Indian Government in 2008.

Prior to General Atlantic, He worked at Morgan Stanley in London in the investment banking division, where he specialized in European capital products and healthcare investment banking. Significant transactions included landmark deals for KfW, Deutsche Telekom, Deutsche Postbank, Siemens and BMW.

He has also graduated with a BA degree with honors in International Business Studies and French from the European Business School, London. He also has an MBA from London Business School.

# Question and Answer Session

Please submit any questions through the “Question Pane” of the GoToWebinar panel

## Questions



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# Attendee Survey

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# Your Participation is Appreciated!

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## THANK YOU!

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