

affordable power. To tackle the many quality issues mentioned above, Let's make solar work disseminates German knowhow to Nigerian energy professionals through training seminars on focused power auditing, advanced power efficiency measures and the use of solar PV-diesel hybrid power supply solutions. The participating professionals are enabled

to systematically advise SMEs and social facilities on suitable solutions for saving energy and for securing a more stable energy supply by simply using solar energy.

Three pilot power audits have recently been carried out in two selected SMEs and one hospital. They serve as good practice examples for solar professionals who develop

medium-sized solar projects by offering focused power audits to their clients. The initiative is co-financed by the German develoPPP.de programme with German public funds and operates a very informative website under www.letsmakesolarwork.com which features the "PV investment calculator" for clients and suppliers and also offers attractive downloads.

Next to two initial training seminars for trainers and solar EPC companies carried out successfully in Lagos at the end of 2017 and another to come before the end of June, 2018, more such training seminars are in preparation with well-established Nigerian vocational training institutes. The goal is to penetrate the topical training contents throughout Nigeria. Furthermore, accompanying dissemination activities spread the knowledge about the initiative and its comprehensive tool offering to all relevant Nigerian stakeholders through targeted media work and via Facebook.

Olivier Drücke



Olivier Drücke has been active since 1990 as an energy transition specialist, market and business developer in Germany, Europe, MENA and Africa, as well as worldwide. He has initiated and participated in many activities that helped shape the energy transition dynamics we see unfolding globally today. Olivier works as an independent international energy transition consultant and also serves as VP for strategy and market development at the German-Tunisian EPC company, SOLAR23 which has specialised in African solar markets since 2000.



Raising awareness, determining costs, and finding competent suppliers

Given the initial success of Let's make solar work, the two German Ministries of Foreign Affairs and of Economy and Energy have just been convinced to boost the initiative with more targeted measures on the demand side. In June, 2018, a new online campaign called "Solar works, Save money" will be launched to address SMEs and social facilities such as hospitals, schools, churches and mosques. The centrally featured PV investment calculator enables potential PV users to easily assess the economics of a PV diesel hybrid system investment,

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with indicators such as payback time, LCOE, IRR and NPV. Furthermore, the website lists competent Nigerian solar companies able to carry out a focused power audit, to dimension a customised PV diesel hybrid system and to submit professional offers to their interested clients.

Cooperation with other active solar programmes and initiatives in Nigeria will be actively sought because Germany's early experience with energy transition and cooperation dynamics teaches that the whole is bigger than the sum of its parts: It takes as many dedicated partners as possible to unleash the potential of solar energy. ■