



As part of our commitment to social impact, **OHROS Consulting Group** and **Solarworks** joined forces for a six-month solar energy project.

Our consultant, Francisco Vassalo, worked internally **alongside** Solarworks in **Mozambique for six months**, offering support to **overcome key challenges** in the country.

Who is Solarworks?

- **Solarworks provides access to reliable energy for low-income individuals through solar solutions**
- Operates in **Mozambique** and **Malawi**
- More than **150 employees**
- **95%** of the employees are from the countries **where the company operates**
- Solarworks **distributes solar home systems** and larger solutions for different type of customers
- Serving more than **70,000 households without access to energy**

Mozambique Situation

Among world's **top 10**
poorest countries

Poor grid **Reliability**

32 Million residents

+ - 40% of population
have access to electricity



Project Scope

Solarworks has established a **new team** dedicated to **providing larger energy solutions** for small and **local businesses**, such as restaurants, shops, schools, and others that currently lack access to energy or experience low-quality service.

This team's **responsibilities** include fostering **new partnerships** and selling **larger solutions** to meet the needs of these customers.

OHROS has assisted Solarworks in this effort by:



- Defining a clear strategy and customer type
- Developing business cases



- Training commercial and technical staff
- Implementing new methods for installation



- Business development
- New partnerships with NGOs



- Creating dashboard and new processes for lead to installation across the country

Project Benefits

- ✓ Increased number of recurrent sales, projects, and partnerships
- ✓ Trained commercial and technical staff across the country
- ✓ 1st Large Solutions Implemented
- ✓ 1st C&I Lead and Proposition
- ✓ New sales and installation process

