Project Scope

1. Create Value Propositions to explain business model
2. Utilize Questionnaire to guide data collection from interested clients
3. Design and document a Methodology for developing customized, optimal energy solutions

Value Proposition

- Provide a custom full energy solution to customers based on market segment
- Define life cycle costs of sustainable energy solution
- Enable customers to pay once the energy savings are realized
- Understand opportunity costs incurred by current non-sustainable energy sources
- Analyze hidden costs of reliance on Eskom Grid and other non-sustainable energy
- Realize ancillary benefits in productivity from sustainable energy
- Cultivate Sustainable Behavioral change among customers

Questionnaire

- Query customers on how they utilize energy today
- Determine energy goals and limits due to instability of the Eskom Grid
- Understand pain points in regards to each market segment
- Establish location and proximity to biomass and availability of solar irradiance
- Reveal operations and maintenance support that may lower life cycle costs