

2. GO SOLAR LTD

About us

Mr. Kennedy Oreje Tel: 0722 761 466 (Technical Sales person)

Email: info@gosolar.co.ke

Tel: 0737 555 222/0712 860 500

Location: Ashray Industrial Park, Kampala Road, Off Enterprise Road, Nairobi

Go-Solar Systems Ltd is a renewable energy company run by highly qualified professionals. They have undertaken numerous projects for Ngo's , governments of Kenya and South Sudan as well as various public and private institutions in the East African region. Go solar was incorporated in the Year 2003 under the Company's Act Cap 486 of the Laws of Kenya with focus on Solar Energy solutions.

They do solar panels, solar batteries, water heaters and other solar related products
They also do contract maintenance.

Introductions : **Were done by both GCRF Team and Go Solar Ltd.
That Mr. Kennedy Oreje is the Technical Sales Person and also the
Public Relations Manager of Go solar.**

P.I. GCRF

- That the objective of GCRF is to build a one stop Shop for Renewable Energy Technologies
- That in promoting access to Renewable Energy, the GCRF Team is mapping out demonstration centers.
- The team intends to have a demonstration Center at the University for studnets to learn of the Renewable Energies available and create interest.

Technical Sales Manager, Go Solar

- That he hopes both Teams will get possible areas of collaboration
- That as a solar Company, they do:
 - Solar Panel systems
 - Solar Pumping
 - Solar flood lights
 - Solar street lighting
 - Alternative Energy
 - Wind power systems
- That they deal in retail and distribution to end users.
- They sell solar panels in a one stop shop for solar solutions
- That they are not fully involved in Research but they work with TIVETs – Masai Mara Technical Training Center)
- That they do contract maintenance
- That they train Human resource for solar related solutions

- That they have an ongoing project to set up a research center

Certification:

- As a Company they do not give certification as the industry is regulated by EPRA
- They give students attachments and internships (they give students an opportunity to learn and practice and get hands on experience)

CHALLENGES

That they encounter the following challenges:

1. Unqualified personnel hired to install solar thus do a shoddy job.
2. Substandard products in the market that lie on wattage
3. Inverters and Batteries
4. There is a lot of competition between registered and non registered companies all fighting climate change.
5. Monetary (fiscal) – Counties take upto 2 years to pay for a project done for them and this affects the companies cash flow.
6. More research required for panel efficiency because it only gets to 22.7% - some companies have superior products – thus more research is needed.
7. China has the biggest stake in solar companies, India has joined and research is ongoing.
8. Initial cost is expensive (Installation payments are not yet accepted by companies)

BEST SOLAR LAMPS

1. Jinko
2. Amari Solar
3. Canadian Solar
4. Jongli Solar

INVERTERS

1. Magnizone (Best brand)
2. Froniers (Australian)
3. SME – Germany
4. MUST – Chinese Brand
5. TBB
6. Victrone – Most popular
7. Gronat – chinese

BATTERY

1. They come with inbuilt charger controllers.

They stock the following types:

- Value regulated
- Dry cell and Gel (Electrolyte use) – Gel (gives more life cycle)
- Lithium Phosphate (Expensive)
- PS&VS – OpzV
- Tubular Batteries – Slight Upgrade

- They use cables from East African Cables

POLICIES

- Tried in legal framework to zero rate solar panels, inverters to make them more affordable and feel that any gadget on solar installation should be zero-rated. Taxes should be reduced.
- Cables are manufactured locally and the cost needs to come down.

Ongoing Activities

1. NAROK, MASAI MARA – Research Center

That they have equipped offices and classrooms with 15 kilowatt solar panels and they are off grid. Requested Go solar to give us the location

2. Doing Street lights for Mombasa County
3. MSF, Homa Bay – Medicines San Francais – 60 kilowatt at Homa Bay Teaching Hospital
4. Working with Equity bank to give loans for installation of solar panels for customers

REGULATIONS

- You cannot install solar if you are not certified by EPRA
- There are manuals and guidelines for solar installation
- A database is available

All their technicians are certified by EPRA and EBK