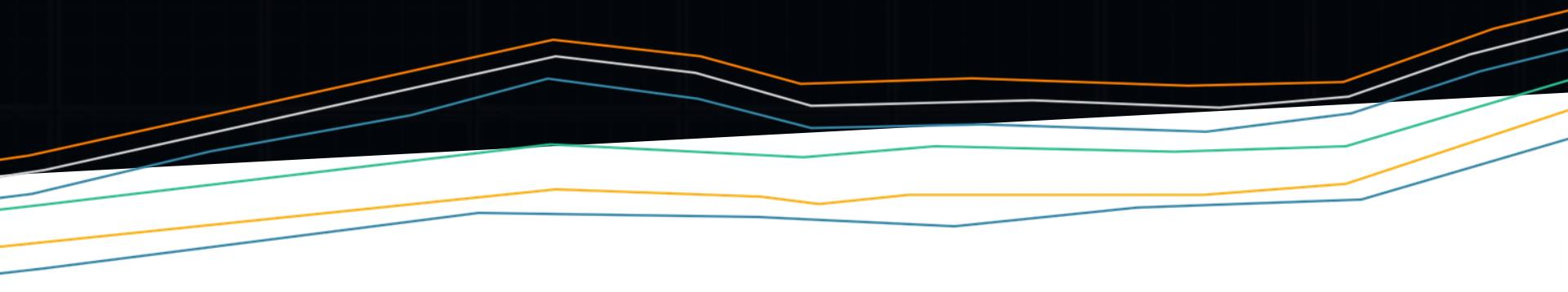




TRAINING WORKSHOP

MINI-GRID ACTION LEARNING EVENT ODYSSEY TRAINING

THURSDAY FEBRUARY 13, 2020





Today's Agenda

1

Introduction To Odyssey: Case Study, Data Management, Tenders, Asset Monitoring

2

Demo of Odyssey Software

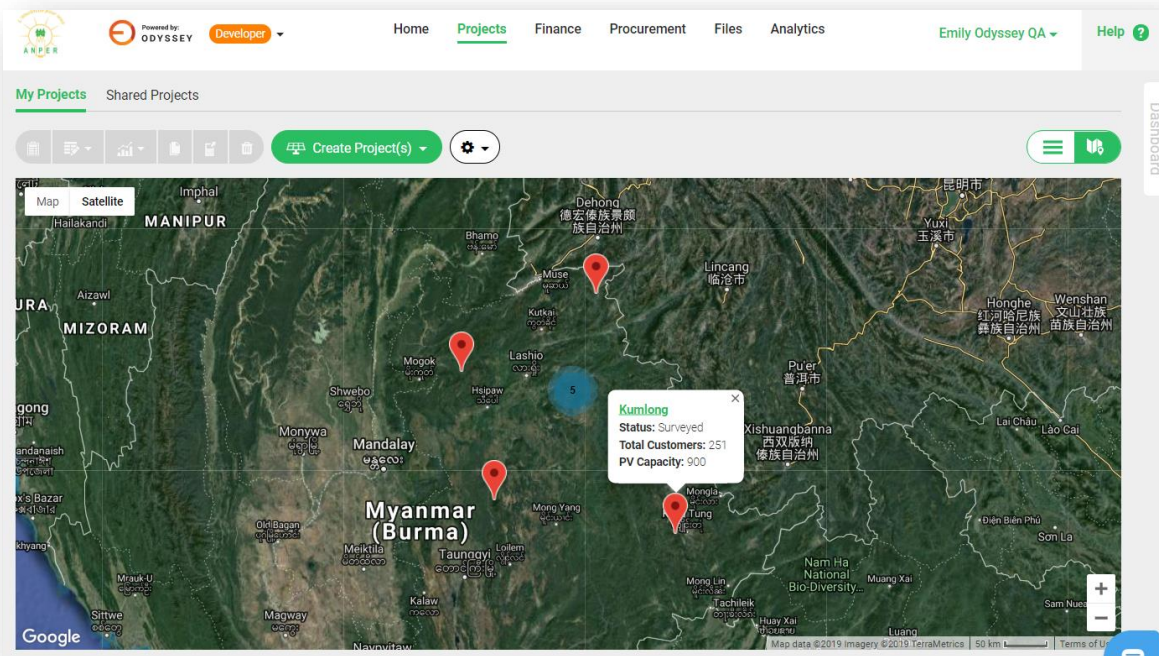
3

Coffee Break

4

Hands on Training

The platform for developing, financing, and managing rural electrification programs at scale



All stakeholders in a single platform to make project data actionable.

550+
organizations

30+
countries

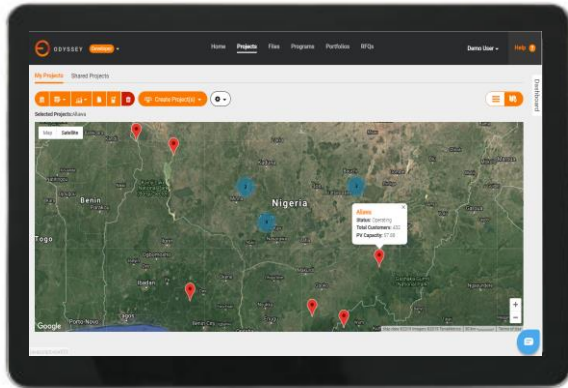
Tracking **12,500** off-grid connections
Facilitating **\$236M** in funding



An end-to-end tool suite

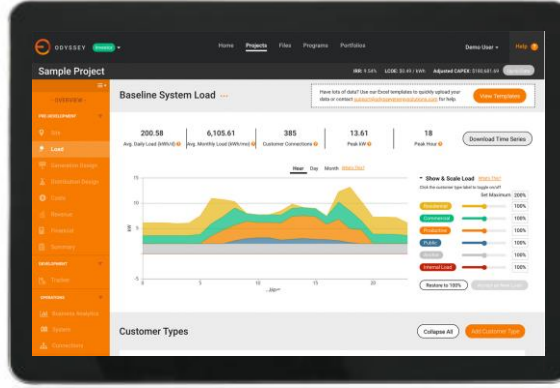
Feasibility Analyses and Data Management

A centralized database for all distributed energy project and program data collected by government agencies



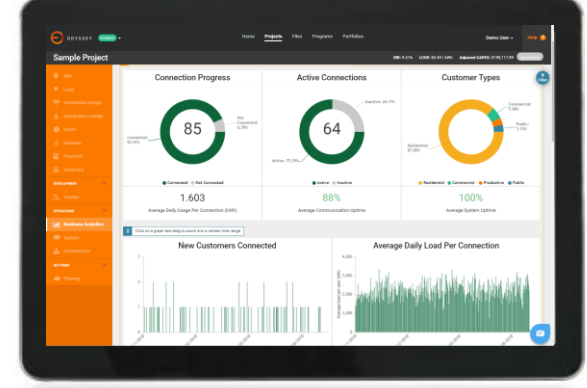
Tender Administration

A customizable platform for running tenders and financing programs, using standardized digital processes and evaluation



Project Monitoring

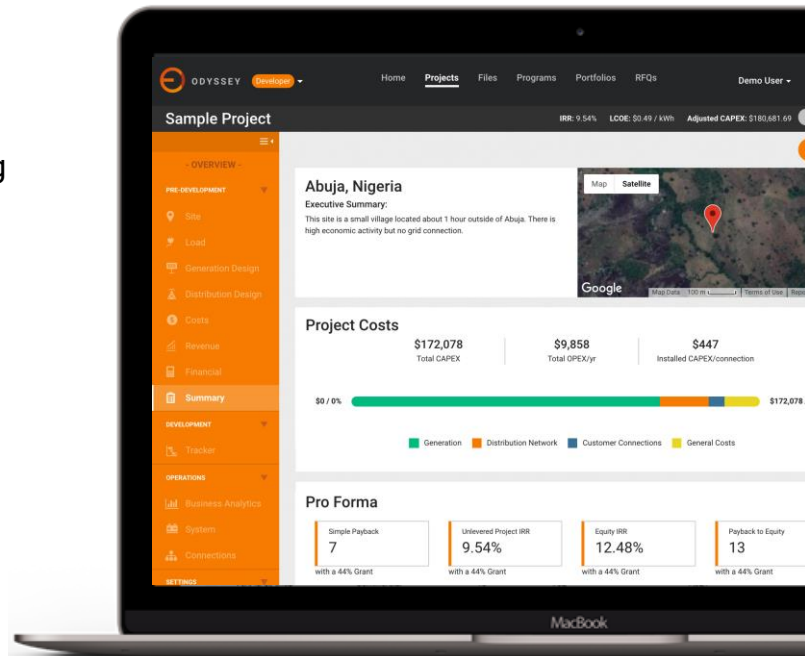
Digital monitoring tracks KPIs from projects throughout the country and efficiently manages results-based finance



Effective programs at lower cost

Odyssey was designed to:

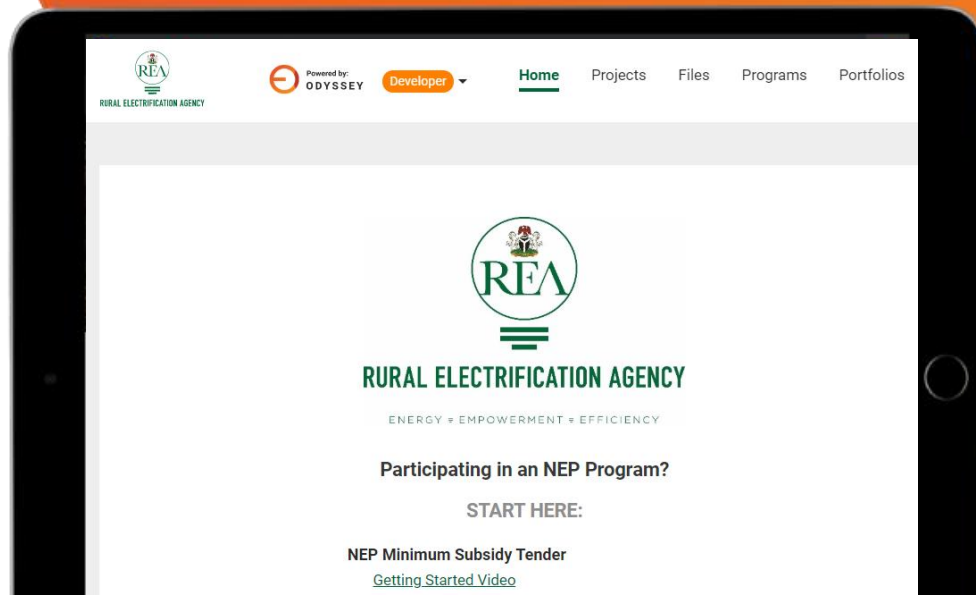
- ✓ **Empower organizations** to *access all of their information about electrification initiatives* and transparently track progress
- ✓ **Strengthen government institutions** and their partners by providing the tools necessary manage multi-faceted electrification initiatives
- ✓ **Reduce the overhead costs** associated with implementing distributed energy programs
- ✓ **Accelerate the roll-out of electrification efforts** by streamlining every process, particularly financing initiatives
- ✓ **Enables efficient results-based financing** using smart meter technologies to verify connections
- ✓ **Create a single platform for all stakeholders** to interact, including private sector developers, government agencies, donors, & investors



Case study: Nigeria Electrification Project

In Nigeria, Odyssey is facilitating the off-grid sector's largest government financing program to date (\$350M), funded by the World Bank. The platform has developed hundreds of feasibility studies for sites based on millions of data points on rural communities. This data is being used to manage a minimum subsidy tender, a mini-grid results-based financing (RBF) program, and a solar home system RBF – all using digital technologies to streamline the process. Odyssey has been certified as an approved e-tendering platform by the World Bank. The program just commissioned the first site, one of the fastest program implementations ever.

ODYSSEY IS THE PLATFORM FOR THE WORLD BANK'S \$350M FINANCING SCHEME WITH THE NIGERIAN RURAL ELECTRIFICATION AGENCY



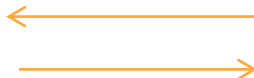
A Single Place for Tender Stakeholders to Interact

Odyssey cuts administrative costs while increasing **visibility** and **efficiency**. Stakeholders enter and share data to conduct all financing and operating activities.

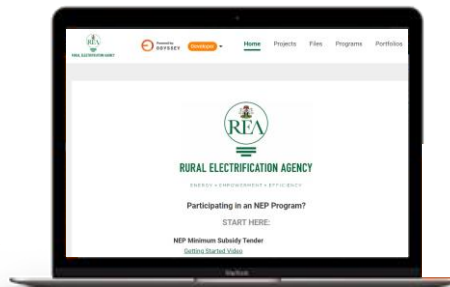


**Mini-Grid Operators
SHS Companies**

- Bid notifications
- Technical and financial outputs



- Upload data & docs
- Integrate systems
- Share data
- Tender bids



- Detailed results
- Reliable M&E
- Live dashboards
- Useable data insights

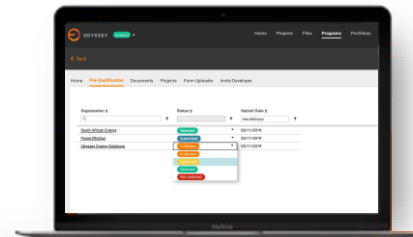


Governments & Financing Partners

- EOIs and proposals
- Live Project KPIs



- Tender information
- Activity tracking
- Proposal evaluation
- Program reporting



**Program Implementers
(Gov't & Contractors)**

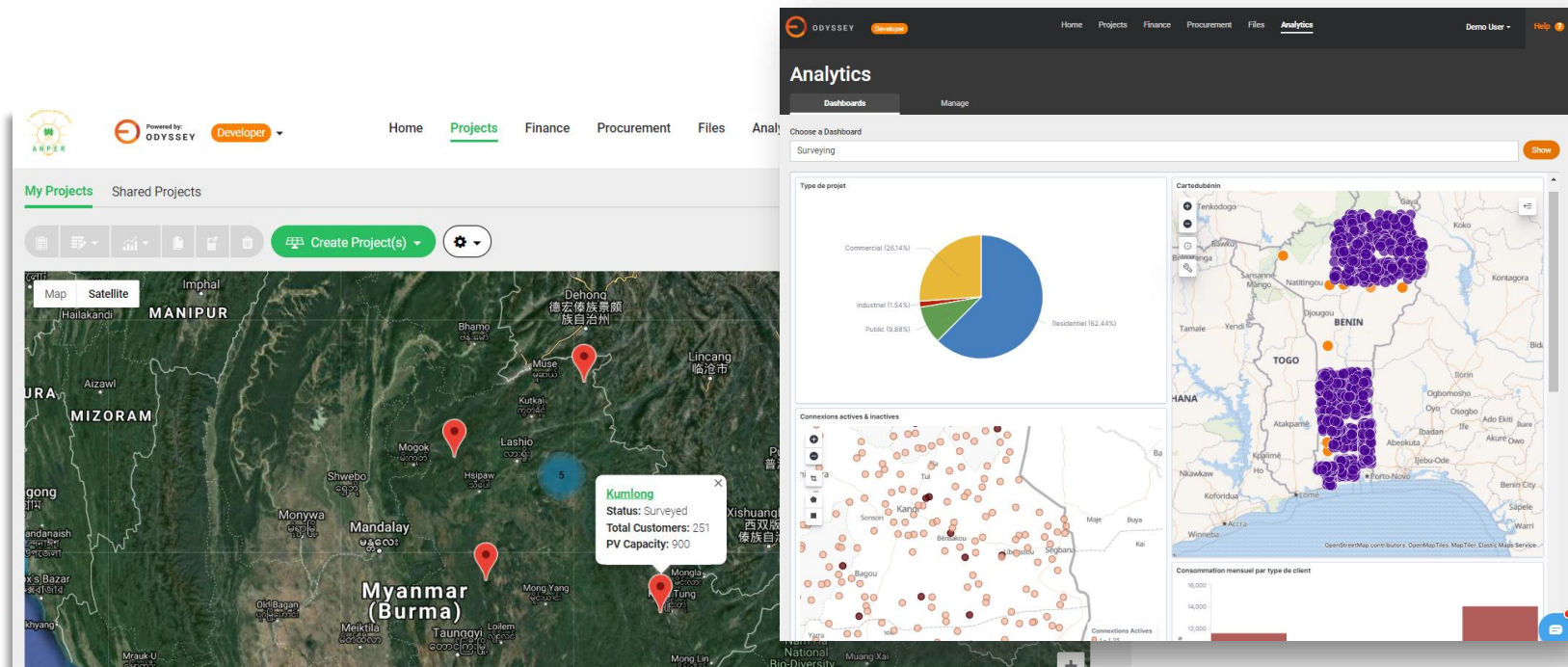
An efficient, digitized process from beginning to end

Manage financing programs to rapidly scale mini-grid deployment. Collect, store, and share live and actionable data with tender participants. Receive standardized proposals with advanced analytics. Track progress with dashboards for construction and operations.

1	Market Intelligence	Process and organize all the existing quantitative and qualitative feasibility data for potential sites.
2	Expression of Interest	Manage solicitation of Expressions of Interest from top companies in the sector, with customizable digital forms and data rooms.
3	Tender / Grants Admin	Bidders analyze shared data (if provided) to create standardized proposals for each site or lot, with key metrics automatically calculated.
4	Performance Verification	Odyssey will integrate with on-site meters to verify connections for results-based financing, as well as organize all documentation required for fund disbursement.
5	Asset Monitoring	Use Odyssey to track operational KPIs for mini-grids and SHS. Monitor program results, system reliability, and more – on a large scale.
6	Analytics	Join high-volume data sets, transform and manipulate data, conduct machine learning and geospatial analyses to gain sector insight.

Market intelligence

Odyssey imports and automatically analyzes all **site feasibility data**, ensuring that market intelligence data can be **securely** shared with all stakeholders for tendering or other activities.

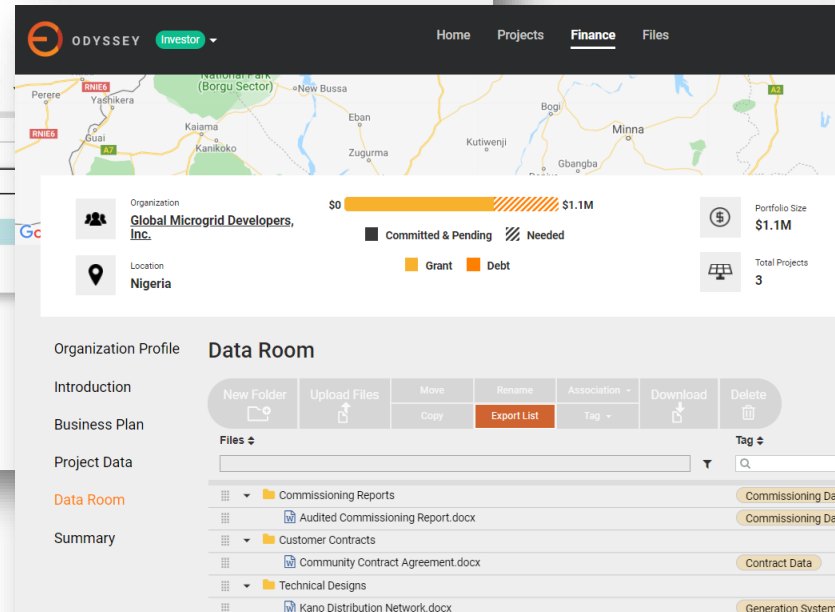
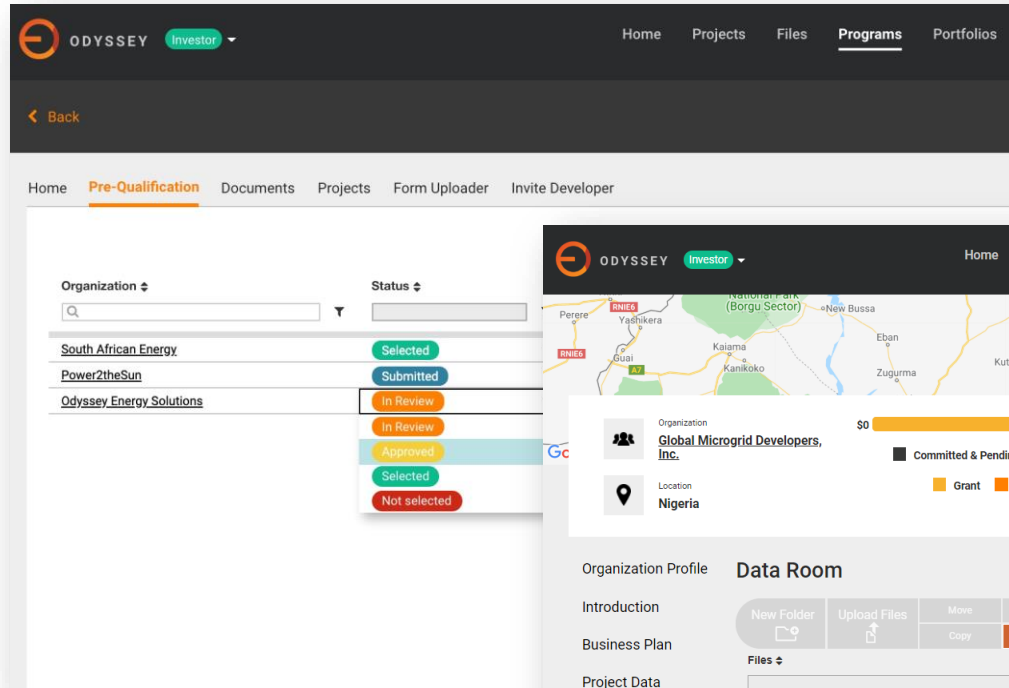


Expression of interest

Customized Expression
of Interest application

Smart data rooms to
manage all required files
for the EOI process

Track the status of
every bidder to
communicate
evaluation results



Digitized tenders and grants administration

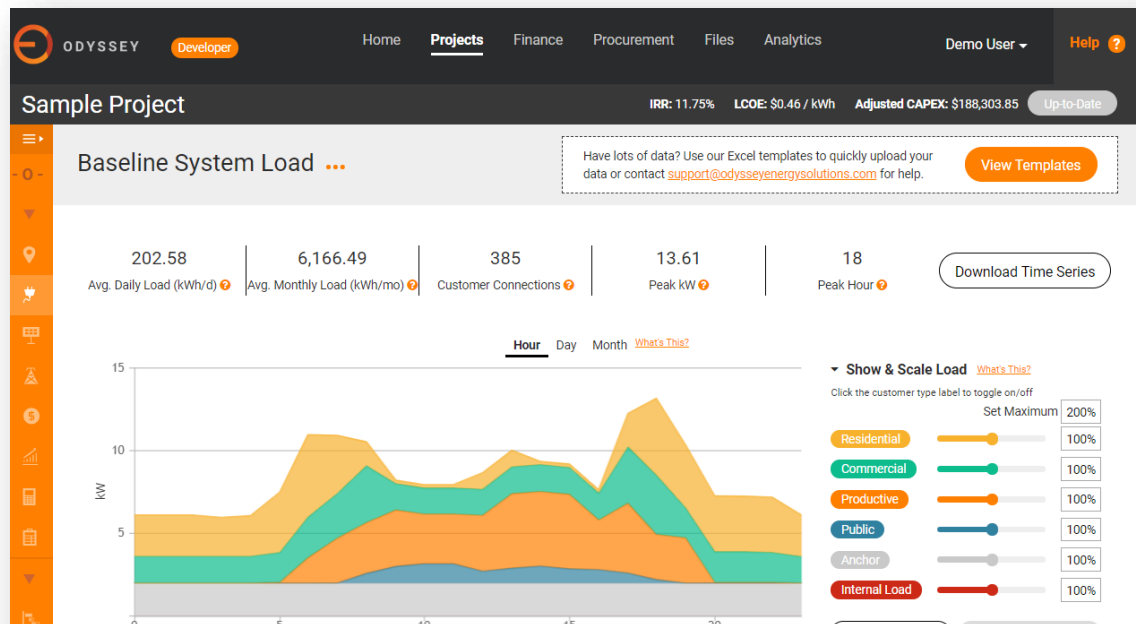
Odyssey streamlines tendering by digitizing every phase of the process. Bidders register, access tender data, and submit standardized, data-driven proposals with KPIs and validation checks calculated by the platform.

Integrated technical tools,
e.g. HOMER to
automatically validate

Standardized proposals –
calculation of all key
metrics for evaluation

Industry-vetted financial
model and technical
designs generated for
every proposal

Customized smart data
room to manage all
required files



Performance verification

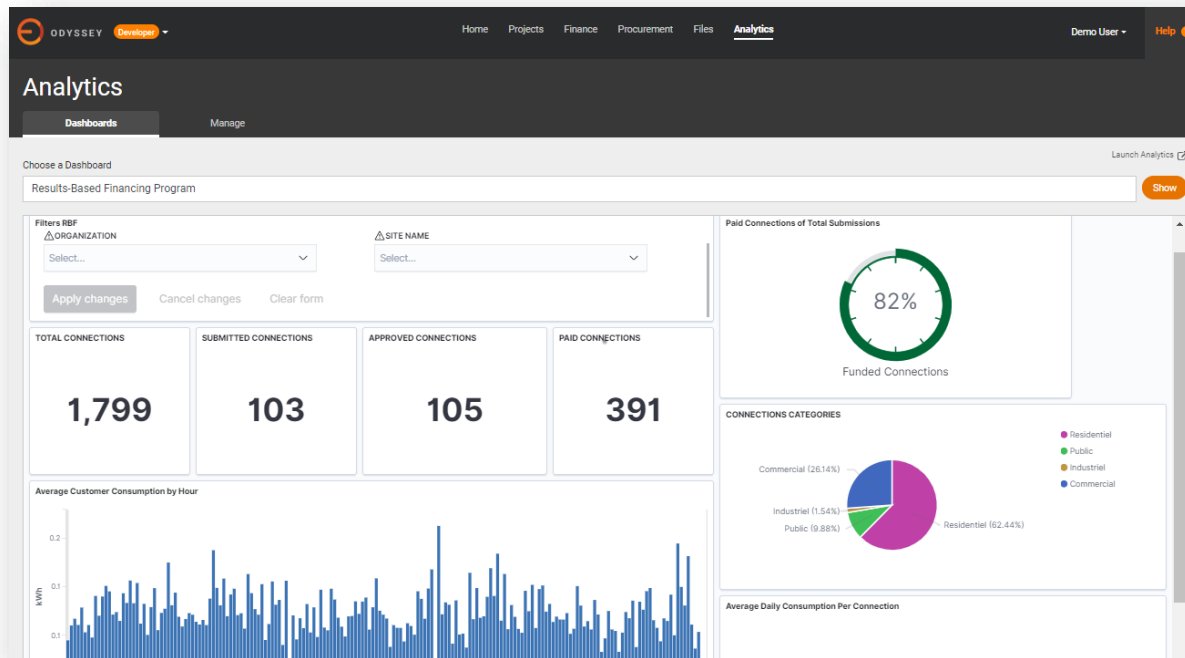
Odyssey offers the only platform **specifically built for results-based financing**. With an intuitive workflow for tracking every connection through remote verification, Odyssey unlocks innovative financing schemes at lower cost.

Set custom rules to remotely verify if a connection is eligible for funding

Manage all required documentation for every project and connection

Track the status of each project to forecast payouts

Message with the developer within each project to request information or track progress



Real-time monitoring and evaluation

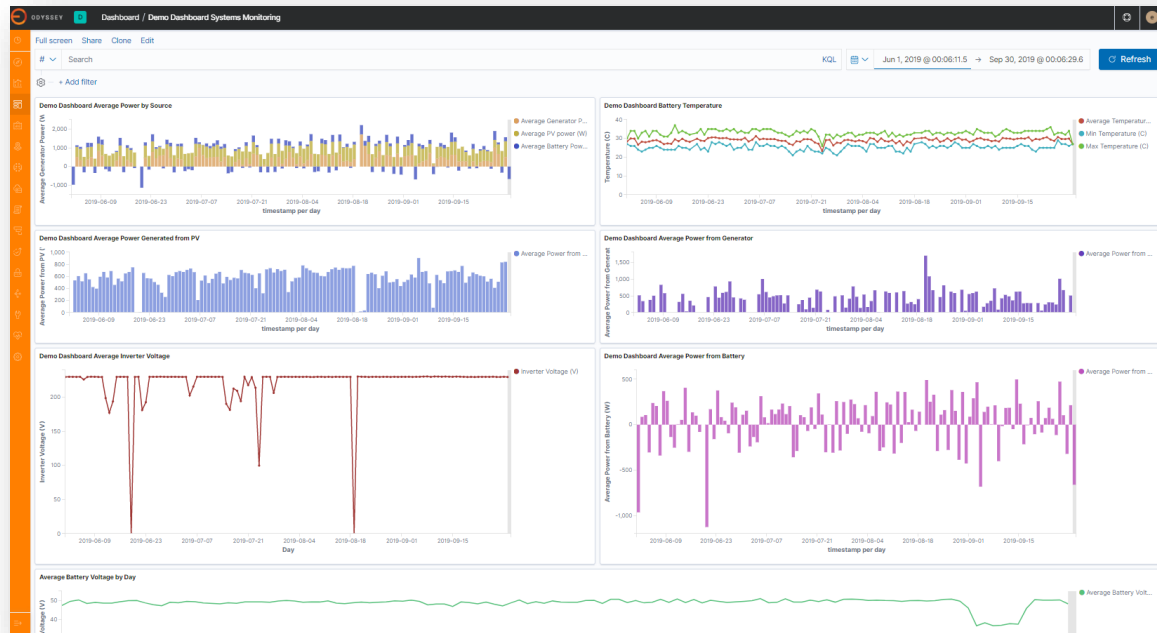
Odyssey collects real-time data feeds from all data streams to analyze data across all mini-grid and SHS systems deployed. Access monitoring and evaluation data effortlessly.

Integrate smart meters and inverters for live monitoring of site performance

Effortlessly share data with other project stakeholders

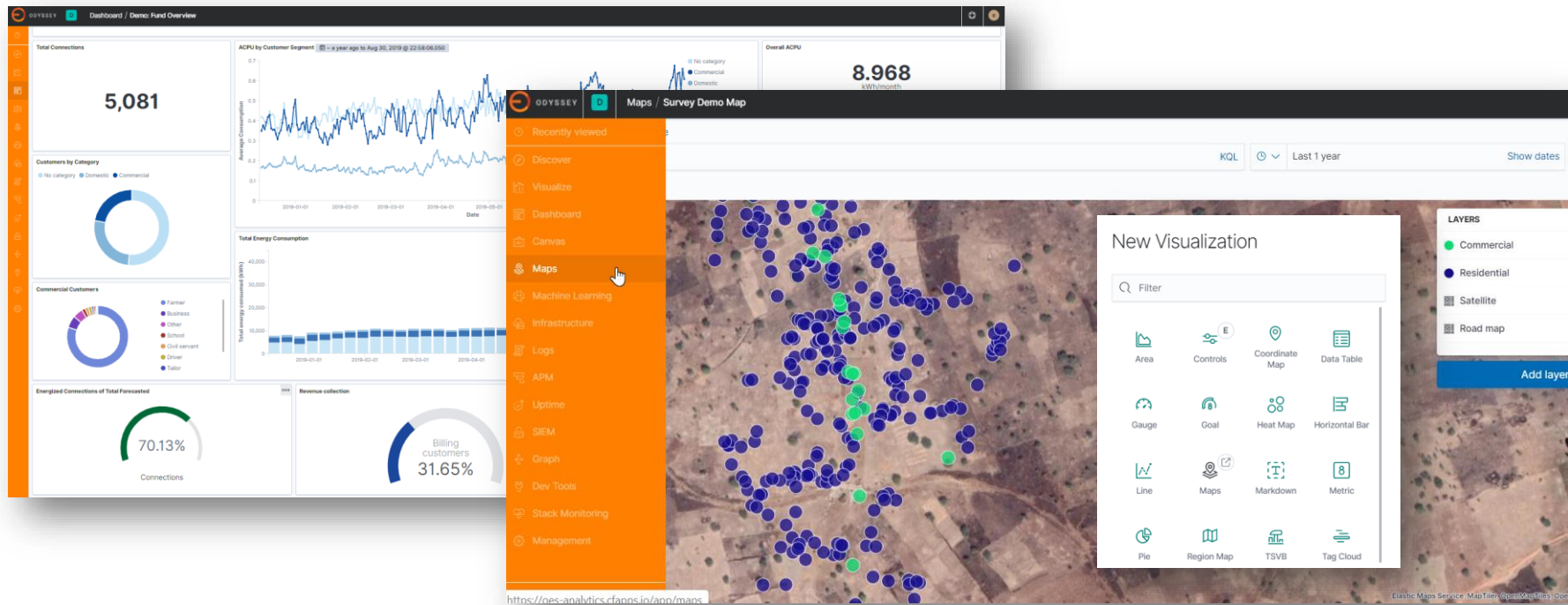
Upload custom data to via intuitive user interfaces

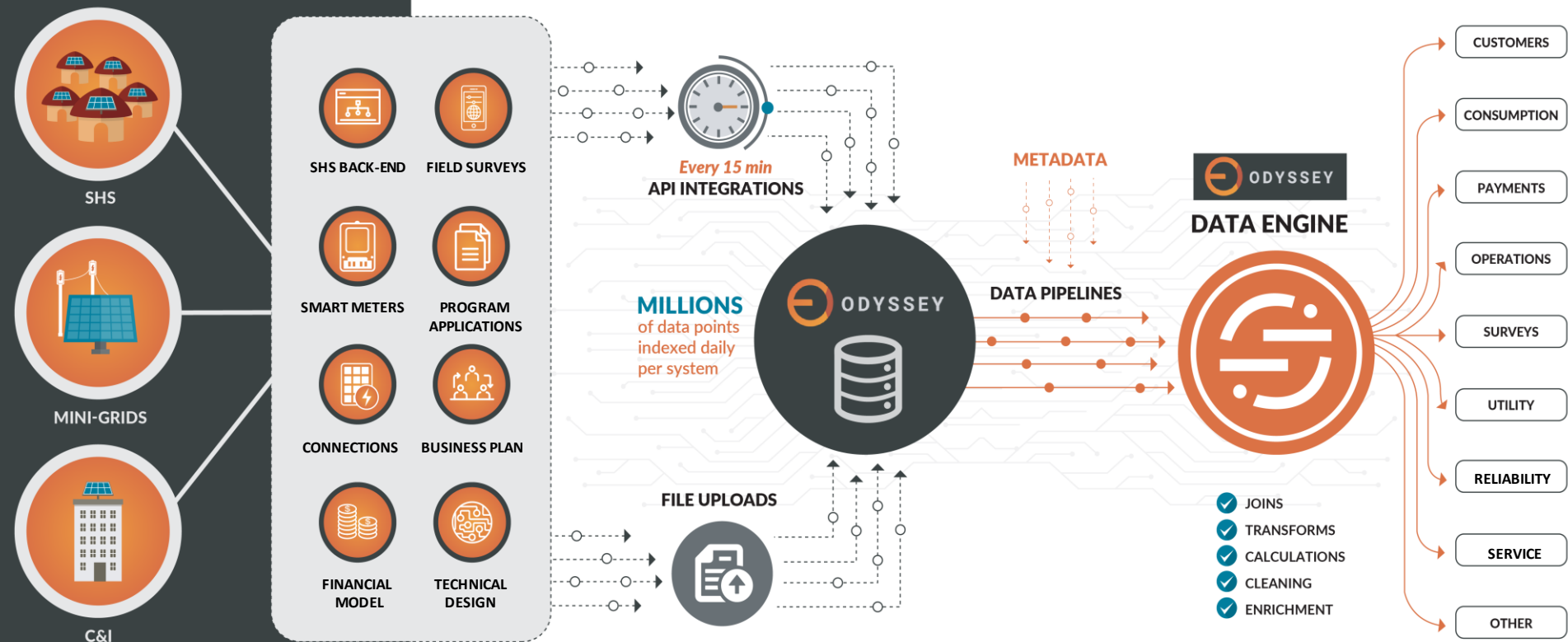
Monitor compliance with reliability and other quality assurance standards



Advanced analytics

Odyssey's analytics platform goes beyond monitoring KPIs to enable advanced analysis of complex portfolios, generating critical insights to advance the sector.







Get in touch to take a tour of our platform:
info@odysseyenergysolutions.com

To bring electrification through mini-grids and solar home systems successfully, we need to [be] efficient with our concessionary finance programs, collecting data on sites, and sharing that data with the private sector and other stakeholders. Odyssey makes all that possible. We have seen firsthand that data is absolutely essential to catalyzing the mini-grid sector.

-- Rural electrification government official