

Why investment in solar-based irrigation is limited although it has almost everything we wish for?



Action research to bunding innovations



ANALYZE

- Multifaceted contexts
- Value chain
- Innovations
- Available resources

ACTION RESEARCH

How can solarbased irrigation be capitalized?

ENGAGE

- Facilitate multistakeholder dialogues
- Engage with value chain actors



- Partnerships
- Investment mechanisms
- Demand-driven capacity building

REFLECT

- Impacts
- Scaling to other contexts
- Changes along scaling processes
- What can we do next?



Business-research scaling partnerships

- Scale solar-based irrigation bundles
- Capitalize investment from partners, impact investors, grant funders, and donors



- Solar suitability mapping
- Water accounting
- Market segmentation for irrigation bundles





Scaling grant

- Six partnerships in Ghana, Mali, and Ethiopia granted US\$ 1.6 million
- Benefiting 400,000-500,000 HHs



Demand-driven capacity building

- Innovation hackathons
- Internship with the private sector
- Solutions for inclusive business



Business-research scaling partnerships





Ghana and Ethiopia

- Value chain analysis
- Solar innovation identified

Ghana

- Establish partnership
- Market segmentation
- Pay-go solar pump bundle
- Demandsupply linkage

Ghana

- Private sector internship
- Tailored business models

Ghana

- Market segmentation in three new regions
- Identify new partners

Ghana

- Expand market linkages to new regions
- GIZ's derisking investment

Ghana

- Capitalize sale and service networks
- De-risking investment

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- Ghana and
Mali: attract
impact
investment
i.e., Lorentz
and Shell
Foundation

- Core

partners'

million

annually

investment

of JUS\$ 1.5

- Ghana: attract grant funding from i.e., USAID

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Accelerators















- Value chain analysis

Mali

- Private sector partners
- Demand segmentation

Ethiopia

- Hackathon and internship
- Digital pay-go credit and client fit assessment
- Market segmentation
- Demand-supply linkage

Mali

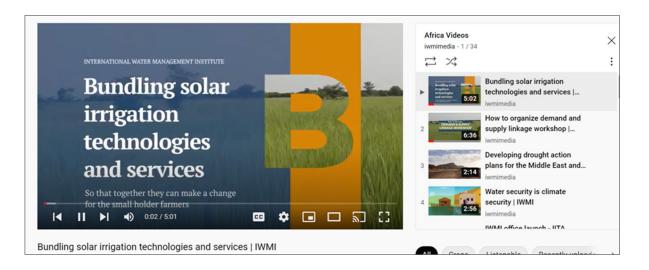
- Internships
- Digital pay-go credit assessment
- Multi-private partners
- De-risking investment

Multi-stakeholder dialogues to facilitate scaling of farmer-led irrigation and water solutions



Emerging lessons

No silver bullets - bundling innovations is de-risking scaling investment



Relevant businesses, services, and solutions exist to bundle for uniting actors to address trade-offs

De-risking investments must be responsive and adaptive to needs and changing contexts



Greater transparency and adaptability to unpack what works, what doesn't work, and what's next



Thank You

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