



Fondo Multilateral de Inversiones
Miembro del Grupo BID

REPORTE DE ESTADO DEL PROYECTO (FINAL) JULIO 2015 - DICIEMBRE 2015

SECCIÓN 1: SÍNTESIS DEL PROYECTO

NOMBRE DEL PROYECTO: QUETSOL ENERGIA SOLAR PREPAGA PARA LA BDP EN GUATEMALA

Nro. Proyecto: GU-M1053 - Proyecto No.: ATN/ME-14292-GU

País Administrador
GUATEMALA

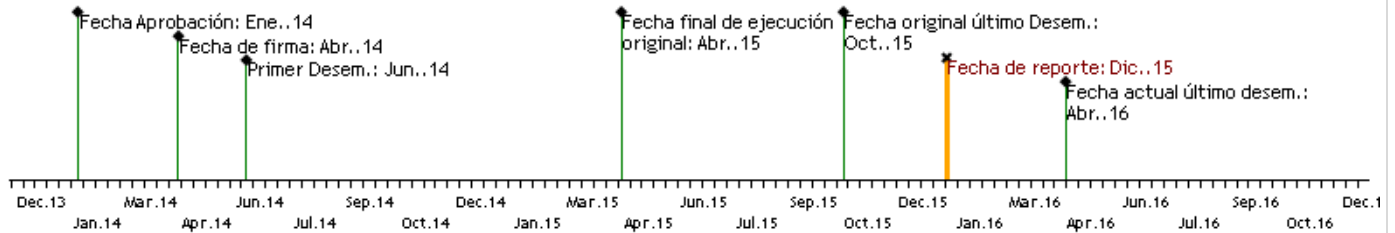
País Beneficiario
GUATEMALA

Agencia Ejecutora: QUETSOL S.A.

Líder equipo de diseño: DAVID BLOOMGARDEN

Líder equipo de supervisión: LUIS MEJIA CANIZ

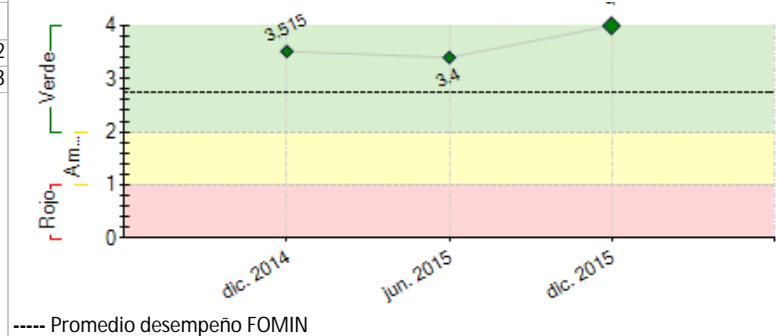
CICLO DEL PROYECTO



RECURSOS

	Aprobado	Cancelado	Desembolsado
FOMIN	\$262,920.00	\$812.58	\$262,107.42
Contrapartida	\$318,200.00	\$0.00	\$458,163.33

PUNTAJE DE DESEMPEÑO



SECCIÓN 2: RESULTADOS Y LOGROS

Desempeño del proyecto una vez terminado

According to the indicators of the purpose of the Project, the main results achieved during the execution time are:

- Household with Solar Kits installed by Quetsol during the reporting period: target 1500; number achieved 3,506.
- Number of communities with 15 or more systems installed during the reporting period: the original target 60 communities; the final amount 104 communities.
- Increase in revenue during the reporting period: the original target on this indicator was \$60,000; by the end of the reporting period, the amount achieved was \$106,459.00

During the execution time, there were different activities performed. The most important ones are:

- A new printed circuit board that combined both the charge controller and the PAYG unit developed for the improvement of the solar panel kit.

- Five different case prototypes were designed, incorporating the new PAYG user interface.
- During the reporting period, three different smart phone and feature phone apps were developed, overcoming the original target (1 application).
- As part of the new prepaid system design, three different LED base prototypes were developed, when the original target was just 1 new design.
- A total of 104 different communities were informed, during the reporting period, of the advantages of investing in solar panel energy kits, related to the environmental and financial help that this kind of systems can bring to the final users.
- Also, during the reporting period it was possible to measure the impact of the project through customer surveys focusing on a range of human development indicators including education, health, savings, productivity and connectivity.

During the life cycle of the project, the most relevant risks were: 1. the low rate of payment collection; 2. the installed kits could be stolen, tampered with or just left unused; 3. difficulty of providing ongoing maintenance and customer care; 4. technological risks; each of them, have been successfully mitigated with specific actions to ensure this result.

The business model has been an important key to ensure the sustainability of the project during the executing period and even after it. Quetsol's model is replicable and applicable worldwide meaning that its service has the ability to reach customers in need of electricity wherever they are. The project provides its market partners with the technology, know-how and quality assurance best practices needed to become successful service providers.

Comentarios del líder de Equipo de Supervisión

Differences are signaled in previous description written by Executing Agency, which are consistent to project performance.

Quetsol has being successful on creating a sustainable and scalable business model now branded as Kingo. ICC investment officers Carlos Arguello and Alberto Parodi are already aware and informed. Base on the information they accessed and dialogue with Kingo CEO and CFO, they decided to visit again the financing opportunity when Kingo is ready to access debt finance, expected end of 2016. Meanwhile FMO and PROPARCO are in process of due diligence to invest equity on Kingo. Such investment will help Kingo scaling up the business model in Central America to reach USD 10 million sales in 2016. MIF Specialist has been in contact with PROPARCO and FMO, receiving consultation about project development and MIF support on accelerating the business model.

Evaluación final

Comentarios del líder de Equipo de Supervisión

[Evaluación final](#)

SECCIÓN 3: INDICADORES

Indicadores		Línea de base		Planificado		Logrado		Porcentaje			
Propósito:											
Clasificación:											
Hitos		Planificado		Fecha Vencimiento		Logrado		Fecha en que se logró		Estado	
FACTORES CRÍTICOS QUE HAN AFECTADO EL DESEMPEÑO											
[X] Desempeño inadecuado de proveedores de servicios/contratistas											
[X] Cambios en la política nacional											

SECCIÓN 4: RIESGOS

RIESGOS CRÍTICOS GESTIONADOS DURANTE LA IMPLEMENTACIÓN

NIVEL DE RIESGO DEL PROYECTO: Baja NÚMERO TOTAL DE RIESGOS: 4 RIESGOS VIGENTES: 0 RIESGOS NO VIGENTES: 0 RIESGOS MITIGADOS: 4

SECCIÓN 5: SOSTENIBILIDAD

Probabilidad de que exista sostenibilidad después de terminado el proyecto: MP - Muy Probable

Quetsol. now branded Kingo has developed a sustainable and highly scalable business model. MIF support was key to build capabilities and knowledge, as the same as develop adequate pieces of the business model to be succesful.

FACTORES CRÍTICOS QUE PUEDEN AFECTAR LA SOSTENIBILIDAD DEL PROYECTO

[No se reportaron factores para este período]

Acciones implementadas relativas a la sostenibilidad:

The business model has been an important key to ensure the sustainability of the project during the executing period and even after it. Quetsol's model has become replicable and applicable worldwide meaning that its service has the ability to reach customers in need of electricity wherever they are. The project provides its market partners with the technology, know-how and quality assurance best practices needed to become successful service providers.

[Plan de Sostenibilidad](#)

SECCIÓN 6: CONOCIMIENTO

Lecciones Aprendidas

1. Being part of this opportunity, through IDB's technical cooperation and all the processes related to acquisitions of different types, was useful not only for the success of the Project itself, but also to learn about new and useful tools within the administrative area that can be used as a reference for future cooperation.

2. As part of the critical actions that the Project Coordination Unit was looking to achieve during these last months of the project, were related to the completion of remaining contracts (consultants): Sales consultancies, as part of component 2, and the Impact Study as part of component 3. To ensure finishing each of this processes on time, a week before the execution end date as stated on the Agreement, we proceeded with the contracts termination. By doing this, the time was enough to close each of the consultants' files, after completing all the final documentation. This is part of the lessons learned during the execution of the project, where the time is valuable due to the commitment with the annual plan.

3. During the executing period there were different changes, specifically related to the funds available on each of the three components that were part of this project. Although the counterpart had to invest more of what was established according to the original plan, and now that the project has finished, its success is undeniable. IDB's technical assistance was one of the main keys for such a great result, and now the corporate team is working to develop a new business plan for international expansion.

Relativo a
Design

Autor
Bejarano, Beatriz

Implementation

Bejarano, Beatriz

Sustainability

Bejarano, Beatriz

Indique cuáles son los principales productos, dónde se encuentran y cómo podrían aplicarse o "compartirse" con otras entidades o proyectos similares.

Final evaluation contains also the business model sistematization. All products are available at MIF intranet and IDBDocs.

Productos principales del proyecto

[Abr. 2015] Informe: Estudio de Línea Base (Other)

Autor: Elías Miguel Ahuat Valencia, Consultoría

[Abr. 2015] Estudio de Impacto, Prueba Piloto (Other)

Autor: Elías Miguel Ahuat Valencia, Consultoría

[Jun. 2015] Análisis de información ANT (Other)

Autor: Elías Miguel Ahuat Valencia, Consultoría

[Jun. 2015] Hoja de Proyecto (Project Fact Sheet)

Autor:

[Sep. 2015] Estudio de Impacto 2 (Other)

Autor: Elías Ahuat, Consultor

[Mar. 2016] (Case Study)

Autor: Jorge Barrigh

SECCIÓN 7: DOCUMENTOS

14/ENE./2014 [Memorando de Donantes](#)
09/MAR./2016 [Informe de Evaluación Final](#)
09/MAR./2016 [Plan de Sostenibilidad](#)

[<http://www.fomin.org/file.aspx?DOCNUM=38367007>]
[<http://www.fomin.org/file.aspx?DOCNUM=40170730>]
[<http://www.fomin.org/file.aspx?DOCNUM=40170663>]

[Ficha del proyecto](#)

<http://apps.fomin.org/public/psr/projectprofile.aspx?proj=GU-M1053&lg=SP>