

Presentation on My Entrepreneurial Journey in the Energy and Power Sector

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Background of my journey as an Energy and Power entrepreneur

- ❖ Started with a passion to instal on a trial basis SHS for a few under privileged rural area homes with no grid access to assist alleviating their social status in 2006
- ❖ Prompted to sell genuine electrical products after an experience of repeat purchases of sub standard electrical installation products I was buying
- ❖ Ventured into opening an electrical shop in the market stocking electrical and Solar PV materials which later created a break through into a renewable energy market access
- ❖ Undertook a course in renewable energy ie Solar Home Systems and took an initiative to undertake a number of trainings in line with the same to serve my clients better
- ❖ Ndagha Electrical and Solar Company was then established in 2007
- ❖ Started project bidding for small scale projects for domestic use eg wiring homes for AC and Solar PV lighting especially in the rural areas (only 1% of the rural areas are grid connected; less than 10% of the whole population are grid connected)
- ❖ Got more jobs for Renewable Energy (RE) and my orientation and passion grew more towards RE technologies
- ❖ Worked with health institutions as well as training local women and youths in efforts of empowering them with basic knowledge of RE technologies

Access to Market

Volunteered to work with organisations for knowledge gain in Renewable Energy projects and later subcontracted for installations and maintenance of Solar PV Vaccine fridges in the health centres and staff houses for the Northern Region of Malawi

Exposure gave access to install Solar PV Systems to other business individuals and companies to help cut bills on electricity and have sustainable and reliable power supply

Enablement to be hired as Energy Consultant to work at the Water Treatment Works on electromechanical motor systems designing

Working with local women conducting trainings to equip them with basic electrical skills so that they can understand their installed systems made us get known

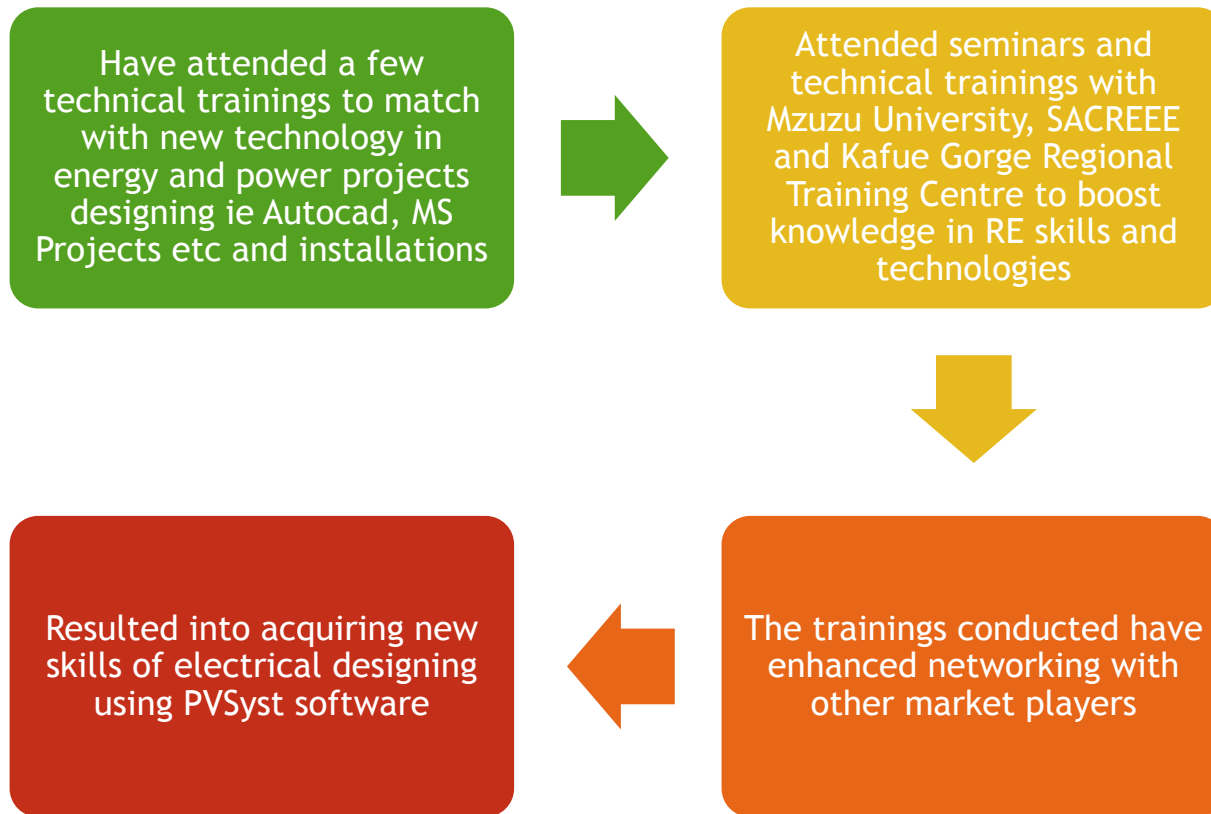
Access to Finance

Use of personal resources
to fund my business

Reinvestment of earnings
to grow the business

Support from family

Access to technology, skills and networks



Achievements and Success stories



Branding of Ndagha Engineers Company on the market



Knowledge gain as well as work experience in the industry technology



Confidence in electrical designs by our clients



Exposure to other market players, hence skills upgrade



Youth and Local women's ability to conduct minor maintenances on their installed systems through conducted basic Renewable Energy trainings

SACREEE



NDAGHA ELECTRICAL
& SOLAR
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OUR SERVICES

- Solar power systems Designing, sizing & Installation
- Electrical Audits to ensure safety
- Maintenance of your power Installation systems

FOR CONSULTATION CALL

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EEC
MASTERSHIP AWARD
EnergyCPD.co.uk

Ndagha Company Brochure

Challenges

Difficult to retain staff due to market instability to secure works

Bidding contracts not easily available

Lack of small business financing/funding opportunities with minimum interest rates

Competition with unskilled and cheap labour against quality and standard installed electrical systems

Inability to do bulk procurement of electrical materials for business sustainability because of lack of financing

Lack of exposure to business incubators and accelerators in the energy and power sector for SMEs

Lack of relevant staff technical trainings to compete on the market for technology advancement in projects management

Failure to get connected to business incubators that fund SMEs in energy and power for start-ups

Use of business earnings as investment capital

Unaffordable costs to fund technical trainings for skills upgrade for skills upgrade

Lack of business networking continuity

Way Forward

Finding low interest rate money lending institutions than commercial banks

Continuous skills development and technology transfer through relevant technical trainings

Recruitment of more skilled labour when on work contracts

- - to ensure quality and customer loyalty

Improvement in networking with business incubators and accelerators in energy and power markets through planned symposiums

Advertise more on social media eg LinkedIn, facebook etc

Continuous learning to acquire new knowledge, hence growing the business with new technology

**THANK YOU
FOR YOUR
ATTENTION**

