

SAIREC 2015

South African International Renewable Energy Conference



4 - 7 October 2015

Cape Town International Convention Centre
South Africa

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A first for Africa

Fact Sheet on a site visit to South African Renewable Energy Business Incubator Scheduled on 7 October 2015 at 8:30 at CTICC



energy

Department:
Energy
REPUBLIC OF SOUTH AFRICA



sonedi
South African National Energy
Development Institute





South African Renewable Energy Business Incubator

1. Background

The South African Renewable Energy Business Incubator (Sarebi) was established in 2012 by the Small Enterprise Development Agency (SEDA) Technology programme, to establish a Renewable Energy Business Technology Incubator. It is Sarebi's mission to turn energy entrepreneurs into better business people through appropriate business development interventions.

2. Objectives

The objectives include;

- a) Contributing to higher enterprise skills in RE SME sector
- b) Growing the SME pool in RE sector
- c) Unlocking supply chain opportunities in RE sector
- d) Increasing level of local content in sector
- e) Contributing to re-industrialization of SA industry
- f) Contributing to job creation

3. Main outputs

The Sarebi model focuses on addressing the high failure rate of existing small entrepreneurs in the renewable energy sector due to a lack of entrepreneurial skills.

Sarebi does not provide vocational skills training. It focusses on improving the business sustainability through a range of interventions such as developing financial skills, business development skills, customer relationship skills,

validation of business models and teaching entrepreneurs to accurately cost for their product or service. Additionally each incubatee is assigned a business mentor that will identify specific challenges in the business and help develop specific interventions to address such.

The key outputs of the Sarebi model is measured in Jobs created and economic activity generated through the entrepreneurs served. We track the revenue and profitability growth of our incubatees over time as well as the growth in employment.

4. Employment creation

Sarebi is a support institution for SMMEs in the renewable energy manufacturing sector. It has supported I-Solar with a Technology Localisation Implementation Unit funded project to manufacture solar water heaters with 100% local content, It is supporting 2 LED light manufacturers and supporting the development of higher local content as well as securing markets that have seen the creation of 18 New jobs in the sector. We have successfully launched our new manufacturing technology centre that supports the development of locally manufactured components for the sector.

Many entrepreneurs exist in the industry but small entrepreneur's need strong stable policy environment from Government to support the off take of their products and to support investment in manufacturing.

Trading and growing with 3 new incubatees active and 5 to 6 possible new incubatees in the next 6 months.

5. Replicability

This model is highly replicable and should be located in at least every province with a high renewable energy activity level, preferably within or in close proximity to a renewable energy hub or industrial hub such as the proposed Atlantis SEZ.

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