

# THE PROJECT :

## Strengthening and developing the local added value of LAGAZEL's production sites



### PROJECT OBJECTIVE

The project implemented by LAGAZEL aims to strengthen and develop the local added value of LAGAZEL's production workshops in order to offer quality solar products to the off-grid solar industry while creating sustainable local jobs.

### OBJECTIVE OF THE EVALUATION

The main objective of the study was to assess the socio-economic impact of LAGAZEL's activity on the areas where it is located, and with the following groups: LAGAZEL employees, solar product retailers (LAGAZEL or not), administrative officials, economic and political actors and the local population. The main objectives were to :

- Assess the viability of local production;
- Assess the impact on employability;
- Assess the direct and indirect economic and social impact of the project on the local population and the local community.

### THE ACTORS

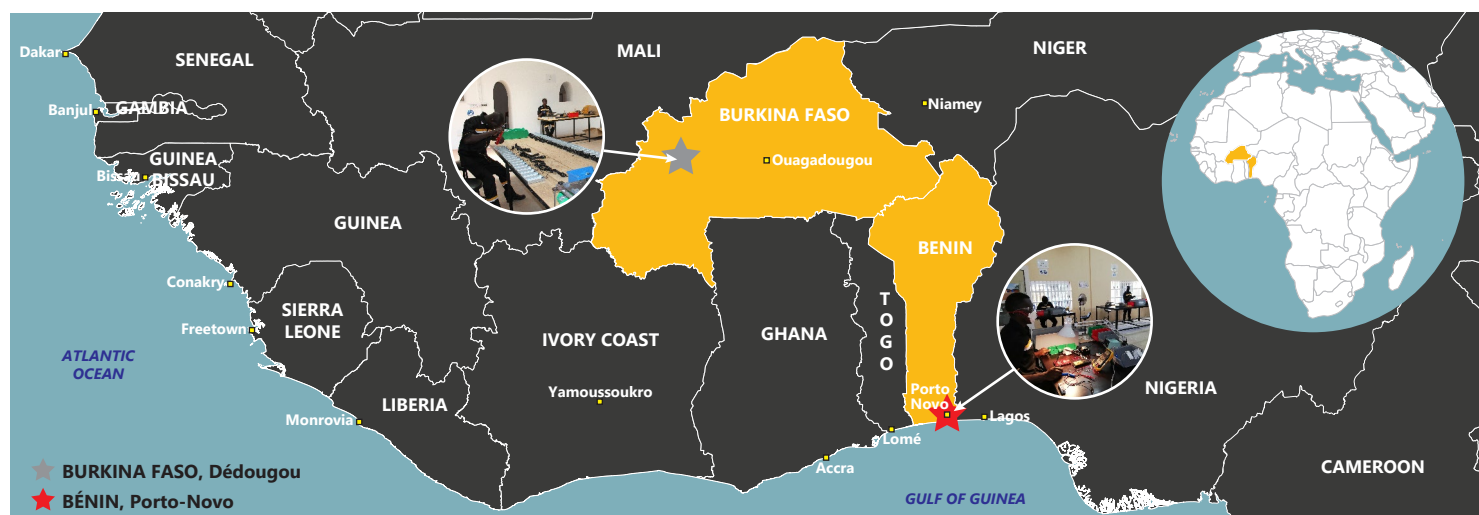
**Lagazel** is the first company to industrialise the manufacture of solar lamps and solar-home-systems in Africa in order to provide a quality and local solution to the 650 million Africans who have no access to electricity.



**Consultant : IFSRA (Institute for Social Research in Africa)** - Registered in Burkina Faso, IFSRA is the result of an initial desire by Inso researchers to promote applied research on local development issues and territorial governance in Africa. ([ifsra.com](http://ifsra.com))

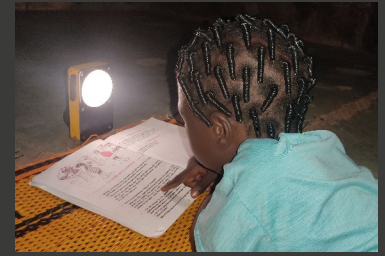


**Donor :** The project was funded by the Powering Renewable Energy Opportunities (PREO) Programme, supported by UK aid via the Transforming Energy Access platform.



## PROBLEMS

How can the presence of Lagazel factories at the local level contribute to the improvement of the living environment of the population through the creation of jobs and local added value?



## IMPACTS OF THE LOCAL PRESENCE OF LAGAZEL

### Formal local job creation

- Formal jobs (payment of taxes and social security) ;
- 83% of employees surveyed are satisfied with their jobs ;
- 100% are satisfied with working conditions ;
- Inclusive employment (gender and disability) ;
- 12 employees in Benin ;
- 12 employees in Burkina Faso.

*Case study :*  
Célestin Cissé,  
LAGAZEL  
employee



### Local production and consumption

- "Made in Africa" valued ;
- Tax benefits ;
- Proud to consume a local-made product ;
- Contribution to the influence of the territory ;
- Being an actor in local economic development.



### Accessible and quality service and products

- The R&D department allows for rapid product development adapted to the needs of the market ; ;
- Stock availability, reduced taxes and transport costs for distributors ;
- Quality and local service ;
- Product sustainability.

*Case study :*  
Dayo Paulin,  
night grill  
vendor



### Environmental protection

- Replacement of traditional oil lamps and torches ;
- Reduction of waste (batteries, etc.) through local after-sales service ;
- Reduction of CO2 emissions ;
- Reduction of exposure to harmful fumes.



### Training opportunities

- Partnership with 1 vocational high school in Burkina Faso ;
- Partnership with the ANPE in Benin for the reception of 50 young people in practical training ;
- Support for the completion of a doctoral thesis for the student in charge of the evaluation ;
- Contribution to the creation of locally qualified human resources ;
- 6 trainees in Burkina Faso ;
- 3 trainees in Benin.

*Case study :*  
Nazi Boni Regional  
Vocational High  
School in Dedougou



### Improvement of living conditions

- 94% of Lagazel users say they have improved their living conditions ;
- Improved health conditions: removal of harmful fumes ;
- Improved education conditions: allows children to study in the evening ;
- Improved financial situation: lower expenditure on products and fuels.



## LAGAZEL'S CONTRIBUTION TO THE ACHIEVEMENT OF THE SDG



## RECOMMENDATIONS

- Communicate on the quality and sustainability of products ;
- Take advantage of the favourable "made in Africa" context and strengthen advocacy with the States in this sense to increase the advantages, particularly fiscal, and encourage the consideration of local manufacturing in the selection criteria for projects and calls for tender ;
- Strengthen and formalise local partnerships with institutions, authorities and training centres.

## CHALLENGES

- Strong competition from cheap and uncertified products on the market that do not offer the same services ;
- Failure to take into account the particularities of the local manufacturing model in the quality certification procedures ;
- Securing long-term contracts for production employees ;
- Worsened security conditions.