Stove Adoption and the Needed Capacity Building and Training



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What do THEY want? Vs What do I want to give them?

Surveys Focus Groups Feedback Listen to the ladies!











Implementation Process



- 1. Demo
- 2. Training of group of leaders
- 3. Leaders train community
- 4. Check training
- 5. Deliver ONIL Stoves
- 6. Stove installation
- 7. Follow up on installation and maintenance
- 8. 2428-ONIL

Give it to them when THEY want it, not when when when when when want it.

- Problems:Programs to cover "Want" if free
 - "Want" if free Low adopton rate
- Market:Early adaptersFollowersLaggers







Do THEY have access to it?





Follow-up and Access to Replacement Parts or Stoves







Pricing – Affordable?



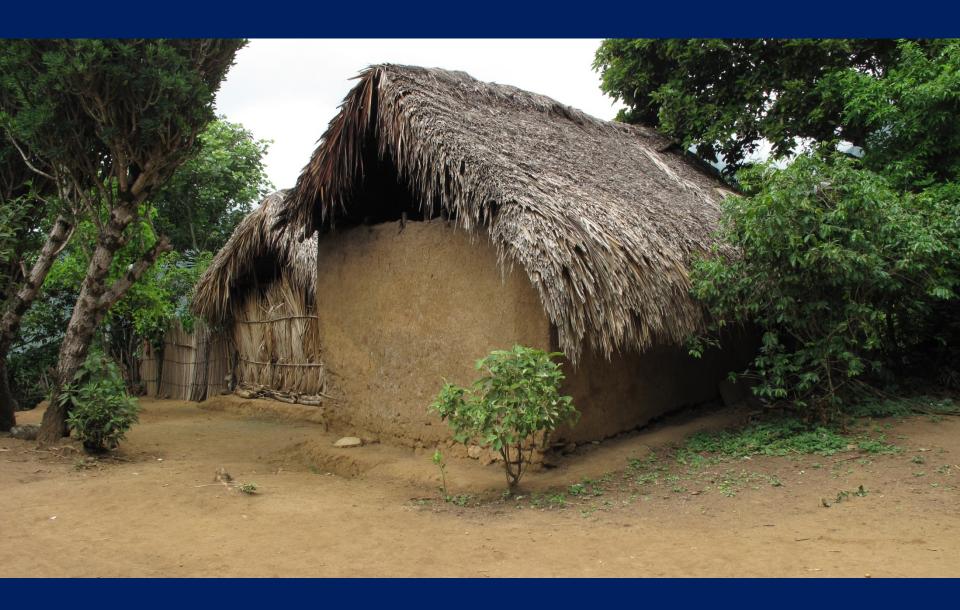






ONIL PLANCHA STOVE

Cost of stove = US\$122 Cost of 1 month firewood = US\$32 – US\$57 Firewood reduction = 64.7 % Savings per month = US\$21 – US\$37 Pay back time = 5.8 to 3.3 months Durability = 10 yrs + Cost per year US\$12.2









Happy women = Stove adoption

