



**SolarPak**

Evariste AKOUMIAN

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Education

## **SOLARPAC, A POWERFUL PASSPORT FOR EDUCATION**

It is 6 pm in Ivory Coast and it gets dark. The young Ivorians pupils came back from school about an hour ago and in many families it is time to study and learn, a challenge by itself. But the children living in the villages face an additional issue : the absence of lighting. Many rural areas in Ivory Coast do not benefit yet from electrification and the lighting devices in most families are rather scarce and for other use than school homework. For those who can only study during daylight, the homework time is very short and their results at school are not as good as in electrified areas.

For these children, Solarpak decided that no access to electricity will not mean no access to academic success !



### **Solarpak is a different schoolbag**

Moved by the conditions of these pupils, Evariste Akoumian decided to find a sustainable solution to help them. He conceived a tool to enable them study in the dark : Solarpak is a schoolbag with a solar panel on it which stores during the day the necessary energy to switch on a LED light. At night it can be plugged directly on the bag and provides light during 2 to 3 hours. The schoolbag becomes a study room.

### **SOLARPAC HELPS EDUCATION TODAY TO BUILD AFRICA'S FUTURE**

The learning achievement of the children in developing countries, especially in Africa, is a major concern. Because the Africa of tomorrow will depend on the education of today. Many pupils today cannot follow a normal scholarship and drop out before the end, one of the main reasons being the difficult conditions for learning, especially the lack of electricity in several remote regions of Africa.

As an example in 2011 in Ivory Coast, the electricity coverage rate was 34,44% with 5 666 localities out of electric cover against 8 515 benefitting from electricity. A report from UNO mentions that 700 millions of Africans do not have access to electricity. These include millions of children who are at risk of stopping school early for poor academic performance.

### **SOLARPAC IS A SIMPLE BUT INNOVATIVE CONCEPT USING A NATURAL AND GENEROUS RESOURCE : DAYLIGHT**

After 2 years of researches, the Solarpak team finally came up with a simple and robust backpack that comes with a solar panel of 5 Watts, a battery of 1000 mAh and a LED lamp of 1,5 Watts.

The battery is charging when the solar panel is exposed to the daylight or the sunshine. The energy stored allows to switch on the LED lamp once it is dark. The bag is waterproof so that the belongings of the pupil are protected even under the rain. It is a 150 lumens lamp only, without danger for the child's sight.

The weight of the bag does not exceed 1 kg.

A second model was tested with a more powerful battery allowing 7 hours of autonomy and able to load mobile phones and computers. However this model might be used in priority for other things than studying at night. The strategy for this second product is still under review as it may have a very limited social impact, but could generate margins that could be reinvested to produce schoolbags.

### **THE SUN BELONGS TO ALL, BUT SOLARPAC IS UNIQUE**



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**SolarPak schoolbag** has not been copied nor invented anywhere else at the time this report was written. Some other solar innovations have been launched to bring light into the homes of non electrified areas, but none of them has targeted the children and their need for light to study at home.

The brand Solarpak and its content have been registered at OAPI (African Office for Intellectual Property) for all Occidental African countries. The process of registration for Europe and other countries is currently in progress.

The bag is in constant improvement : a third model is in progress that includes a calculator and a second USB port to load small electrical devices.

#### A SCALABLE INNOVATION FOR A VAST MARKET AND ENTHUSIASTIC STAKEHOLDERS

Several organizations are committed to fight against poverty in Africa, with a focus on the education of children. Solarpak provides them with a solution to the critical issue of the african children : school drop out linked to the lack of means, especially the lack of electricity.

This is a vast market. All the organizations contacted so far have praised the project and support the social impact of the solution provided by Solarpak. Countries from other continents could be interested as well, in Asia or Latin America.

The current stakeholders are either users or partners :

- The pupils, their parents, their teachers
- NGO, Foundations, International organizations
- The State of Ivory Coast (Responsible Minister)
- Skilled professionals from the technological innovation world
- Medias

The following structures have already shared their interest for Solarpak when it was launched on the ivorian market : UNICEF, CONSEIL CAFE CACAO, MAGIC SYSTEM FOUNDATION, DIDIER DROGBA FOUNDATION, NATIONAL EDUCATION MINISTER, INTERNATIONAL COCOA INITIATIVE.)

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SALES

*The Magic System Foundation is supporting Solarpak*



*Encounter with the Mistress of Education of Ivory Coast **Candia CAMARA**,*

#### STRATEGY TARGETTING A MIX OF LARGE STAKEHOLDERS AND PRIVATE CLIENTS

Solarpak is a social business, not a NGO. The purpose of the company is to sell the Solarpak schoolbag. And not only the poor and the children will benefit from the light of Solarpak but everyone.

The 4 channels identified by Solarpak through its current commercial approach are

- Governmental and Non Governmental Organizations, as well as International organizations in the first place. The institutional partners and NGO will then choose the level of subsidy / subvention that they propose to the families.
- Micro-credit organizations : they will propose loans to the families so as to democratize this « must have » school bag among all pupils.
- Retailers / Boutiques



**SolarPak**

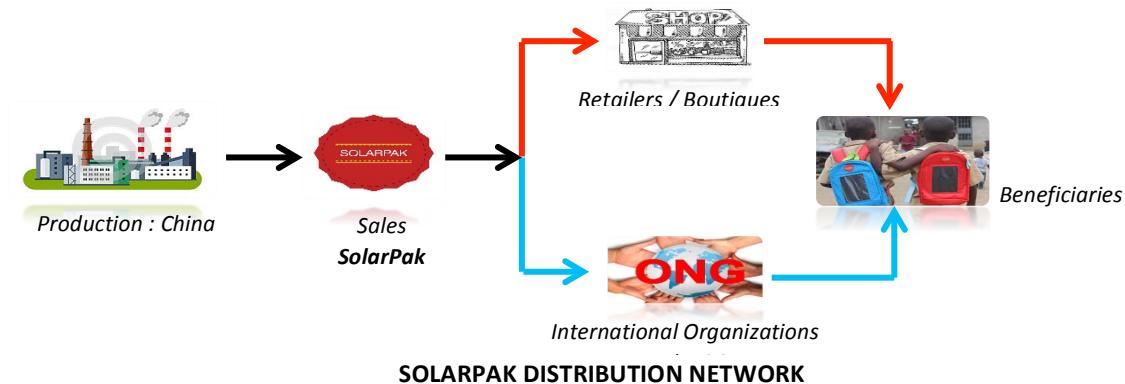
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- Companies willing to materialize their Social Responsibility Policy and ready to offer bags or subsidies to children

The selling price proposed to these partners is **12900 FCFA TTC (19,66 euros)**.



#### A MEASURABLE SOCIAL IMPACT

Investing in the education of children is an activity where it is easy and concrete to measure the social impact. The first sample of data will be collected at the end of the school year, next June, from the villages where the 500 first Solarpak bags have been distributed in autumn 2016.

The following indicators will be measured in the short and long term :

- Average notation of the pupil before receiving Solarpak / after
- Average notation of a class or a school where all pupils have benefitted from a Solarpak bag
- Level of diploma obtained
- Number of years of school attendance

#### AN ENTREPRENEURIAL TEAM WITH COMPLEMENTARY TALENTS

- **Evariste Akoumian**, founder and general manager, is the inspirational pilot
- **Thierry N'Doufou** with his experience in the educational tablet, provides financial and strategic guidance
- **Armel Koffi** is in charge of the marketing and communication around the project. He realized the video presentation
- **Naki Michael**'s skills in sales and project reading
- **Pierre Bokreu**'s expertise in the technical and technological fields are essential to monitor the providers and ensure a qualitative end-result
- **Carole Gabo** Office and administration management
- **Assetou Traoré** Sales champion

#### AN ENCOURAGING START ALLOWING HIGH AMBITIONS FOR GROWTH

The bag is technically conceived and designed by Solarpak. It is currently made and sewed in China. This process is expensive, and requires the Solarpak team to travel to China to check and control quality and conformity to the requirements. Therefore the project includes the insourcing of the manufacture of the bags by setting a plant in Ivory Coast.

The project went live at the end of 2016 with the production of 500 bags distributed in the villages of Affery and Songon, to test the product, measure the impact and improve the concept, the robustness and the design.

The current need of Solarpak is to **get the fundings** (subventions, loans, ...) to produce the next bags and **to finance the set-up of a production unit in Ivory Coast**, to sew the elements of the bag.

An existing plant in Gonfreville has the capacity to welcome this unit. The transfer of the know-how from China and the recruitment and training of Ivorians workers are the next steps.



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This plant will generate not only some job creations for local women (a Unicef requirement) but also savings in costs, making the bag more accessible to everyone.

The roadmap includes a progressive development in Africa, starting with Western Africa in 2018, extending to the rest of Africa in 2019, and then Middle East, Latin America, Asia.

#### A SUSTAINABLE ECONOMIC EQUATION : FINANCIAL MODEL AND 5 YEARS PLAN

The costs to produce a Solarpak bag today represent nearly 16 € when made in China.

The projected business plan was built taking into account the purchase intentions already received from the partners we have met. Some of these partnerships have materialized into contractual agreements signed by both parts.

The below projections are a cautious view and the expectations are that the companies develops quicker would other partnerships confirm.

SOLARPAK	2017	2018	2019	2020	2021
Number of clients (NGO and foundations, schools...)	5	10	10	20	30
Number of Bags sold	10 000	102 000	500 000	1 000 000	2 000 000
Average purchase (bags)	2 000	10 200	50 000	50 000	66 667
Turnover in K€	200K€	2 000K€	8 000K€	15 000K€	30 000K€
Expenses in K€	-180K€	-1 750K€	-7 500K€	-14 100K€	-28 000K€
Profit/losses * K€	20K€	250K€	500K€	900K€	2 000K€

#### **The financial projections include the hypothesis of setting-up an Ivorian plant in 2018**

This project aims at ensuring a better quality and control of the production while providing jobs in the long term for young ivorian people. The plant could be installed at Gonfreville, where a plant already exists and has extra-capacity currently under-used. Machines could potentially be adjusted and adapted, or purchased in the second hand market (sewing machines mainly).

In 2018, this plant should be producing already 2 000 school bags.

To purchase the machines and train the staff, the investment needed is around 300 K€.

This will help to reduce the cost of the bags by one third, and

In 5 years 2 million pupils should get a Solarpak schoolbags.

This project was built on the own fonds from the founders of Solarpak. We hope this cause will



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## Annexes to the business plan

## PROJECTED SALES

SOLARPAK	Year 0	Year 1			Year 2			Year 3		
	2016	2017	2017	2017	2018	2018	2018	2019	2019	2019
	China made	China	Ivory Coast	Total	China	Ivory Coast	Total	China	Ivory Coast	Total
Volumes for Ivory Coast	500	10 000	0	10 000	100 000	2 000	102 000	200 000	300 000	500 000
Volumes for West Africa				0			0			0
Total volume	500	10 000	0	10 000	100 000	2 000	102 000	200 000	300 000	500 000
unit price	19,66 €	19,66 €	12,20 €	19,66 €	19,76 €	12,20 €	19,61 €	20,80 €	12,80 €	16,00 €
Turnover	10K€	197K€	0K€	197K€	1 976K€	24K€	2 000K€	4 160K€	3 840K€	8 000K€

SOLARPAK	Year 4			Year 5			Year 6			Cumul 2016-2022
	2020	2020	2020	2021	2021	2021	2022	2022	2022	
	China	Ivory Coast	Total	China	Ivory Coast	Total	China	Ivory Coast	Total	
Volumes for Ivory Coast		750 000	750 000		750 000	750 000		750 000	750 000	2 862 500
Volumes for West Africa		250 000	250 000		500 000	750 000		500 000	1 000 000	3 000 000
volume total	250 000	750 000	1 000 000	500 000	1 500 000	2 000 000	500 000	1 750 000	2 250 000	5 862 500
unit price	20,78 €	13,07 €	15,00 €	20,78 €	13,07 €	15,00 €	20,78 €	13,07 €	14,79 €	15,09 €
Turnover	5 196K€	9 804K€	15 000K€	10 391K€	19 609K€	30 000K€	10 391K€	22 877K€	33 268K€	88 475K€

## PROJECTED COSTS OF PRODUCTION

PROVISIONAL PRODUCTION COSTS	Year 1				Year 2			Year 3		
	2016	2017	2017	2017	2018	2018	2018	2019	2019	2019
	China	China	Ivory Coast	Total	China	Ivory Coast	Total	China	Ivory Coast	Total
Raw materials	4 500 €	90 000 €	0 €	90 000 €	900 000 €	18 000 €	918 000 €	1 800 000 €	2 700 000 €	4 500 000 €
Assembly	1 000 €	20 000 €	0 €	20 000 €	200 000 €	4 000 €	204 000 €	400 000 €	600 000 €	1 000 000 €
Taxes 20% CR ht	11 280 €	34 080 €	0 €	34 080 €	250 080 €	14 880 €	264 960 €	491 088 €	442 640 €	933 728 €
Transport IC	500 €	10 000 €	0 €	10 000 €	100 000 €	2 000 €	102 000 €	200 000 €	300 000 €	500 000 €
Workforce				0 €		3 600 €	3 600 €		13 200 €	13 200 €
Depreciation o/ 3 yrs				0 €		101 626 €	101 626 €		101 626 €	101 626 €
Licence				0 €		145 €	145 €		145 €	145 €
Maintenance				0 €		10 000 €	10 000 €		15 000 €	15 000 €
<b>Cost of production</b>	<b>17 280 €</b>	<b>154 080 €</b>	<b>0 €</b>	<b>154 080 €</b>	<b>1 450 080 €</b>	<b>42 480 €</b>	<b>1 604 331 €</b>	<b>2 891 088 €</b>	<b>4 055 840 €</b>	<b>7 063 699 €</b>
<b>INVESTMENTS</b>										
Investment plant IC						304 878 €	304 878 €			
Depreciation o/ 3 yrs				0 €		101 626 €	101 626 €		101 626 €	101 626 €

	Year 4			Year 5			Year 6		
	2020	2020	2020	2021	2021	2021	2022	2022	2022
	China	Ivory Coast	Total	China	Ivory Coast	Total	China	Ivory Coast	Total
Raw materials	2 250 000 €	6 750 000 €	9 000 000 €	4 500 000 €	13 500 000 €	18 000 000 €	4 500 000 €	15 750 000 €	20 250 000 €
Assembly	500 000 €	1 500 000 €	2 000 000 €	1 000 000 €	3 000 000 €	4 000 000 €	1 000 000 €	3 500 000 €	4 500 000 €
Taxes 20% CR ht	200 000 €	1 404 680 €	1 604 680 €	400 000 €	2 804 680 €	3 204 680 €	400 000 €	3 606 720 €	4 006 720 €
Transport IC	250 000 €	750 000 €	1 000 000 €	500 000 €	1 500 000 €	2 000 000 €	500 000 €	1 750 000 €	2 250 000 €
Workforce		23 400 €	23 400 €	0 €	23 400 €	23 400 €	0 €	33 600 €	33 600 €
Depreciation o/ 3 yrs		101 626 €	101 626 €		101 626 €	101 626 €		101 626 €	101 626 €
Licence		145 €	145 €		145 €	145 €		145 €	145 €
Maintenance		20 000 €	20 000 €		30 000 €	30 000 €		50 000 €	50 000 €
<b>Cost of production</b>	<b>3 200 000 €</b>	<b>10 428 080 €</b>	<b>13 628 080 €</b>	<b>6 400 000 €</b>	<b>20 828 080 €</b>	<b>27 228 080 €</b>	<b>6 400 000 €</b>	<b>24 640 320 €</b>	<b>31 040 320 €</b>
<b>INVESTMENTS</b>									
Investment plant IC					304 878 €	304 878 €			
Depreciation o/ 3 yrs		101 626 €	101 626 €		101 626 €	101 626 €		101 626 €	101 626 €

STAKEHOLDER INTERVIEWS

<b>1. Yao IDO, Country Representative (UNESCO BUREAU)</b> In the absence of electrifying all the villages, here is a solution that will enable us to educate children in non-electrified areas. Here is why we support this innovation, and we will be ready to accompany you to the end in the concrete realization of this project.	<b>2. Nguettia KOUAME, School Principal (EPP SONGON VILLAGE)</b> Through this binder we noticed that students work better at home since each one of them has its own light. The notes began to improve for children who were not able to properly review.
<b>3. Artist Asalfo, lead Vocal MAGIC SYSTEM (FOUNDATION MAGIC SYSTEM)</b> It is exciting to see some Ivorians having such a project to improve the conditions of study of children in non-electrified areas. We are very pleased to support this project.	<b>4. OBSERVERS, Media (France 24)</b> He traveled with his team to the villages of the Ivorian lagoon accessible by boats, to distribute 500 binders that will enable students to study at nightfall! Congratulations to them.
<b>5. COCOA COFFEE COUNCIL</b> This project is a solution for the children of the countryside especially. That's why we decided to accompany you. The education of children is the best investment.	<b>6. Candia CAMARA, Minister of National Education (CI GOVERNMENT)</b> This is an initiative to be encouraged. It is truly a pleasure to see Ivorian youth finding solutions to major problems of the school in Côte d'Ivoire. Because the lack of electricity in certain localities slows down the evolution of the Ivorian educational system.
<b>7. Mr. N'GUESSAN, PARENT OF ELEVE (FAMILY FATHER)</b> It is really difficult for our children to study in this village because we do not have electricity and the lamps are not enough for everyone. Since my daughter received this bag, she is really and happy and revises her lessons better, really thank you.	<b>8. Estelle Yvette KOFFI, INTERNET ON FACEBOOK (SOLARPAK PAGE)</b> Really good job! But forgiveness did not remain in the capital alone, it was for the villages that God gave you this inspiration. Thank you
<b>9. Nina N'GUESSAN, ELEVE (EPP SONGON VILLAGE)</b> Today with my SolarPak bag, I no longer need to wait for the only dad storm lamp before doing my homework. Thanks to SolarPak, I could do my homework and realize my dream of being an architect..	<b>10. Thierry N'DOUFOU, EXPERT, CHIEF EXECUTIVE (QELASY)</b> I've been working with SolarPak from the beginning. This is our third innovation after the award-winning Qelasy educational tablet, La Sirène Scolaire Connexion. We strongly believe that the development of a country depends on the development of the education system, here we are at the bottom in the school environment.

<b>11. Yao Koffi Theodore, student parent</b> I think this is a great solution for our children I	<b>12 Kone Affou, Student (EPP SONGON VILLAGE)</b> Before I could not study because night fell very quickly with us. Dad not having a torch, now it's
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<p>was very happy when my son received this bag for free. Electricity is a real problem in our village. If at least our children can review, I think it's good.</p>	<p>much easier. I think I could fill my gap.</p>
<p><b>13. kouadio aya sandrine, Pupil's relative (village KOLOUKRO)</b> Before my daughter had bad grades, but for over a month she has received this bag, her grades begin to improve. This project is encouraged so that our children continue to receive education.</p>	<p><b>14. Media (ABIDJAN.NET)</b> We agreed to write an article on SolarPak because it is a new project in Cote d'Ivoire. The young Ivorian must be encouraged to innovate. But our fear is at the funding level. Will they go to the end.</p>
<p><b>15. Ouedraogo Mamadou, parent of student</b> It is a great joy for me because my son will no longer study under a storm lamp. I was very sad to see my daughter studying under a storm lamp, but thanks to you I am happy.</p>	<p><b>16 Chief of Staff (MINISTRY OF EDUCATION)</b> For the next school year we have already made an order forecast for the children of several villages in Cote d'Ivoire. We see projecting itself as a miracle for us and we support it wholeheartedly.</p>
<p><b>17. Jacques Seka, PARENT OF ELEVE (SONGON VILLAGE)</b> Thank goodness for this bag my daughter had difficulties to learn in the evening we have only one storm lamp now she can be autonomous to study and do these duties</p>	<p><b>18. Estelle Yvette KOFFI, INTERNET ON FACEBOOK (SOLARPAK PAGE))</b> Nice project, where can you find these bags for my children?</p>
<p><b>19. Glaoua Martine, Student (EPP KOLOUKRO)</b> I thank uncle Evariste for having given me the bag solarpak because I can now study in the evening and my notes have improved since I got this solarpak solar bag. But if you can get a lamp a little bigger it will be perfect.</p>	<p><b>20. Armel KOFFI, CEO</b> SolarPak is the kind of innovation we wonder why we did not think about it earlier. It seems so simple and indispensable.</p>
<p><b>21. An Internet user</b> It is a sustainable development binder that does not pollute</p>	<p><b>22. Adjame niko (teacher)</b> This binder will allow my students to be able to work better at home in the evening</p>
<p><b>23. Manfred bouané (inhabitants of abidjan)</b> The problem in Côte d'Ivoire is that sometimes electricity jumps and I do not have anything to enlighten me either for my wife or for my children so that they can do their homework</p>	<p><b>24. Magali N'tsuné (parents of students)</b> My son does not always finish his homework because at home one does not always have enough to enlighten. He has to hurry and hurts the job. This binder will change our lives</p>
<p><b>25. Nem's Koidy (saleswoman)</b> If I had this younger satchel I would have had better</p>	<p><b>26. Aouattara Soung'avo</b> This binder is not too heavy for my children. They have no back pain with this when they walk with them to go</p>



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grades at school and my parents would have been proud of me	to school
<b>27 Ibrahim Taski (engineering student)</b> It is a beautiful project. I wish I had the same idea. It's a chance to work on this. I'm going to be inspired by it, but first of all,	<b>28. Altko Abé sun (resident of Gonfreville)</b> Here we have a lot more work because of the plant that is going bad. But if SolarPak comes to be assembled in Ivory Coast, I will apply to find a job and work at the factory
<b>29. Marie N'gousu (sister of a student beneficiary)</b> My little brother was afraid that the master would scold him when he did not do his homework. But now he's better at school and he has more friends. He wants to become a bodybuilder. He helps Dad to read when he needs to understand a newspaper	<b>30. Paul Koindé (student beneficiary)</b> As I have more my dad and Mom does not know how to count, now that I can work better at school I will be able to help him sell chickens on the market. Later I want to have my own farm with other animals and have people who sell them on the market for me

<b>31. Daouda COULIBALY, Chief Executive Officer (IVOIRIAN BANK COMPANY)</b> This project is, in our opinion, bankable. It is not only a solution for a social problem, but it is economically profitable.	<b>32. Aboudramane Cissé, Minister in Côte d'Ivoire</b> SolarPak launches major innovations in 2016, in Côte d'Ivoire. That is why we support this project in its realization.
<b>33. Serge Etienne MBERI MBAYI, CHAPET CONGO</b> This binder will not only benefit children in Côte d'Ivoire, but all of Africa will benefit from it.	<b>34. Hassan DEBBARH, CARTIER SAADA SA</b> Since we have heard about this innovation, we have been amazed. In addition the material used for the bag is of very good quality.
<b>35. Dr Ibrahim TOGOLA, AFRICA POWER</b> Very good solution for villages without electricity. But we must find a solution to fix the lamp to the bag so the children will not mislay the lamp.	<b>36. Asma ALAOUI, AKP MAROC</b> Since the rural area is developing very slowly, SolarPak is a solution that we must all accompany. This project must be supported especially in Africa for its development.
<b>37. Abu-Jahlil Astrid Chacha (Bay view)</b> It is a backpack provided with a LED lamp linked to a solar smart and a photovoltaic battery chargeable by the sun during the day. By night, the user has to connect the LED to the battery with a USB port and study his lessons for five hours. Solarpak is an ecological tool.	<b>38. Alfred BOGA, FONDATION DIDIER DROGBA</b> We have supported education in Africa for quite some time and we have seen in this project an opportunity to help millions of children who are revising under difficult conditions.



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<b>39. Modibo Moussa (Facebook user)</b>  I preside over an association that is fighting to promote education in the disadvantaged areas of extreme north Cameroon, in order to establish equality of opportunity in competitions and examinations, your invention is a boon for Storm lamp gives itches to the eyes,	<b>40. Rémy Nsabimana (BBC AFRIQUE)</b>  SolarPak is a binder in the morning and a lamp in the evening. A very useful combination for education in rural areas. This project builds on the latest innovations in the field of education in Côte d'Ivoire.
<b>41. Dr Mohamed YAFI, CPC</b>  Africa needs this type of project to improve student learning conditions. SolarPak deserves to be accompanied.	<b>42. Serigne Dame DIAKHOUMPA, FONSIS</b>  Nice idea, now there is only a shortage of funders to push you to achieve the goal that is to bring light to the children.
<b>43. Mohamed DAG DAG, Conseillé Spécial</b>  We are very pleased to see young Ivorians embarking on social entrepreneurship through high-impact projects. Now we need good funding so you can go further.	<b>44. Abdou DIOP, MAZARS</b>  In Senegal too, we have many non-electrified areas. The lack of electricity is a common problem in Africa and this solution comes to help us all to enroll our children.
<b>45. Samh YOUNES, HPS</b>  For me all children are entitled to the same opportunities. This solution gives the opportunity to several schoolchildren to continue the courses and above all to revisit the evenings.	<b>46. Patrick Lebanquier (Media: ITCA4 AFRIC)</b>  Solarpak is a new intelligent binder that is both useful and eco-friendly. It aims at enabling children from disadvantaged social strata to have a school bag that transforms at night into a flashlight for study or lighting.
<b>47. Francis Akhlé (MEDIA : VOLTATIC)</b>  An ingenious idea has just been born in Cote d'Ivoire to enable children in rural areas to use solar energy at sunset to learn their lessons. This is the famous "Solarpak" binder designed by the Ivorian Evariste Ekoumian.	<b>48. Armand TANOH (MEDIA : LA DIPLOMATIQUE D'ABIDJAN)</b>  "Solarpak". It is the label of a new binder, invented by Akoumian Evariste Trésor, a young Ivorian inventor. Like an ordinary schoolboy satchel, this bag is "another innovation with ICT". "As much as it serves as a storage binder for school effects, it is also used as a study lamp at nightfall." For its first use, it will be worn by schoolchildren from the village of Affery.
<b>49. Noufou KINDOU (Media: BURKINA 24)</b>  The lack of electricity in rural areas sometimes makes it difficult to educate children when the sun is down. Backpacks with solar panels could be the solution. This is the feat of a young Ivorian.	<b>50. NEWS IVOIRE, MEDIA</b>  By far, this invention resembles just about any backpack. But not so close: with a small solar panel, a battery, a USB port and a lamp, solarpack is currently being tested by 400 students in rural Côte d'Ivoire.



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## Team Bios

SolarPak, it is first, a young team motivated by the same dream : To be of real utility to the lives of people. Like the fingers of the hand, the team is composed of different people and with specific skills, but standing together and complementarity.

**Evariste Akoumian**, founder and general manager, is the inspirational pilot.

**Thierry N'Doufou** is a telecoms specialist, specializing in innovating services with fifteen years experience and deep practical and demonstrable knowledge of marketing management and product development. He conceived and launch Qelasy, the first fully dedicated educational tablet from Africa. Has led successful operational and strategic marketing missions in both consumer and business markets; a strategic thinker with strong ability in strategic planning, business case modeling and budget management.

Creative and analytical and knows how to identify opportunities for growth, detect new market trends and identify the right business model to respond. Experienced man-manager and leader & bilingual English & French. Experience includes multimedia content portal and entertainment services, the first Wimax mobile service in Côte d'Ivoire, CDMA, DVB-H Mobile TV, Mobile Money Transfer, Color Ring back Tone, Virtual PBX, Mobile Messaging services. Has led the product conception, product development and product launch of the first full educative tablet made in Africa QELASY.

He provides financial and strategic guidance to SoparPak

**Armel Koffi** is in charge of the marketing and communication around the project. He realized the video presentation

**Naki Michael**'s skills in sales and project reading

**Pierre Bokreu**'s expertise in the technical and technological fields are essential to monitor the providers and ensure a qualitative end-result

**Carole Gabo** Office and administration management

**Assetou Traoré** Sales champion



**SolarPak**

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Education

## Pitch Video

<https://youtu.be/VhP06XvHeGw>