



# Act!

4 YEARS OF SOCIAL ENTERPRISES'  
SUPPORT IN DEVELOPING COUNTRIES

2014 - 2017

*Vichet Chom & Martin Giordano*  
*SGFE factory, Phnom Penh Cambodia*

## CONTEXT

- 2.7 billion people still live with less than 2.5\$ per day (UNDP, 2014)
- 15% people live without access to electricity (World Bank, 2014)
- 9% without access to improved water source (World Bank, 2015)

Development aid results today have not been up to expectations especially when compared to the billions that were invested. To tackle the incredible challenges remaining, a complementary approach seems thus necessary to further develop:

**A model that places people at the heart of the economy of our globalized system: Social Entrepreneurship.**



**CYRIL MONTEILLER & CÉCILE DAHOMÉ**  
Co-Founders & Directors of Sevea

## SOCIAL ENTERPRISES

A social enterprise is *“an enterprise combining business know-how with the desire to improve quality of life. It operates for the benefit of addressing social needs that enable societies to function more efficiently”* (Muhammad Yunus).

In other words, it is a business model that does not strive only to maximize profits but rather to serve society's most pressing needs.

Like what happened in developed countries, where the initial development came from entrepreneurship, we believe that it is by contributing to the development of projects of thousands of entrepreneurs that are confident and have the desire to make things evolve, that this ideal where everybody has access to essential goods and services can be reached.

However today, initiatives that social entrepreneurs lead are often far from reaching scale. **Focused on their social and environmental impact, and burdened by inherent difficulties, it is still often hard for them to meet economic viability quickly and increase their impact.**

## BIRTH OF ACT PROGRAM

With our experience at Sevea, we realized that added-value can be brought to social enterprises through operational support, meaning working for and within the company on a daily basis.

Moreover, we are aware that **change cannot happen without the youth.**

Thus, with the will to move forwards with these two main actors in the same direction, the **challenge** was to **design a project that includes both of them.**



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Donors | Academic sector | Corporate

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# 1- ACT PROGRAM OVERVIEW



Guillaume Martin and Clément Mélaye, 2016's 1<sup>st</sup> semester promotion  
Workshop on Act Program development at Sevea, Phnom Penh, Cambodia

## MISSION

Started in 2014, Act is a Program designed to operationally support the development of social enterprises.

Act Program has a double objective: **boosting the scale-up of social ventures** by **contributing to the development of high-educated students** able to answer developing countries' main challenges.

## WAY OF ACTING

Social enterprises are supported on a day-to-day basis through 6-month top-level students' internships. To maximize the impacts of such internships, all students are selected and coached by consultants.

## FOUNDERS



Sevea supports operationally, in developing countries, Corporations, Organizations & Social Entrepreneurs in the development of their Social Impact Strategies in the sectors of Energy & Environment, Water & Sanitation and Rural Development.



The Grenoble Institute of Technology Foundation was established to create a new breed of partnership between Grenoble Institute of Technology and companies, with initiatives spanning academics, research, and civil society. The Foundation's activities are designed to benefit all stakeholders and align with the Foundation's three strategic pillars: Academic excellence, Exemplary citizenship, International expansion.

## SPIRIT

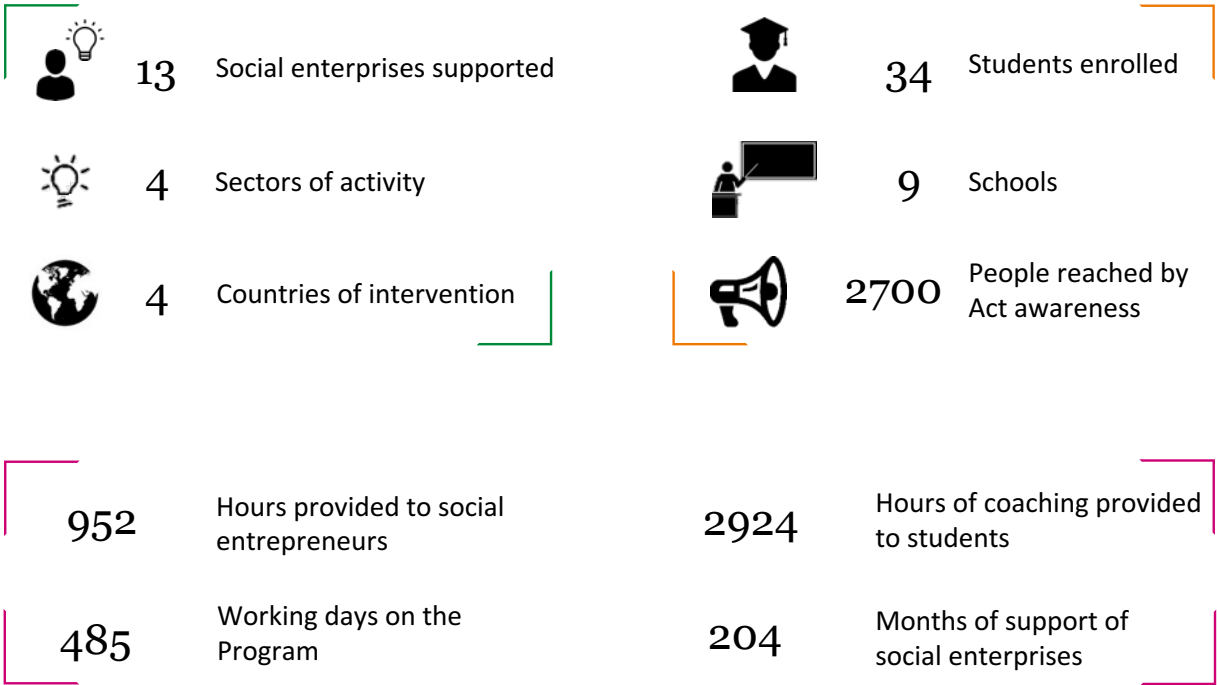
***“ Dedicated to social enterprises,  
focused on students' potential “***

## DIMENSIONS

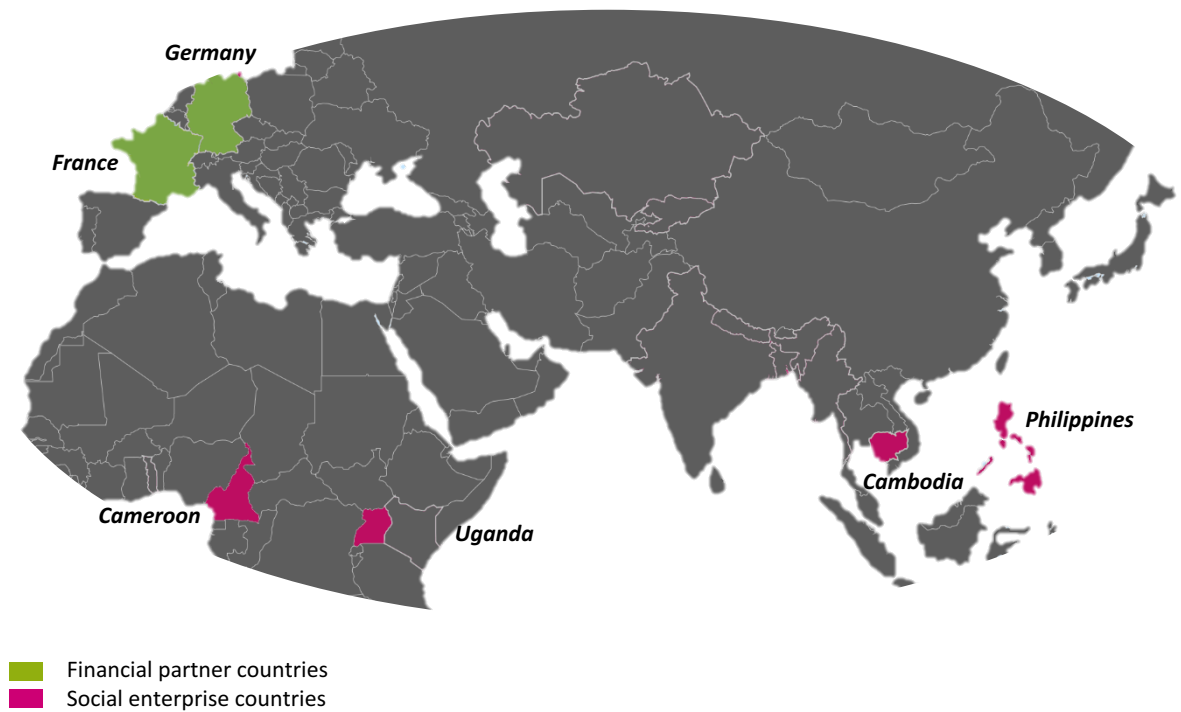
- |   |                   |   |
|---|-------------------|---|
| 1 | <b>INTERNSHIP</b> | <i>6-month immersion of a high quality student in a social enterprise, assisting the entrepreneur and his team on a daily basis in an optimal way thanks to regular coaching provided by consultants.</i> |
| 2 | <b>ECOSYSTEM</b>  | <i>Ecosystem enabling the development of Social Enterprises.</i>  |
| 3 | <b>IMPACT</b>     | <i>A support targeting the increase of the social enterprises' impacts.</i>   |
| 4 | <b>COMMUNITY</b>  | <i>Strong &amp; United community gathering like-minded social entrepreneurs, consultants, donors and students sharing the same values and striving for effective and sustainable change.</i>              |

Since January 2014, Act has had an organic growth, thus ensuring the Program’s high quality.

RESULTS AFTER 3 YEARS

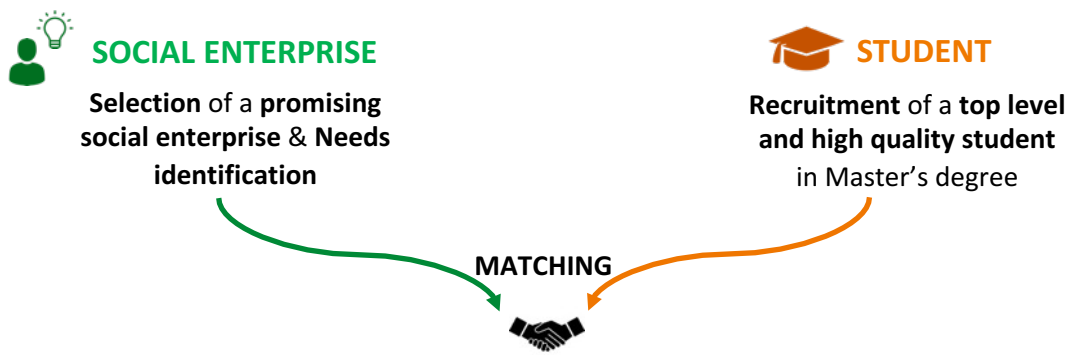


OPERATION AREAS

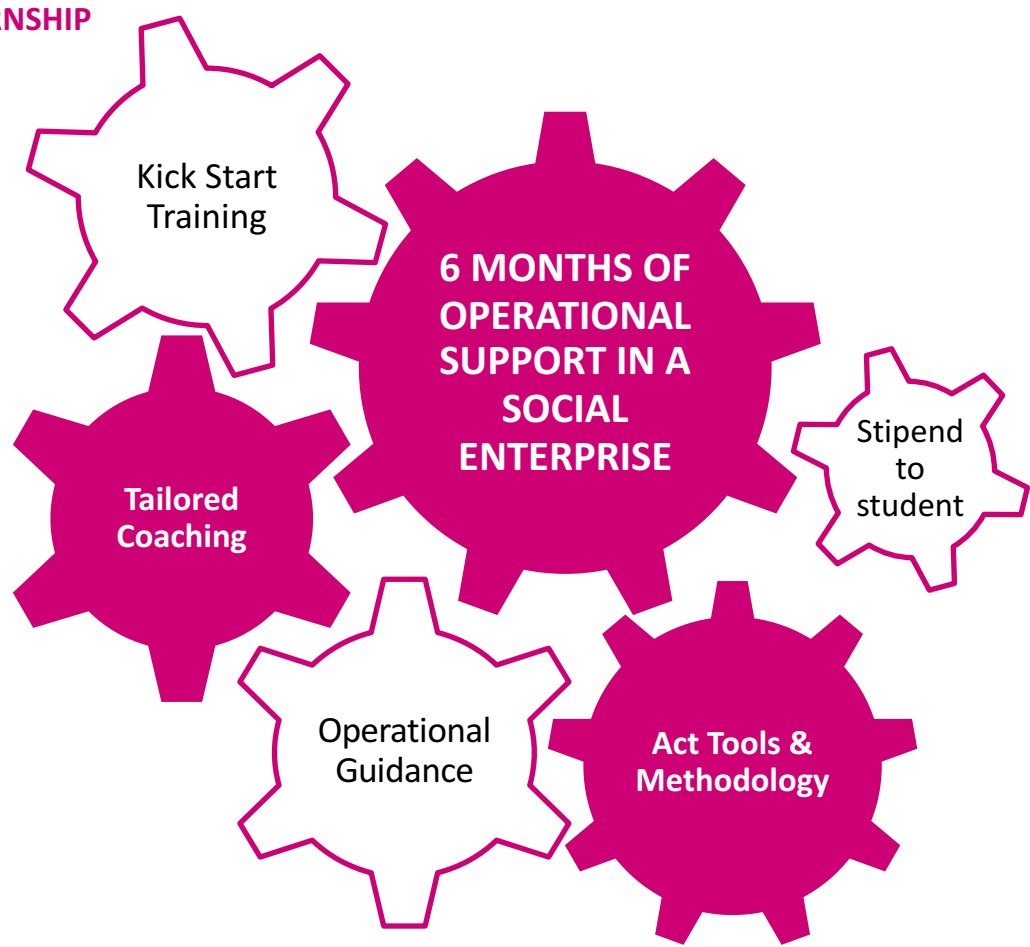




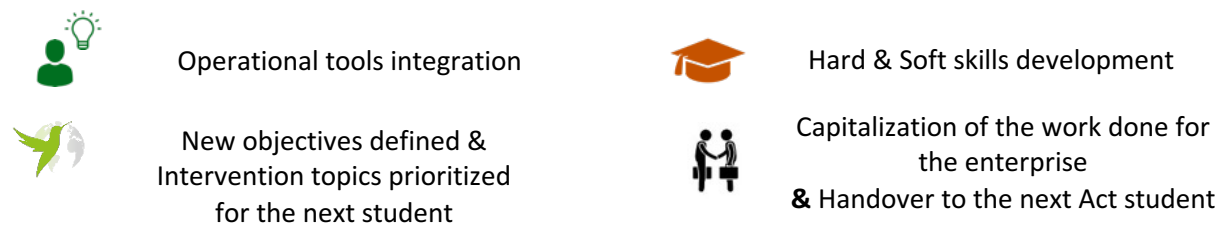
RECRUITMENT



ACT INTERNSHIP



LONG TERM APPROACH





## 2- VALUE PROPOSITION TO THE ENTERPRISE & TO THE STUDENT



Guillaume Lorimier, student of the 2016's 1<sup>st</sup> semester promotion, & Tim Waterfield, director of Naga Earth  
Naga Earth's factory, Siem Reap, Cambodia

### FROM THE STUDENT

*"Sevea's follow-up has been very useful and has helped me organize and prioritize my work, identify blocking points and find documentation and methodologies allowing me to be more efficient."*

**3,7/5** Is the grade given by students to the Program

### FROM THE ENTREPRENEUR

*"Act has been of invaluable support for us. Not only for their ability to be here on a daily basis but also because they have provided us knowledge and guidance on how to implement improvements into our business."*

**3,8/5** Is the grade given by entrepreneurs to the Program

# FOR THE ENTERPRISE

Act is a Program designed to help social entrepreneurs develop their social business and to strengthen their competitiveness in order to increase their positive impact on society. Through students coached by consultants, Act Program provides tailored consulting to entrepreneurs. Students' expenses are covered by Act, which saves the enterprise significant human resources expenses and enables the student to be focused on his mission.

## 3 DIMENSIONS



**Human Resource**  
of high quality



**Operational assistance**  
on a daily basis



**Long-term**  
support

## WORKING PRINCIPLES

- 1

**Listen**, to have a deep understanding of the entrepreneur's **needs**
- 2

**Work** in accordance with the social enterprise's **values**
- 3

**Design tailored solutions** within the enterprise's constraints
- 4

**Implement** solutions to boost the social enterprise's impacts

Ready to **get involved?**

## PARAMETERS



**Needs evaluation**  
*With consultants*



**Relevant & result-oriented student**  
*Equipped of monitoring & methodological tools*



**Excellency & tailored recruitment**  
*Of a student*



**Targeted indirect consulting**  
*Through weekly coaching sessions provided to the student by consultants*



**Daily operational support**  
*For at least 6 months*



**Monthly progress reporting**  
*Thanks to efficient summaries*



**Tailored workshops**  
*According to some enterprise's needs, consultants act directly with the entrepreneur*



**Bi-monthly meetings with consultants**  
*To follow and fine-tune the student's mission*



**Guarantee of quality**  
*Thanks to a scholarship stipend to the student, the entrepreneur can expect from him to be fully engaged in his tasks*

## FOR THE STUDENT

*One of Act's goal is to offer a highly instructive experience to the student. As he is in a challenging environment, the entire mentoring program aims at helping him structure his work and adapt his behaviour according to the situations. Thus, it also aims at maximizing his impact on the enterprise.*

### 3 DIMENSIONS



**Immersion** in a social enterprise



**Individual** follow up



**International** experience in developing countries

### 4 PILLARS OF ACT APPROACH

**Listen**

**Observe**

**Analyse**

*before*

**Acting**

Ready to **get involved?**

### PARAMETERS



#### **Departure support**

*Thanks to a Departure Kit, an administrative & Logistic support and experience feedbacks from the Alumni Community*



#### **Project management methodology**

*In particular including mission framework support, action plan follow-up, monthly reporting and internship summary*



#### **Being part of long-term project**

*Transfer to new ones experience from previous Act students*



#### **Tailored follow up & feedbacks**

*Thanks to weekly meetings with consultants*



#### **Hard & soft Skills boosting**

*Thanks to evaluations with experienced consultants*



#### **Result-oriented approach**

*Implementation of a tailored & long-term solution, fully adapted to the team*



#### **Stipend receipt**

*Financial support covering daily life costs allowing the student to have a real status of intern and equality of opportunities*



#### **Business acumen development**

*Thanks for example to SWOT analysis, organizational charts, KPI definition*



### 3- ENTERPRISES SUPPORTED BY ACT PROGRAM



*Recycled Charcoal Briquettes Production  
SGFE's factory, Phnom Penh, Cambodia*

Act is an accelerator for small & medium social enterprises already established. Act Program helps them scale up from the end of the start-up stage to the beginning of the expansion one.





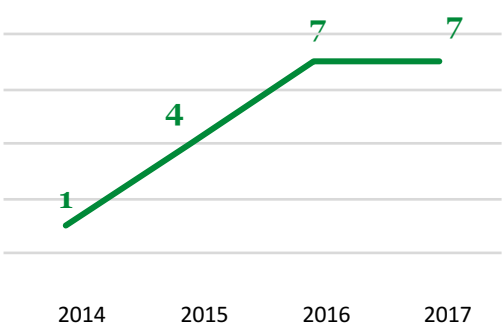
CHARACTERISTICS

Every enterprise supported by the Program has 3 main characteristics.

- 1 Development Stage
- 2 Economically Viable
- 3 Social & Environmental Impacts

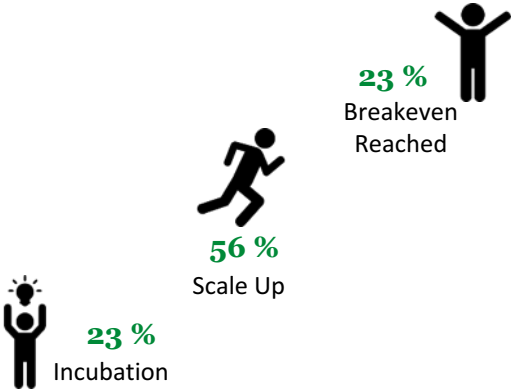
NUMBER of ENTERPRISES SUPPORTED

The number of enterprises supported per year follows an organic growth.



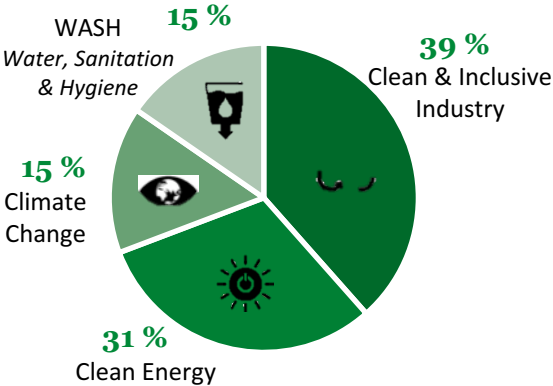
STAGES OF SUPPORT

From incubation until the breakeven is reached, Act supports enterprises with potential.

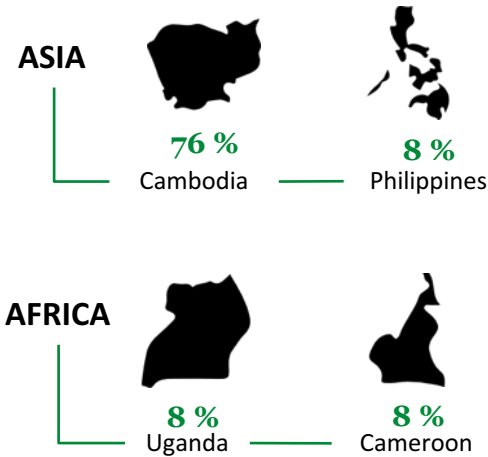


ESSENTIAL NEEDS TARGETED

Enterprises supported work within 4 key sectors linked to the sustainable development goals set by the United Nations.

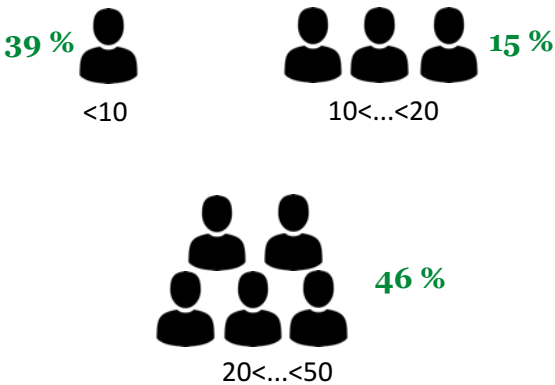


COUNTRIES OF INTERVENTION



NUMBER OF EMPLOYEES

Enterprises supported are usually Small & Medium Businesses.



*Striving for development also means tackling the Sustainable Development Goals targeted by the United Nations. Here are some concrete examples from our social enterprises' network.*

## SUSTAINABLE DEVELOPMENT GOALS TARGETED BY ENTERPRISES SUPPORTED BY THE PROGRAM



Affordable and safe drinking water production & distribution to the poorest communities of rural areas.

**4 Social Enterprises**



Offer sustainable and valuable job to women so they become more autonomous and confident. Through their empowerment, it is the whole community that is strengthened.

**1 Social Enterprise**



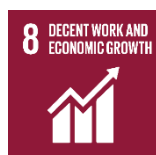
Access to sanitation in rural areas that provides latrines shelters allowing households to install toilets with minimal labour and at a reduced cost.

**2 Social Enterprises**



Solar home systems distribution in off grids areas and implementation of “Pay As You Go” technology allowing households to have access to affordable electricity.

**7 Social Enterprises**



Create sites of water filtration and bottling in isolated areas and employ local people to run them.

**11 Social Enterprises**



Produce essential products by empowering the local community and optimizing the production process so it generates as little waste as possible.

**8 Social Enterprises**



**3 Social Enterprises**

Used cooking oil collection recycled into biodiesel to reduce air pollution in the city.



**3 Social Enterprises**

Circular economic models: 100% organic and handmade coconut based products production, managing organic waste into raw materials for an enterprise producing clean fuel.



**1 Social Enterprise**

Smart bamboo plantation to face deforestation issues associated to a pellet factory ensuring affordable & clean energy for households and industries.



**3 Social Enterprises**

Recycled charcoal briquettes production, essential for cooking, from coconut shells. Contributing thus to the preservation of forests.



**2 Social Enterprises**

Capacity buildings and advocacy of Civil Society Organizations in order to maximise the impacts of climate change adaptation projects.



[More information](#)

TESTIMONIES



FRANK NEIL YIGA

*Frank Neil Yiga co-founded Anuel Energy in 2015. Anuel Energy Uganda was founded on the premise that solar energy is the future of Africa's growing energy need and focuses on customer tailored solar energy solutions.*



*“ The program as a whole was superb. ”*

In Uganda, 33 million people do not have access to electricity (90% of the population). At night, people light their houses with kerosene lamps, leading to important problems of pollution and safety.

**Anuel Energy** is a social business that responsibly develops and deploys affordable, reliable solar systems that meet the needs of its consumers: households, commercial and institutional buildings.

Having benefited from two **Act** students yet, Frank testifies about **Act Program**:

*“ Act means reducing my learning curve tremendously as a result of the knowledge and expertise brought on board by the intern of the program.  
The cost in comparison to the support is a huge bargain. It’s a fraction of the cost required to hire an expert in the field and yet the enterprise benefits **as if it were an expert!** ”*

ACT SUPPORT



**2** Students



**12** Months of daily support



**56** Hours provided by consultants

TESTIMONIES



TIM WATERFIELD

Founder and CEO of Naga Earth, a social enterprise created in 2007 and based in Siem Reap, Cambodia. Engineer in the US, he chose to come in Cambodia to develop a business on biofuel production and waste management.



*“ Act has been invaluable for us ”*

Benefiting from high price of petrol, Naga Earth developed a biodiesel production & commercialization activity.

*“ Biofuel became popular worldwide when the petrol price went very high around 2010. Many corporations invested in agricultural crops in Cambodia to harvest vegetable oil. By contrast, **Naga Earth** started producing biodiesel with the used cooking oil of restaurants and hotels in the **eco-friendliest** way possible. ”*

But the petrol price drop nowadays plunged the enterprise in a difficult situation, forcing Tim Waterfield to strive to make the activity

more sustainable. As of today, Tim has benefited from almost **3 years of support**.

Besides the strengthening of the biofuel supply and of the production, other activities have been developed in order to become independent from the petrol market, by developing new programs such as hygiene program:

*“ Associated with a hygiene program providing soap to poor communities and local recycling projects, **Naga Earth** has reinforced its visibility while reducing the petrol price dependency of the company. ”*

ACT SUPPORT



5 Students



30 Months of daily support



140 Hours provided by consultants

TESTIMONIES



JAIME AYALA

Founder and CEO of HSSi. He’s also the Ernst & Young Social Entrepreneur of the Year in 2012 for the Philippines, as well as one of the Schwab Foundation’s 24 World Social Entrepreneurs of the Year for 2013.



***“ 6 month duration of a smart and capable resource. Enough time to make a significant contribution. ”***

Based in Philippines, **HSSi** or Hybrid Solar Solutions inc., strives for access to energy in rural areas. Tackling the last mile distribution, they provide high-quality affordable solar technologies to off-grid communities.

What is essential with this model is to have a **strong after-sales service**, without which people are not interested by this kind of products.

Jaime Ayala benefited from an **Act** student support at the crucial moment of the after-sales service development.

***“ Over his 6 months, Lucas was instrumental in the development and dissemination of our after-sales service procedures and operations. This has been a major issue for us, and Lucas was able to “break the back” of the problem and train our personnel on our new procedures. Our new capabilities in after-sales service has helped build customer confidence and demand, and have been much appreciated by our partner distributors and financiers. ”***

ACT SUPPORT



**1** Students



**6** Months of daily support



**28** Hours provided by consultants



TESTIMONIES



PAGNA UKTHAUN

*Pagna is a promising Cambodian social entrepreneur. After a few months within the NGO WaterSHED Asia that tackles sanitation and hygiene issues, he has been chosen to develop WaterSHED Ventures in Cambodia.*



***“This would have never happened without hard work from the Act team as a support system to prepare and help the intern to adjust to real work experience.”***

*“It is an honour for WaterSHED Ventures to host one of the Act’s scholar with us. We are delighted to see how the intern is gaining experience while appreciating Khmer working culture and helping us with supply chain analyses. We really appreciate how Act is able to bridge the gap between the industry and non-profit sector in Cambodia with young, dynamic engineers from France. This Program has been helping Ventures to develop new ideas and comprehend different perspective from a qualified intern. This would have never happened without hard*

*work from the Act team as a support system to prepare and help the intern to adjust to real work experience.*

*Furthermore, we believe that this great Program will be more impactful if entrepreneurs can work even closer with the organization behind Act, so both parties will understand better each other’s priorities. This way, we can work together to tailor a candidate that perfectly fits with the need of each work and vice versa for the intern to the company to create mutual impact.”*

ACT SUPPORT



1 Students



6 Months of daily support



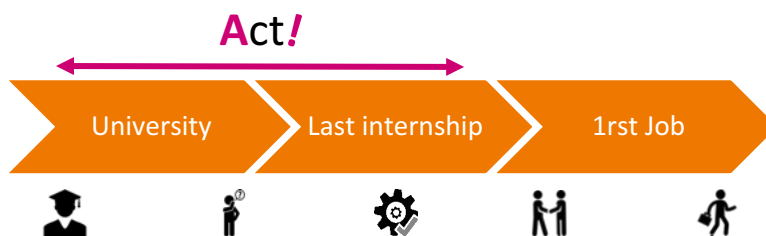
28 Hours provided by consultants

## 4- ACT STUDENTS



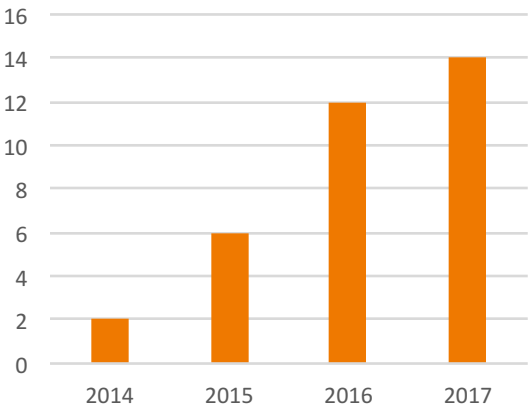
*Julien Tribodet, 2016's 1<sup>st</sup> promotion, & his co-worker  
Solar panels installation made by NRG Solutions, Cambodia*

Thousands of students are willing to tackle developing countries issues and be involved in social initiatives. They want to join small social enterprises to be able to have a significant added value for the company. They usually do it through internships during their studies.

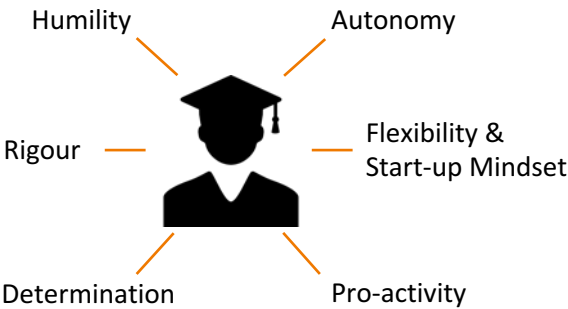


Act requires specific profiles able to evolve in multi-cultural teams with polyvalent hard & soft skills. From the design of management tools to the capacity of working with local workers, an Act student needs strong listening capabilities enabling continuous adaptation.

STUDENTS' NUMBER EVOLUTION

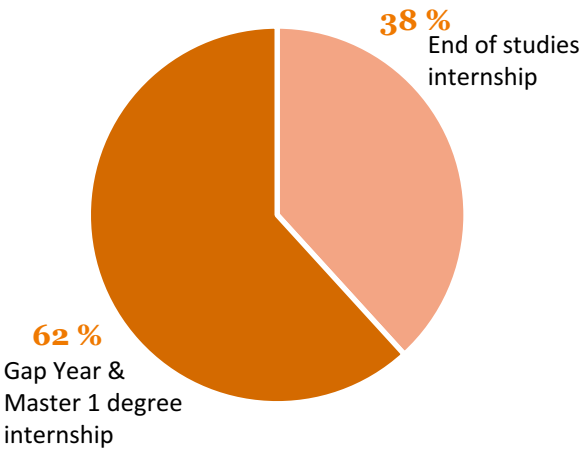


QUALITIES



TYPE OF INTERNSHIP

Students are almost graduated and will soon be on the labour market.



STUDIES

Up to now, Act students have mostly come from diversified engineering schools, but they also have specializations in business or political sciences for example



SCHOOLS



GRENOBLE ECOLE DE MANAGEMENT  
TECH-NOLOGY & INNOVATION

## TESTIMONIES

### NELLY VALLANCE

**Promo:** January-June 2016

**School:** Grenoble INP - Ense<sup>3</sup>

**Specialisation:** Electrical Engineering &  
Innovation Management

**Type of Internship:** Gap Year

**Social Enterprise:** Coco Khmer

**Sector:** Clean & Inclusive Industry

**Country of intervention:** Cambodia



***“ Challenging and truly educative. ”***

Nelly discovered **Act Program** thanks to Alumni Act students who were in her school.

She describes in a few words her experience:

*“ It has been a real **human experience**, working with people of another culture, most of them not speaking the same language. ”*

After her gap year, Nelly has decided to study a different specialization, she explains why she made this choice and how **Act** influenced it.

*“ I did not want to study only technical engineering, I was also interested in **understanding a business** (or other*

*structure), the way stakeholders interact and analysing how they can improve themselves. I hesitated before starting the Program, but my experience reinforced my willingness to engage in this path thanks to discussions I had with different persons there.*

*Through **Act Program**, you will have the opportunity to support a social entrepreneur, you can have the **freedom to act** where it seems the most useful for the enterprise, but you will not be alone neither, and it will make you grow as much professionally as personally! ”*

### IVAN VILLAFUERTE

**Promo:** January-June 2017

**School:** Grenoble INP - Génie industriel

**Specialisation:** Sustainable Industrial Engineering

**Type of Internship:** End of studies internship

**Social Enterprise:** Naga Earth

**Sector:** Waste management

**Country of intervention:** Cambodia



***“Start thinking as the human specie and not only as people belonging to a country or a continent.”***

Ivan comes from Ecuador and has been engineer there for ten years before coming in France for a specialization in sustainable industrial management. He explains his choice to apply to Act Program and move to Cambodia:

*“In my country, I had the opportunity to work closely with rural communities and that experience made me realize that development won't only be sustainable if any company carries out its activities in an environmentally responsible way. Also, communities should be helped reducing their activities' impacts over themselves and nature, sharing information and knowledge. **Act Program gave me the opportunity to apply my experience in regions where it is really necessary and where big companies resources are not present.** Currently, any effort doesn't seem to be enough. Daily work with communities and other NGOs can make*

*a big difference and it is our responsibility to share knowledge for social benefit. Besides, there is no better option to understand the world than living in other countries to learn about different cultures and ways of thinking.*

*Students have to take advantage of kind of programs like the **Act** one, because it helps understand that we have to **start thinking as the human specie** and not only as people belonging to a country or a continent. We live in an **interconnected ecosystem**, thus **any impact that we produce on the environment affects in some way other people.** With Act program, the student has the opportunity to share knowledge. Not only to make a company bigger or to produce more incomes, but to help improve people life style, which is the ultimate goal of a society.”*



## TESTIMONIES

### MARC LAPERCHE

**Promo:** September 2015 - January 2016

**School:** Centrale Paris

**Specialisation:** General Engineering -  
Entrepreneurship

**Type of Internship:** End of studies internship

**Social Enterprise:** Anuel Energy

**Sector:** Access to Clean Energy

**Country of intervention:** Uganda

*“ I felt **really involved**, it was an entrepreneurial adventure with a highly motivated team. It was as if it was my own company! ”*



### LUCAS MIR

**Promo:** March 2016 - August 2016

**School:** Grenoble INP - Phelma

**Specialisation:** Physical Sciences - Innovation  
Management - Political sciences

**Type of Internship:** End of studies internship

**Social Enterprise:** HSSi

**Sector:** Access to Clean Energy

**Country of intervention:** Philippines

*“ **Act** was **tough and challenging**. Nothing I ever learned was useful there, I was totally out of my comfort zone. But then, with time, hard work and perseverance I started to be **more open** and at my ease into this very new environment. ”*







*Act Case Study - Focus on one Social Enterprise*



**NRG SOLUTIONS**

**4 YEARS OF SUPPORT IN ACCESS TO ENERGY**

*“ Help solve energy problems in Cambodia by developing appropriate, reliable and user friendly solar energy solutions. ”*

CONTEXT

76% of the 15-million Cambodian population lack direct access to grid electricity, making access to energy one of the major development challenges in Cambodia, fully targeted by the government. To fulfil the pressing energy needs, off-grid communities turn to costly and unsustainable energy sources such as diesel, kerosene, and car batteries. Solutions that are unhealthy, dangerous and costly.



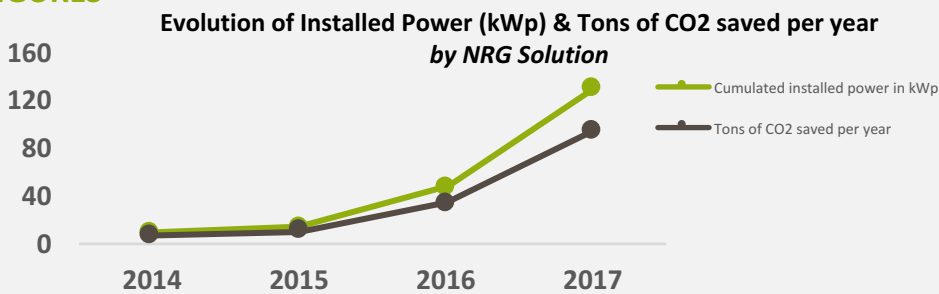
NRG SOLUTIONS - CAMBODIA

**Core business:** Engineering company specialized in renewable energy solutions  
**Date of creation:** 2012  
**Head office:** Phnom Penh  
**Expertise:** In-office service, such as Consultancy and Engineering services  
& On-field services, such as Procurement, Installation, Maintenance and Training.

DEPARTMENTS

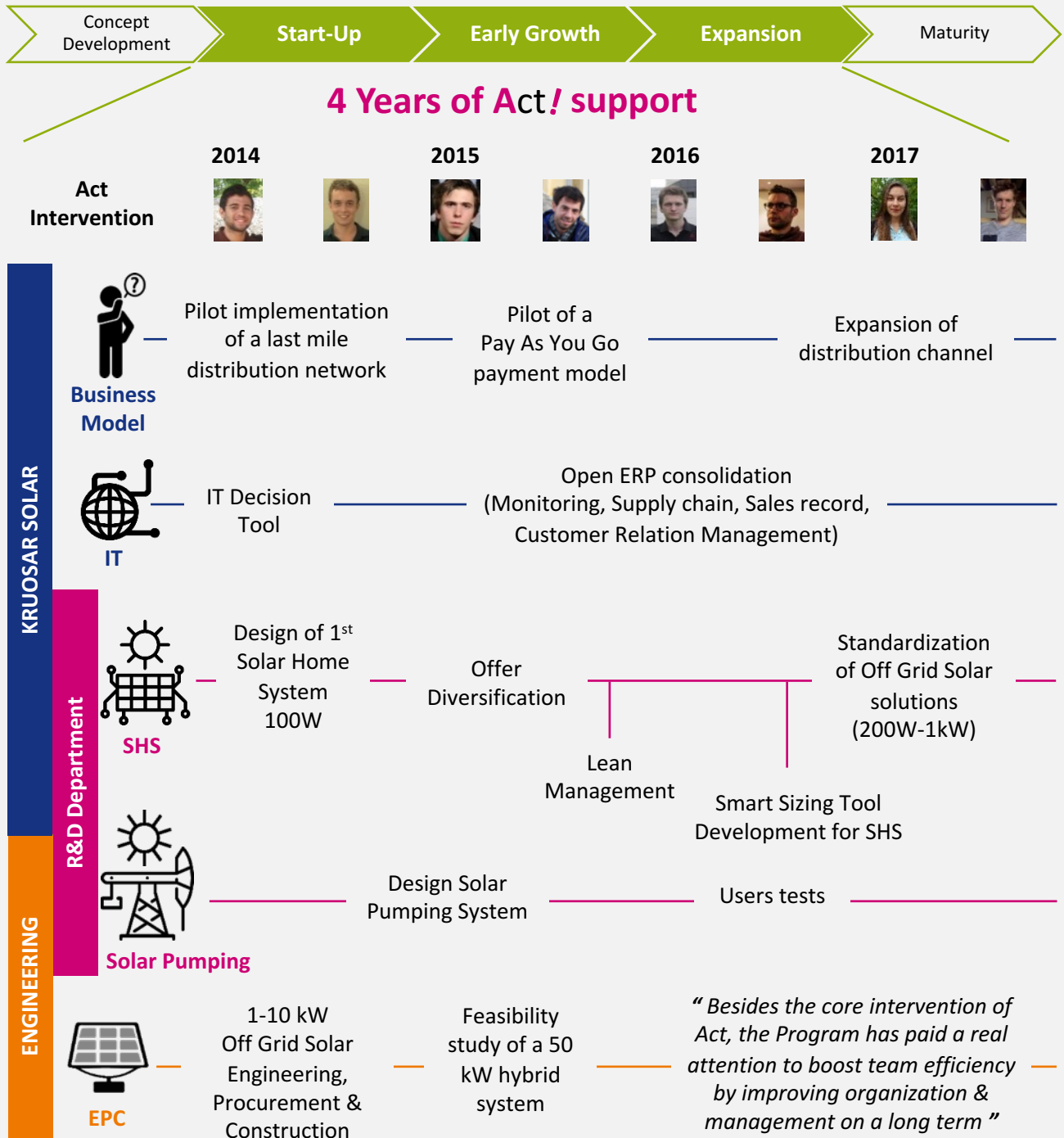
| Targeted customers     | ENGINEERING<br><i>Off-grid &amp; On-grid</i>           |  | KRUOSAR SOLAR<br><i>Off-grid</i>   |  |
|------------------------|--|--|--|--|
|                        | Schools, Hospitals, Hotels                             |  | NGOs, direct users from the BoP*   |  |
| Offer                  | Solar Panels<br>from 1kW to 100 kW                     |  | Solar Lanterns & Solar Home System<br>From 50W to 1kW  |  |
| Challenges to overcome | EXTERNAL   |  | EXTERNAL   | INTERNAL   |
|                        | Rules & Regulations do not really enable solar systems |  | Cambodian rural communities already have access to basic lighting systems thanks to batteries. | No cash flow & High OPEX for the distribution model. |

TODAY'S MAIN FIGURES



\*BoP: Bottom of the Pyramid  
2.7 billion people living with less than \$2.5 per day

Beginning of 2014, NRG Solutions decided to officially launch a last mile distribution model of Solar Home Systems in rural areas of Cambodia based on a partnership with a Micro-finance Institute. In parallel, NRG Solutions installs bigger solar systems through their engineering department.



## ACT MAIN FIGURES



8 Students



48 Months of daily support



224 Hours provided to social entrepreneurs



688 Hours of coaching provided to students

## FROM THE ENTREPRENEUR



**DANIEL PACHECO**

Founder & Director of NRG Solutions

1<sup>st</sup> social entrepreneur benefiting from Act Program in 2014.

*“ From the enterprise perspective, Act gives me the peace of mind that our interns are properly recruited, monitored throughout the process and transition from intern to intern happens seamlessly so that the work done by the interns is not lost after their placement. It has been an invaluable Program for NRG as it has given us the capacity to build a strong R&D department that would not have been possible without the support of the interns and Sevea to monitor the process. ”*

## FROM THE STUDENT



**JULIEN TRIBODET**

Act Student from January to August 2016

From Grenoble INP - Ense<sup>3</sup> and specialized in Electrical Engineering & Technical Innovation Management.

*“ From the student perspective, Act will remain a great professional and human experience: I had the opportunity to work for NRG with a great team, that's forced me to overcome my own capacities. So I improved a lot both soft and hard skills. In the meantime I was working in a great spirit that is a great combination between fighting in a competitive world but always take time to stand back on how to act for a better world.”*



## 6- ACT ALUMNI COMMUNITY

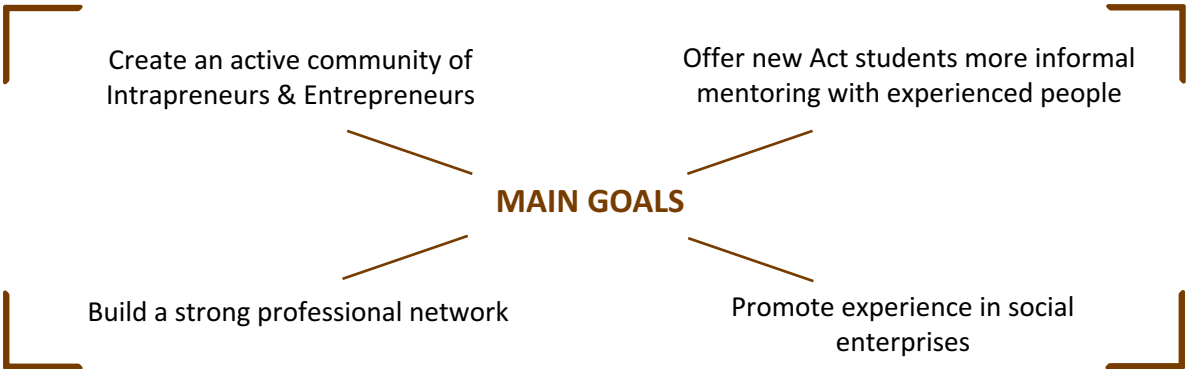


*From the left to the right side - Antoine Denizart, Pacco Bailly, Nelly Vallance, Valérie Bonnardel, Lucas Mir, Guillaume Lorimier, Rémi Moïse, Julien Tribodet, Théo André, Clément Mélaye, Guillaume Martin and Marc Laperche -  
At the Foundation Grenoble INP anual official evening.*

After 3 years of existence, a strong Alumni Community has started to emerge. If most of them are currently still studying as of today, their Act experience has deeply oriented their specializations and internships. For those who have finished their studies, from their Act Internship to their current activity, they testify.

MAIN FIGURES

As of today, some former Act Students have entered the labour market. The rest will enter it in 2017.



REACT

Act is first and above all a Program of social enterprises support, but it is also provides **experience feedbacks at schools and conferences** in France about development aid and social entrepreneurship. Focus on the 2015’s conference organized by Alumni and Act students, whose theme was “A new look on access to Energy”:



22 janvier 2015 - Grenoble, France

“ It was the opportunity to gather entrepreneurs, students, foundations, sociologists, teachers and large scale companies around the issue of access to energy in developing countries. Beyond dealing with this problematic, one of the issue was to show auditors that there are as many solutions as there are problems. ”



\* More information on [Sevea’s website](#)



## TESTIMONIES

### THÉO ANDRÉ

**Country:** Cambodia

**Act Mission:** Structuration of the R&D department & Solar Village Project Structuration

**Graduated from** Grenoble INP

**Current job:** Tendering & Execution Project Manager at Schneider Electric



**Expertise:** Electrical Distribution



After a entire year working in SMEs in Cambodia, Théo has integrated Schneider Electric as an international business manager first. Even if he's still in the energy field, it is in a completely different type of structure. He explains how **Act Program** helped him get this job.

*“ Back to France after a year working in Cambodia, I had been able to promote **Act Program** to get an internship at Schneider Electric requesting a double degree (Engineering and Business School). This was made possible through the **local approach** and the end-user focus I'd been faced in Cambodia.*

*The skills developed during **Act Program** made me feel comfortable and efficient very quickly as **Business Manager** for electrical distribution projects in Africa.*

*One year later, I'm still working at Schneider Electric. I will leave in few months in Central America as Tendering and Execution Project Manager operating in the Caribbean Area (English and Spanish speaking).*

*Not yet able to speak Spanish, the year lead with Sevea in Cambodia let once again make it decisive faced to the decision makers. ”*

## TESTIMONIES

### CLÉMENT MÉLAYE

**Country:** Cambodia

**Act Mission:** Solar Village Impact Assessment

**Graduated from** Grenoble INP

**Current job:** Local Coordinator at Benoo  
Energies



**Benoolend**



**Expertise:** Access to Energy & Finance in  
rural areas



***“ When I joined Act Program, my aim was to become “an entrepreneur”. In reality, I did not know what it means. ”***

After 6 months within **Sevea** working on access to energy issues, Clément has found his vocation. He works today as a local coordinator in Togo for a French social enterprise.

He explains how **Act** made him grow.

*“ I am working on my own in Togo. Thus, a good communication with my managers located in France is a key factor of success.*

***Communication** is a skill I dramatically improved during my **Act Program**, because I had this bad habit to hide my mistakes or misunderstanding. Even if sometimes this habit tries to come back, I remember Cécile’s advice during my **Act** evaluation:*

*“Be sure to understand what we want from you or ask for details, be result-oriented & never forget that we are not judging you!”. What was a flaw is now a **strength** as my team told me! ”*

## TESTIMONIES

### GUILLAUME MARTIN

**Country:** Cambodia

**Act Mission:** Clean energy and climate change adaptation projects

**Graduated from** Grenoble INP

**Current job:** Entrepreneur in France within B&L Evolution and consultant at Sevea



**Expertise:** Climate change



Guillaume already had an entrepreneur profile before coming at Sevea and has been offered a job proposition after his internship there. Today, he is consultant on climate change issues in France within **Sevea**.

He explains how **Act** has made evolve his vision and understanding of the society's issues regarding environment, climate, energy or development challenges for instance:

*" Since high school, I believe that my generation could not stand by and watch our world collapsing because of climate change, natural resources rarefaction or economic inequality. During 8 months in Cambodia, I've observed one of the worst country in terms of poverty or climate change impacts.*

*But it also enabled me to discover a new culture, a new way of life and to meet very inspiring social entrepreneurs ready to tackle these challenges by **implementing new inclusive business models**. Now, I've decided to stay in France in order to try to change the way we do business and how we organize our society in developed countries. But working closely with Cambodia through Sevea reminds me every day why it is so urgent and so important to do it.*

*Balancing between France and Cambodia is also very inspiring and helpful for my personal development and the achievements of my work. It enables me to see the same problem with two different insights: as we see it in France and as it would be seen in a developing country as Cambodia. "*

## 7- THEY SUPPORT ACT



*From the left to the right side - Harald Schutzeichel, Christophe Poline, Valérie Bonnardel, Jean-François Simon, Edouard Dahomé, Cyril Monteiller, Cécile Dahomé, Daniel Pacheco, Antoine Denizart -  
At the Foundation Grenoble INP official evening.*

### FOUNDING PARTNER



### FINANCIAL PARTNERS





## DONORS

### VALÉRIE BONNARDEL

*Valérie Bonnardel is the one who enabled Act Program to exist. As one of the founders and until recently director of Grenoble INP Foundation, she is today a lot more than a financial partner. She is also an inspiring advisor of the Program who, thanks to her true vision of the future, helps make it grow in a innovative and sustainable way.*



**“ What Act Program is doing is needed everywhere. ”**

I know no one that looks at our changing world and thinks « there is nothing I can do about it ». On the contrary, everybody feels at least that he is part of this world and has a contribution to it. Good start but **it is our responsibility though** to have the most efficient and positive contribution possible in order **to make this world a better place to live for all human beings** now, tomorrow and for the future generations. Easier saying than doing... Indeed! But there are ways to contribute, especially for us, engineers, if we have faith in the power of people to shape their future once they are given the right tools to do it. **Social entrepreneurs** keep that in mind, as well as they believe that social development and business are definitely words that should come together and not be opposed to one another.

I believe in that, Sevea believes in that, and many more do. We have created **Act Program to link social entrepreneurs and young engineers** who bear the same values and to ensure there will always be a sustainable and local solution to social needs. The success of our Program for the past four years is comforting that this is the right path to follow. There is still a long way to go but we are confident that more people share our beliefs and values. I hope that the Program, its achievements and the testimonies of all Actors can convince that **now contributing to a sustainable world is as easy to say than to do.**

Remain humble, open-minded, dedicated to people and environment, and **join us: Act!**

## DONORS

### HARALD SCHÜTZEICHEL

*Founder Stiftung Solarenergie  
Solar Energy Foundation*



**“ Small and Medium Enterprises (SME’s) are a fundamental part of the economy** in developing countries and they play a crucial role in furthering growth, innovation and prosperity. But **support for young entrepreneurs needs to be tailored** and cannot be standardized. Act Program follows this strategy and has helped several SMEs already in their business development.

Stiftung Solarenergie - Solar Energy Foundation established a program for entrepreneurs in the energy access sector of East Africa.

With the strong and reliable support of Act,

we were able to empower a local energy access SME in Uganda: two interns have been sent on-site for several months as an efficient and professional help for the company and moreover as a big motivator and mentor for the founder as well. He got a **sparring partner for his problems, ideas and activities**, which is a big help for any entrepreneur who is used to work as a lone fighter.

Act as a Program for SME is definitely a big advantage for any company that is able to join this activity! ”



### YVES MARÉCHAL

*Director of Grenoble INP - Ense<sup>3</sup>*



### ***Act program contributes to make that engineer of a new kind.***

Today's world is facing tremendous challenges: climate change for future generation's life and peace, sustainability of human activities, clean energy, water and transportation systems, access to health, food, information and knowledge, and preservation of wild life and flora in a long term vision.

Facing that, we need to change direction, we need new solutions, and we need new actors. **Together with Sevea, at Ense<sup>3</sup> we consider that Engineers are the key actors of these changes.**

Engineers of a new kind, mastering scientific, technological as well as social issues; engineers of the transition that consider the long term impact of their

design activities engineers and entrepreneurs, creative and innovative, acting in traditional or social business; engineers and makers, confident with both conceptual and practical aspects, engineers and managers caring about their staff, engineers and citizens, willing to share benefits of technology.

**Act program contributes to make that engineer of a new kind.** For us, it is empowering our young engineering students, gives them concrete expertise of entrepreneurship in a cross cultural context and on the top of that, offers an unforgettable human experience.

Proud to be part of that program, **Ense<sup>3</sup> is promoting, supporting and engaging its students in Act.**

## ACADEMIC SECTOR

### ***“ Act as an engineer citizen of the planet***

... is part of the education spirit Grenoble INP wants to deliver to its student. With the crucial importance of curiosity, open-mindedness and humanism. Some of our students catch this beyond our expectations and get involved into exciting adventures. For this, and together with the Foundation of Grenoble INP, Sevea is definitively a reliable key partner. All these entrepreneur actions contribute, modestly but very surely, to the economical, ecological and social global transition we are searching for. ”



**BRIGITTE PLATEAU**

*President of Grenoble institute of engineering  
Univ.Grenoble Alpes*

## CORPORATES



**JOËL LELOSTEC**

*Offer creation director – Access to Energy –  
Schneider Electric*



“ I’m very happy to see Act Program developing, as I was involved in the very early stages with INP and Valerie Bonnardel, by welcoming Antoine Denizart within Schneider Electric. I fully concur with the idea of Sevea which consists of supporting entrepreneurs to develop employment and a sustainable local economy. Training and education combined with operational action plan are key to ensure economical sustainability.

### **It’s a true Win-Win approach**

by offering the students both a fantastic human experience and real opportunities to serve underprivileged populations and meanwhile, offering entrepreneurs a great opportunity to create and develop social businesses. ”

## LEARNINGS

Over the past 4 years, Act has discovered a diversity of inspiring social entrepreneurs proposing innovative business models and technologies serving the most vulnerable communities from developing countries and nurturing greener solutions for ecological transition.

Through Act, Sevea & students have also been able to experience the main challenges and opportunities faced by these entrepreneurs, and **how we could deliver concrete solutions to mitigate risks in their development**. Generally, enterprises are struggling financially to meet their social or environmental mission. To scale up, they need both technical assistance and access to finance. Act Program is one additional resource now available in the social entrepreneurs' toolbox to develop their vision, and implement it into reality.

Students are often the direct second hand of entrepreneurs. This has been one of the key factors in boosting their learning curve. Our coaching is focused on challenging the quality of their deliverables but also their overall approach within the social enterprise and its team. The empowerment of their soft skills has been essential to improve their performance. As a result, **our impact on students has exceeded our expectations**.

## PERSPECTIVES

We now wish to continue developing the program in order to bring more added value to all the parties involved.

**Our priority is to improve the quality of the support delivered to both students and social entrepreneurs.** To stay close and be able to adapt to specific entrepreneur needs and student profiles in our coaching, we want to keep the program at a human scale. The quality of an enterprise's human resources is a key success factor in its development. This is why we want to propose more diversified profiles and skills to better meet each enterprise's specificities.



**ANTOINE DENIZART**

*Act Program Manager*

Moreover, Act is for now a program only directed at top quality students from developed countries. The next logical step to maximize our impact on a local and long-term development is to train and support human resources directly in developing countries. To do so, we want to incubate a new pilot program in order to assist and strengthen the new generation of local change makers in taking the challenges of developing countries into their own hands. In the end, **none is better fitted than local high-quality human resources to strive for the welfare of their society** and with this new branch of the program, Act can work as a cornerstone of this development.

Eventually, from innovative training platform to synergies facilitation with the financial and academic sectors, **the overall ecosystem around Act program will be strengthened** to bring more efficient solutions to accelerate both the enterprise's and the student's development.

Hence, whether you are a donor, a social entrepreneur, a student, a representative of the academic or financial sectors, or really anyone who feels like he can play his part in the program, just hop on this adventure with us and Act!









# Start **Acting** with us !

## MORE INFORMATION



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