

05/09/2022

ZUWA AUGUST NEWSLETTER



In the month of August, Zuwa focused on collections and communication with existing customers to find out how they are experiencing the Zuwa Solar Home systems.

QUOTE OF THE MONTH

“Champions are made from something they have deep inside of them—a desire, a dream, a vision.” - Mahatma Gandhi



CUSTOMER'S FEEDBACK



ZUWA SOLAR HOME SYSTEMS ARE A GOOD DEVELOPMENT FOR MY FAMILY

"I urge my fellow women to consider solar, ask your husband to buy this – its good development for the family. If you feel that you are overspending to meet your electricity needs, you probably are because you are using poor quality products. Living in the modern world, electricity is a necessity and Zuwa Energy provides the best solutions"
– Mrs. Kayange.

SPENDING K15 000.00 EVERY MONTH ON CANDLES AND DRY CELLS FOR FLASHLIGHTS, WAS A WAKEUP CALL.

"Zuwa Energy provided the best solution I could have ever imagined. I use Kwacha 3 solar home system for lighting, and I now spend less than half of what I used to spend before buying solar." – Dorothy Kamona, Ng'oma Village, Lilongwe



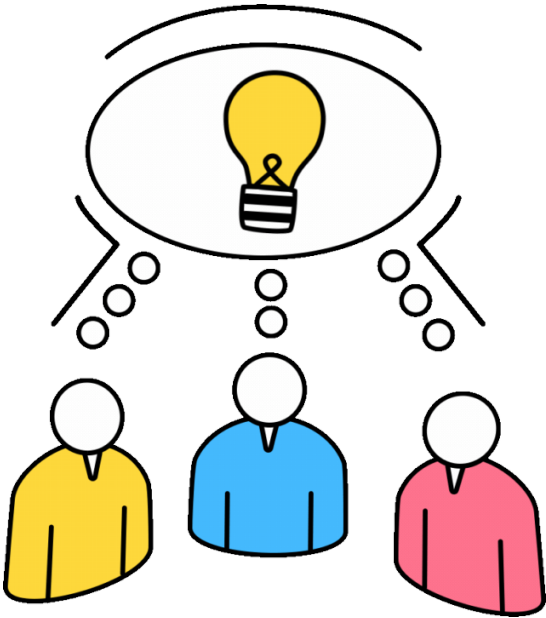
FAMILY TIME IS MORE ENJOYABLE WITH MACHEZA



"I was frustrated that I had to wait for so long to get connected to the grid. I now feel that it's a blessing in disguise due to the constant black outs. I have become a model here, now those that have grid come to my house to find out how they can get access to solar home systems. Zuwa solar systems is really what you are looking for" – Anne Banda.

HIGHLIGHTS ON OUR VALUES

Contribution, Not Competition



- What have i contributed today? This will be our guiding reflection. In all things we do, we will endeavor to contribute and not compete.
- We discourage competition among teammates because it brings low quality outcome, disorganization and confusion.
- Encourage team work spirit among staff.
- Our employees are our first customers therefore their contribution is highly valued.

Do you have an innovative idea that you would like Zuwa to pursue? Feel free to book an appointment with the MD to discuss or email him directly at innovation@zuwaenergymw.com

What does Contribution, not competition mean to our employees?

Contribution, not competition, refers to a culture of teamwork, respect for one another's abilities and potential, and an emphasis on what one can contribute rather than what one can take away from another. The likelihood of improving the organization grows as more workers begin to collaborate rather than compete.



Power System	
Solar Panel Type	Crystalline Silicon
Panel Power Rating	20Wp
Battery Pack and I/O Controls	Lithium LFP
Energy Hub	>1000 Full Discharges
Battery Type	76.8Wh, 6Ah@DC 12.8V
Battery Cycle Life (80%)	12V DC and 5V DC (USB)
Pack Capacity	Up to 12 Hours from Full Battery
Hub Outputs	50W
Radio + Light Runtime	Plug-OTM Cabling System
Output Power	Power Shut-Off
Power Distribution	Remaining Energy% / Time till Empty
Controls	Over Charge/Discharge, Over Current
Display	AC Adaptor, 16-28VDC
Protections	1 Solar Day / 5Hours @ 20Watt
Optional Charging	
Charge-Till-Full Time	

EMPLOYEE OF THE MONTH



Edward is awarded employee of the month for August 2022. Edward demonstrated a true example of living the value of contribution and spirit of team work. Congratulations!

During a field trip in Chikhwawa, Edward interviewed a customer Mr Frank Kamwendo, who shared his customer experience and how our Macheza Solar home system has benefited his family. It is a great customer success story. Although Edward was in the field chasing arrears, it was also a great opportunity to get customer feedback. He shared the video with the marketing department and it has already proved to be a great informative video to prospective clients. Edward would have just let a great story pass because he is Customer Service Manager, but he saw an opportunity to make a contribution.

The MD thanks and uploads Edward for being a great team player and showing us an example of what our value of contribution not competition really mean.