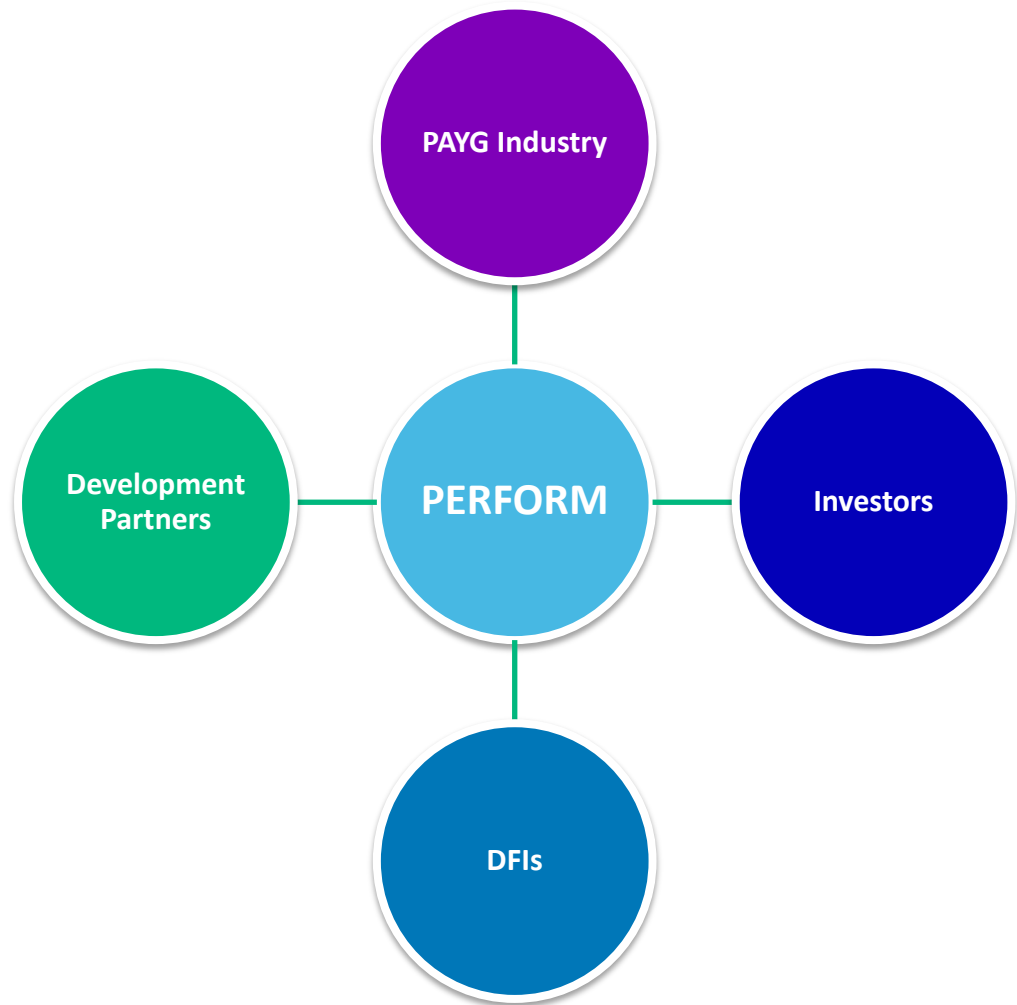# Session 3: Proposed Framework for PAYGo Performance, Reporting and Measurement (PERFORM)

Kigali, 6th of November 2018

www.gogla.org

Setting Up an Inclusive Industry Process for PERFORM

- PAYG Industry
- Development Partners
- PERFORM
- Investors
- DFIs

Joining Forces and Combining Strengths

Steering Group

AN INNOVATION OF **WORLD BANK GROUP**
THE WORLD BANK | **IFC** International Finance Corporation

CGAP

GOGLA The Voice of the Off-Grid Solar Energy Industry

- ✓ **Global Reach & Select Country Presence**
- ✓ **Long Term Vision**
- ✓ **Deep Industry Knowledge**
- ✓ **Strong Convening Power**
- ✓ **Technical Skills**
- ✓ **Track Record in Consultation**

- • **Convenes Stakeholders**
- • **Determines Strategic Direction of Process**
- • **Proposes Initial Framework for Process**

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Fora for Consultation

Consultative Group

- All stakeholders who want to be involved
- Meet at main milestones of the process to give feedback
- Umbrella function

Technical Working Group(s)

- Draws members from the consultative group who want to be more deeply engaged
- Pulls in experts when needed
- Co-chaired by one investor and one company
- Technical focus: conducts analysis and gathers input
- Meeting frequently

Consultative Group *Comprised of all Stakeholders*	Recommends formation of Technical Working Group(s) (TWG)
↓	
Steering Group *IFC, GOGLA, CGAP*	Accepts CG's request and constitutes a TWG Coordinates groups & participants Sets expectations in terms of time, resources, budgets, etc.
↓	
Technical Working Group(s) *Made of members from CG & Experts as appropriate; co-chaired by company & investor*	Researches & deliberates (drawing resources from SG) and makes a recommendation to the CG
↓	
Consultative Group	Researches & deliberates (drawing resources from SG) and makes a recommendation to the Steering Group
↓	
Steering Group	Considers recommendation with necessary support and implements

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Proposed Technical Working Groups

- **Working Group 1**: Key Performance Indicators: getting from V 1.0 to V 2.0; reviewing, revising and adding metrics

- **Working Group 2**: Portfolio Quality – Metrics and Tools/ Frameworks

- **Working Group 3**: Unit Economics – defining a common language and joint definitions. Coordinated with path to profitability work

Proposed Timeline

- Q1 2019: formalize and set up consultative and working groups, including co-chairs
- Q1 & Q2 2019: review and update current KPIs -> KPI 2.0. Giving an update on the progress in June at GOGLA AGM
- *(expected):* Q3: Piloting KPI 2.0 by companies incl. data collection
- *(expected):* Q4: Update KPIs with learnings from Piloting -> KPI 2.1

Immediate Next Steps

- Webinar for everyone who was not able to join us today

- Invitations to consultative group/technical working towards end of the year

- Technical working groups & consultative group set up in January

-> watch out for an invitation to the process

-> let us know if you are interested in chairing or participating in one of the technical working groups

PAYGO PERFORM

Thank You