Bangladesh Trip
DAY 3---Solaric Office Visiting
World Bank Dhaka Office Visiting

April 21st, 2014
We started off at 8:45 from the hotel heading to Solaric Dhaka Main Office. Surviving through the heavy morning traffic, we finally got to the gate of Solaric.
Main speakers from Solaric

ABM Noor-e-Alam (CFO)
Nasir U Ahmed (General Manager)
(CTO)
Engr. Naznin Akther (Marketing Director)
We had a 2-hour meeting with heads of Solaric at their office.

First, we discussed with CFO and COO on their financial models and key assumptions.

Next, joined by CTO and General Manager, we talked about battery capacity and consumption loads.

Finally, having Marketing Director in our discussion, we focussed our topic on the expansion strategy and potential stakeholders.
At 12 o’clock, we finished the meeting with a group photo. It was a rewarding meeting for both parties. We learned a lot more in depth information about Soaric business model, cost structure and revenue stream, which will take our model to the next level. Solaric also kindly provided us with snacks, fruits and coffee. We decide to follow up later with more questions on our model and their excel sheet.
Students group were then toured around the Solaric office. Solaric key products, campaign materials and marketing strategy were reviewed during the process.
A brief lunch was taken at a local “Chin-Galdesh” restaurant (a word invented by Suzanne, who sadly was too sick to join the team today. Hope you get well soon.)
After a Bangladesh-ised Chinese food lunch, we headed to the World Bank Dhaka Office. We each signed in on the sheet, looking forward to the meeting with Zubair K M Sadeque (Senior Energy Finance Specialist)
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During the meeting, Zubair talked about regulation of solar electricity generation, advantages of Solar Nano-grid System, compared with Solar Home System and national grid, and the success factors of the system. In addition, he gave us suggestions about tomorrow’s meeting with BRAC and IDCOL.
Mr. Zubair briefly showed us around the World Bank Dhaka office. The day culminated with a happy group picture.