

Vikram Solar partners with Powertech to expand African footprint

Vikram Solar has partnered with Powertech Africa to enter 14 new markets in sub-Saharan Africa, including Botswana, Zimbabwe and Tanzania. Vikram already operates local offices in Kenya, Uganda and South Africa.



With Powertech Africa as its official sales agent, Vikram expects to generate PV module sales of one megawatt in sub-Saharan Africa by May 2016. Drawing on its existing international network, Powertech will be supplying large solar projects and home owners alike. A leading distributor of power and distribution electrical solutions in Africa, Powertech Africa is now adding solar technology to its product portfolio.

"Being established energy experts, we have decided to start selling modules, because grid-independent solar installations have become the cheapest and easiest way of satisfying Africa's hunger for energy," Darin Mac Allister, general manager at Powertech Africa, comments. "The difficult financial situation is making grid expansion extremely slow in this region. In Vikram Solar, we have found a partner that has experience in Africa and meets our exacting quality standards – at affordable prices."

High temperatures

The ELDORA Ultima 60 cell modules with 250 Wp, which will be sold by Powertech Africa, are particularly suited for use at high temperatures, as are routine in sub-Saharan Africa.

by 2040, with solar energy accounting for around 20%. According to Solarbuzz, there are currently solar projects in 29 African countries with a potential total output of more than 11 gigawatts.

"Powertech Africa was identified as the ideal partner for expanding our presence on the continent. Like the Vikram Group, Powertech Africa which is a division of Powertech Industries which has been in business for more than forty years and is committed to delivering top quality products and solutions," Neil Bothwick, head of Business Development - Africa at Vikram Solar adds.

"The company exclusively works with local distributors who are familiar with the legal requirements in their respective countries, which gives us a huge advantage. We strongly believe that this partnership will provide another boost to the African solar market."

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