

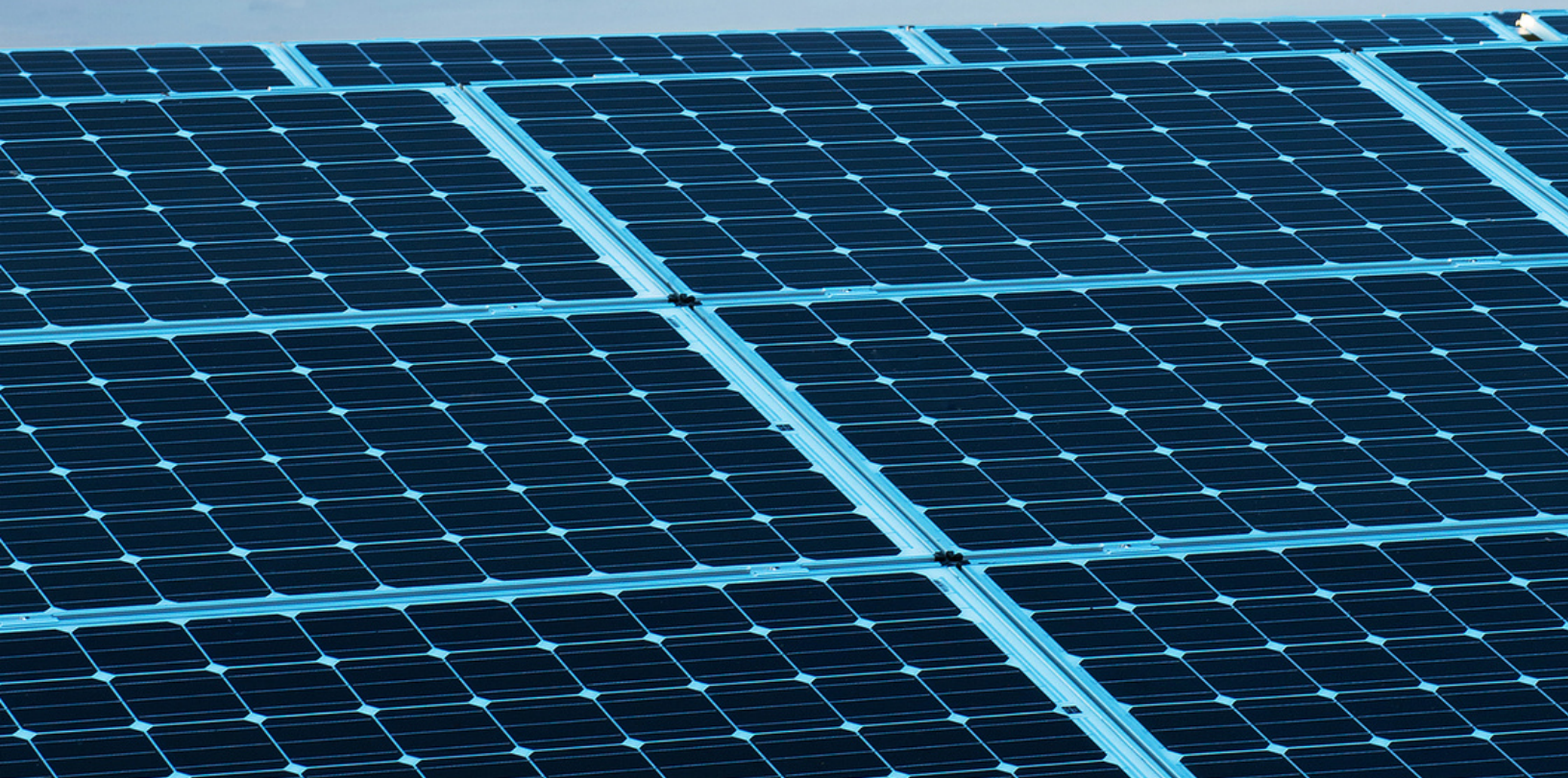


2023

Grant End Report

New Energy Academy

POWERED
BY **NEW ENERGY**
NEXUS





I. Introduction

Although utility-scale solar PV projects regularly make headlines for record-low prices, small-scale rooftop solar PV systems represent an important part of the market and are bringing the benefits of modern electricity services to households that previously had no access to electricity, reducing electricity costs on islands and in other remote locations that are dependent on oil-fired generation, as well as enabling residents and small businesses to generate their own electricity. As countries begin to realize the market and economic potential of distributed solar systems, the problem remains that young solar PV companies in many developing nations are not meeting the scale of the energy transition. Policies and government incentives aside, one main reason for this is companies that exist have low efficiency and lack the capabilities and resources to innovate and scale.

The New Energy Academy (NEA) is designed to vastly accelerate the training and qualification of solar professionals around the world. As the world pursues its goal to reach carbon neutrality, the intention of this Academy is to ensure that adequate installation capacity comes online to meet the massive demand for solar energy.

In order to bring this ambitious vision to fruition, three organizations collaborated to build an online-offline learning platform; namely, New Energy Nexus, Global Sustainable Energy Solutions, and OpenSolar.



New Energy Nexus

The largest network and organization that supports clean energy startups and entrepreneurs through funds, networks and programs. Since 2004, they have supported more than 1,000 energy companies and aim to support 100,000 entrepreneurs by 2030.



Global Sustainable Energy Solutions (GSES)

An internationally recognized engineering consultancy, education and training provider in the Renewable Energy (RE) Innovation and Technology sector. Since 1998, they have trained more than 5,000 solar professionals and have worked in over 40 countries around the world.



Open Solar

The world's first free, end-to-end solar design and sales application, providing solar professionals with a highly sophisticated, yet easy to use software tool that services their end-to-end needs, from marketing and lead management to solar system design, sales, installation, and service.

II. Methodology

Development Process and Timeline

The New Energy Academy underwent several key phases to ensure a comprehensive and effective learning experience. During the Planning & Curriculum Design phase, a detailed needs assessment was conducted, resulting in the development of a comprehensive curriculum. The Platform and Content Development phase involved transforming the curriculum into engaging learning experiences, while the Trial Run and Pilot Implementation phases allowed for refinement and gathering valuable feedback. The Full-Scale Rollout encompassed activities such as platform migration, pricing study, curriculum revamp, new partnership frameworks, and sales pipeline optimization to enhance accessibility and effectiveness.



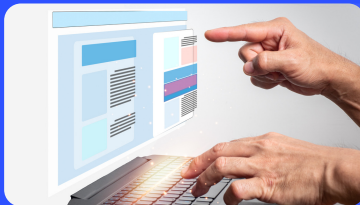
Development Process and Timeline



Phase 1 - Planning & Curriculum Design *(March - May 2021)*

The planning and curriculum design phase of the New Energy Academy involved a thorough needs assessment to identify market demand and skill gaps in the solar energy sector. Clear and specific learning objectives were established to define the desired outcomes of the program. Based on these objectives, a comprehensive curriculum was developed, covering technical fundamentals, solar design, installation, business, and solar software design aspects.

To ensure the curriculum's relevance and industry alignment, collaboration with experts from the solar energy industry was sought. Industry professionals provided input, shared their expertise, and participated in curriculum development activities such as content review, validation, and providing real-world examples.



Phase 2 - Platform and Content Development *(May - August 2021)*

During the planning and curriculum design phase, the NEA curriculum was transformed into engaging and interactive learning experiences. Blended learning approaches, combining online theoretical courses and face-to-face practical training, were implemented as instructional strategies. The curriculum incorporated a variety of instructional methods, including multimedia resources, case studies, simulations, and assessments, to enhance the learning process. Furthermore, the Moodle Learning Management System (version 3.11) was utilized as a platform to facilitate online and self-paced delivery, expediting the solar training program.



Phase 3 - Trial Run

(September 2021 - February 2022)

After the development of the NEA learning platform and course content, NEA conducted a trial run allowing learners to enroll in various NEA courses online. This trial attracted 40 participants from diverse regions, work backgrounds, and educational experiences. The objectives of this trial run were to assess the effectiveness of the curriculum and gather feedback on learners' engagement with the content and their overall training experience.



Phase 4 - Pilot Implementation

(February 2022 - February 2023)

The pilot implementation of the New Energy Academy marked a significant milestone in delivering high-quality solar education. Building on the lessons learned from the Trial Run phase, we made improvements to the overall design and learning experience of the program. The primary objectives of this Pilot Implementation phase were to assess the program's effectiveness, identify areas for enhancement, and gather valuable feedback from participants.



New Platform Development and Migration

NEA migrated their learning platform from Moodle to Open edX, aiming to improve online enrollment and payment processes by integrating Gcash as a payment option and ultimately enhancing accessibility and user experience for learners in their solar training program.



Curriculum Revision

NEA revised its curriculum to offer five distinct learning pathways in the solar industry, empowering learners to choose and specialize in areas such as Solar Basics, Solar Design, Solar Installation, Solar Operations & Maintenance, and Solar Business based on their career goals and experience.



Training Partners Onboarding

NEA has formed partnerships with solar training centers, EPCs, and ESCOs nationwide to provide learners in the Solar Installation learning pathway with hands-on practical training, ensuring a comprehensive training experience with valuable real-world skills for successful solar installations.



Learning Experience Enhancement

During this phase, the overall learning journey for participants was improved through the creation of tailored learning pathways, platform migration, implementation of checkpoints, interactive activities, and enhanced communication channels, resulting in monitored progress, micro-credentials or certificates for course completion, and increased learner engagement and support.



Phase 5 - Full-Scale Rollout (Post-Pilot Stage)

(March 2023 - present)

The Full-Scale Rollout of the New Energy Academy included key initiatives such as platform migration, pricing study, and curriculum revamp to enhance accessibility and effectiveness. The establishment of a new partnership framework fostered collaboration with industry partners, ensuring an end-to-end training experience from enrollment to employment.



New Platform Development and Migration

NEA has chosen Moodle LMS 4.0 as the learning platform for the solar training program due to its extensive features, intuitive interface, seamless integration with teaching tools, WCAG 2.1 Level AA accessibility compliance promoting inclusivity and enhanced learning, and integration with Shopify for a seamless online enrollment process and diverse payment options.



Post-Pilot Pricing Study

The Post-Pilot Pricing Survey played a crucial role in assessing the appropriate pricing for the NEA Solar Training Program by gathering valuable insights on learners' profiles, commitment to professional development, willingness to invest in solar training, and their perception of the program's value, enabling the determination of a reasonable price point that balanced learner needs and program sustainability.



Sales Pipeline Optimization

NEA employed diverse strategies, including social media marketing, industry connections, and targeted outreach to strengthen B2B and B2C pipeline building, aiming to optimize the sales pipeline, foster engagement, generate leads, and achieve successful enrollments.



Post-Pilot Launch

The NEA Post-Pilot Launch Event, "Sparking the Solar Revolution in Cebu," celebrated the partnership with VocTech Academy and the offering of National Certification Trainings for Solar Photovoltaic Installation, aiming to accelerate solar training, certify individuals, and promote the adoption of cleaner and greener energy in the Philippines.



Curriculum Revamp

During the Curriculum Revamp phase, NEA enhanced the Solar Training Program by offering comprehensive learning pathways in Solar Installation NCII-ready, Solar Installation NCII-ready++, and Solar Design & Servicing NCIII-ready, preparing learners for the TESDA National Competency assessment, and introduced the SolarPro Certification program in collaboration with VocTech Academy, providing a comprehensive training suite in solar installation and TESDA NC II certification; additionally, NEA designed a tailored training package for Engineering schools, encompassing Solar Essentials, Solar Installation, and SolarPro Certification pathways to cater to their unique educational needs.



New Partnership Framework

The new Partnership Framework was established to deliver a comprehensive training experience, involving collaboration with Pipeline/Affiliate Partners for enrollment, Training Partners for hands-on practical training, National Certification Partners for official recognition and certification, and Placement Partners for internships and employment opportunities, contributing to the success of the NEA Solar Training Program and the growth of the solar industry.

Key Stakeholders Involved



Global Sustainable Energy Solutions (GSES)

Technical content, platform development, platform maintenance

GSES is an internationally recognized engineering consultancy, education and training provider in the Renewable Energy (RE) Innovation and Technology sector.



Opensolar

Technical content, promotions, expertise in online engagement

OpenSolar is the world's first free, end-to-end solar design and sales application, providing solar professionals with a highly sophisticated, yet easy to use software tool that services their end-to-end needs, from marketing and lead management to solar system design, sales, installation, and service.



Center for Renewable Energy and Sustainable Technology (CREST)

Training partner

CREST is a not-for-profit organization working to advance policies and programs on climate and green energy. Established in 2015, CREST has built various community energy projects benefiting families of indigenous peoples, fisherfolks, upland farmers, environmental defenders, and marginalized members of society.



GREENERGY Development Corp.

Training partner

OpenSolar is the world's first free, end-to-end solar design and sales application, providing solar professionals with a highly sophisticated, yet easy to use software tool that services their end-to-end needs, from marketing and lead management to solar system design, sales, installation, and service.



SunStruck Solar Solutions

Training partner

Sunstruck Solar Solutions is an EPC in Davao City that offers Solar Energy turnkey solutions based on the careful analysis of the client's needs.

Key Stakeholders Involved



Xavier University - Ateneo de Cagayan

Pilot pipeline partner

Xavier University - Ateneo de Cagayan is a prestigious academic institution in Cagayan de Oro City, Philippines, known for its commitment to quality education, holistic formation, and the development of competent and compassionate leaders.



Voctech Academy

NC training partner

VocTech Academy is an institution accredited by TESDA that offers Technical and Vocational Education and Training Courses (TVET) under the Technical Education and Skills Development Authority (TESDA) and the Commission on Higher Education (CHED).



LONGi Solar

Pipeline partner

LONGi Solar is a global leader in high-efficiency solar panel manufacturing, offering reliable and sustainable solutions for renewable energy.



BayWa r.e.

BayWa r.e.

Pipeline partner

BayWa r.e. is a global renewable energy company that specializes in the development, operation, and distribution of renewable energy solutions, including solar, wind, and bioenergy projects, contributing to the transition to a sustainable energy future.



Cisco Foundation

Funder

Cisco Foundation is a philanthropic organization that leverages Cisco's technology and expertise to empower global communities, focusing on education, economic empowerment, and critical human needs, making a positive and lasting impact on society.

III. Pilot Program Implementation

New Energy Academy

Pilot Stage Implementation

300

Total Enrolled Learners

81.08%

Working
Professionals

17.37%

Business
Owners

1.54%

Students

10%

Female learners

73.95%

Average Completion
Rate for Learning Paths

68.90%

Overall Average
Completion Rate

Learning Paths

Solar Design

Solar Installation

NC II for professionals

Free Courses

Completion Rate

41.86%

80%

100%

49.72%



More details about the profile of the students

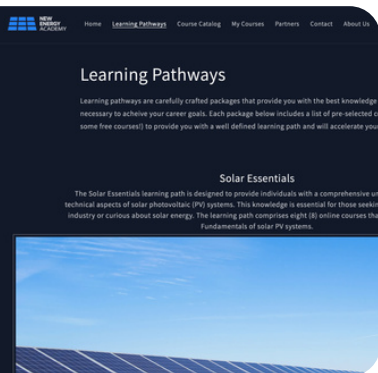
Activities and Programs Conducted



Conduct a pre-launch pilot to gather feedback and insights

(June 2021 to February 2022)

To gain insights into the market and assess the potential demand for a scalable platform dedicated to solar skills training, the founding partners (NEX, GSES, OS) collaborated to curate a variety of modules and courses. These materials were then compiled and uploaded onto a reliable Learning Management System (LMS) called Moodle. The LMS served as a host for the content and facilitated a pilot program, accommodating a cohort of 40 learners. Additionally, to attract a diverse range of learners from various regions across the country, organic social media posts and established community groups were leveraged as promotional channels.



Redesigned learning experience

(March - June 2022)

Interviews were with the participants enrolled in the NEA courses in the pilot in 2021. The purpose was to get customer insights on their motivations for signing up, the challenges/barriers that hindered them in completing the training, and suggestions to improve the learning experience. The findings of the interviews revealed that creating a learning experience enables the NEA trainees to achieve their desired learning outcomes in a human-centered and goal-oriented way. Redesigning the learning experience of the NEA training resulted to:

- ✓ Creation of the 5 learning pathways
- ✓ Platform migration from Moodle to edX learning management system (LMS)
- ✓ Improved onboarding process
- ✓ Monthly checkpoints (either face-to-face or online) to supplement the online learning provided by the NEA platform by conducting different learning activities such as but not limited to review sessions, webinars, or meet-and-greet activities
- ✓ Learner's progress monitoring
- ✓ Micro-credentials or certificates given to learners for every completed course
- ✓ Improved communication channels like regular email reminders for the enrolled learners, and Facebook page for potential trainees and partners



Designed 5 learning pathways

(March - April 2022)

One of the major changes introduced this year in redesigning the learning experience was the creation of the 5 learning pathways that are tailored fit to the trainee's solar career goal and experience.

Learning Pathway	Description	Assessment Tasks
Solar Basics	The Solar Basics learning pathway is for those who want a thorough understanding of solar. This learning pathway covers the technical fundamentals of solar PV systems, the basics of solar design and installation, and an overview of the solar industry and business models.	Final Exam
Solar Design	The Solar Design learning pathway prepares the trainees who want to be solar engineers or designers. The learning pathway provides comprehensive courses on technical fundamentals of solar PV systems, solar design and installation, solar business, and OpenSolar modules.	Design Task Final Exam
Solar Installation	The Solar Installation learning pathway prepares the trainees who want to be solar technicians or electricians. This learning pathway covers the technical fundamentals of solar PV systems, solar installation, solar business, and OpenSolar modules.	Installation Task / Hands-on Practical Final Exam
Solar Operations & Maintenance	The Operations & Maintenance learning pathway is ideal for trainees who want to be solar technicians or cleaning technicians. This learning pathway covers the technical fundamentals of solar PV systems, the basics of installation, and the solar business.	Final Exam
Solar Business	The Solar Business learning pathway is ideal for trainees who want to build their own solar company or manage a solar business. This learning pathway covers the technical fundamentals of solar PV systems, basics of solar design, business, and OpenSolar modules.	Final Exam



Onboarded pipeline and training partners

(March - October 2022)

The pilot training in the Philippines covers a broad range of requirements, from technical fundamentals to business administration. The approach requires face-to-face activities such as hands-on-practical (for the Solar Installation learning pathway) or checkpoints. Given this requirement, NEA onboarded five training partners from different strategic locations in the Philippines:



[CREST](#)
(NCR)



[Greenenergy Solar](#)
(Cagayan de Oro)



[Sunstruck Solar Solutions](#)
(Davao City)



[Voctech Academy](#)
(Cebu City)

These local partners provide qualified personnel (trainer/instructor) and appropriate facilities and equipment to conduct the face-to-face training. In addition, NEA established a partnership with Xavier University - Ateneo de Cagayan. Through this partnership, 17 engineering students completed the Solar Design learning pathway and passed the final assessment in August 2022.

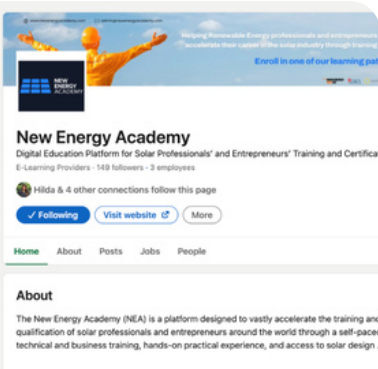


Checkpoints (Face-to-Face and Online)

(June 2022 to February 2023)

Study guides were designed for all the learning paths and each learning path has two (2) checkpoints to provide a venue for the learners to confirm the knowledge that they learned from the New Energy Academy Platform. The checkpoint is also an opportunity for us to check the progress of the learners. The checkpoints are either an online or face-to-face review session, facility or project tour, or a hands-on practical training especially designed for each learning path. The checkpoints were delivered by industry experts from our training partners.

The checkpoint review session covers a summary of the learning outcomes of the modules that had been covered. It also has time for a question and answer to address questions from the learners. On the other hand, the facility or project tour provides the learners an industry-based exposure to the actual components and existing Solar PV systems. This helps the learners visualize the components that they encounter in the learning platform. The practical hands-on training focuses more on the skills learning outcomes by demonstrating how these skills are being performed by the industry experts and by allowing the learners to practice performing industry-based tasks.



Improved Marketing Activities

(August 2022 to July 2023)

The organization established social media pages on Facebook and LinkedIn with the purpose of enhancing their online presence. These platforms were utilized for marketing activities and promoting the New Energy Academy, aiming to generate leads and convert them into enrollees. To ensure effective marketing strategies, the organization conducted monthly social media strategic planning sessions. During these sessions, they set SMART goals, identified target audience personas, mapped out content, developed a content strategy plan, determined optimal posting times using Facebook meta, and refined posting details. The implementation of this plan resulted in a significant increase in monthly leads.

Furthermore, the organization actively engaged in various activities organized by New Energy Nexus Philippines and affiliated groups, who generously provided opportunities to showcase the learning opportunities available at the New Energy Academy. As a result of these presentations, the organization successfully secured direct enrolments to their platform. Notable affiliates include professional groups such as the Institute of Integrated Electrical Engineers of the Philippines (IIEE) and the Institute of Electronics and Communications Engineers of the Philippines (IECEP).



Incentivized learning through certificate per module completion

(October 2022)

As a reward for completing the module, the learner can download the module certificate directly from the NEA platform once they pass the module assessment. Those learners who will be able to complete the learning path will also receive a learning path completion certificate. The learning path completion certificate is given manually but we are looking at how we can automate this in the platform.

III. Pilot Program Implementation

X

NEA By Numbers*

	No. Enrollees	Completion Rate
Solar Essentials	5	
Solar Installation NCII-ready	30	53.33%
Solar Installation NCII-ready++	10	40.00%
Solar Design & Servicing NCII-ready	43	41.86%
No Learning Path	226	39.82%
Total	314	

NEW ENERGY NEXUS

Successfully trained **128** students, professionals, and entrepreneurs**

12 NEA Graduates
TESDA NC II Certified in Solar PV Systems Installation

Gender Distribution

11.18% Female
87.17% Male
1.64% Others

Ave. Training Completion Rate for Learning Pathways = **45.06%******

Geographic Distribution***

93.44% Outside Metro Manila
3.28% Metro Manila
3.28% Outside PH

Trained **27 NEA Scholars** with a total completion rate of **55.56%******

*Data collected from June 2022 (pilot launch) until June 2023 (post pilot)
**combined total completers from Learning Pathways and individual courses
*** Data is collected from a survey of 61 respondents
**** A significant number of learners have ongoing online training, and are not included in the total completion rate.

X

What Our Learners Say About Us

★★★★★

The combination of theoretical courses from NEA and hands-on experience was instrumental in giving me a clear advantage and allowed me to confidently pass the TESDA assessment. I highly recommend the NEA training program to others.

Mr. Rey Cabatagan
NEA's VocTech Fast-track Pilot Learner

TESTIMONIAL

What Our Learners Say About Us

★★★★★

"Confident in my journey, I am very confident that I can install a solar home system. My plan is to pursue a business in solar installation."

Mr. Anne Lim
NEA Pilot Learner

TESTIMONIAL

What Our Learners Say About Us

★★★★★

Hands-on design using digital technology as renewable energy, being in NEA (a) confirmed it, prioritizing NEA's long-term vision and technology for progress upon its supply to electricity.

Mr. Joseph Salas
NEA's VocTech Fast-track Pilot Learner

TESTIMONIAL

What Our Learners Say About Us

★★★★★

"This platform is very nice to begin with and to start on when you have no knowledge about the solar industry to be accessible about it and they were helpful if they are willing to do it and study more, they will be able to achieve it, with the help of NEA, of course."

Ms. Guidine Tio
NEA Pilot Learner

TESTIMONIAL

"Because of this solar training program, I am very confident that I can install a solar home system. My plan is to pursue a business in solar installation."

"Great job NEA for this very interactive way of learning, and thank you for the opportunity this institution and partner companies for allowing us to learn via online. The structure is enough for a person with no experience in the industry, like me."

"So far, the study guide given to us was easy to follow and the workload were distributed fairly. The checkpoints were really helpful because we can see the actual tools and procedure."

Challenges Encountered

Learners Tracking and Engagement

The team faced several challenges in effectively tracking and engaging learners. One prominent issue was learners not completing the designated learning paths outlined in the study guide. While learners belonging to the Xavier University Cohort successfully completed the learning modules as per the study guide, individual learners exhibited slower progress in their respective learning paths. To address this, the team implemented follow-up measures such as sending emails and surveys to gain insights into learners' behaviors and difficulties. The survey responses indicated that the top three reasons for slow progress were workload, time availability, and personal matters. Many respondents could allocate only two hours or less per week for learning. However, upon receiving the follow-up email and survey, learners expressed commitment to continuing their learning path. Additionally, the team conducted checkpoints to monitor individual learners' progress and provide motivation to keep learning and making progress.

Ensuring learner engagement posed another challenge. In addition to implementing checkpoints and sending reminders, the team introduced the availability of module completion certificates for download on the New Energy Academy platform. These certificates served as rewards for learners upon completing a module.

Another challenge observed was learners' tendency to choose or complete only specific modules of interest, rather than following the designated learning pathways. To address this issue, the organization disaggregated the data based on completed courses and redesigned shorter pathways accordingly. Furthermore, the certification criteria were modified from pathway completion to course bundle completion as a solution.

Lead Generation

The team encountered challenges in lead generation and conversion into learners. Establishing leads through both conventional and social media marketing channels played a crucial role. As the NEA relaunched, it became imperative to enhance marketing efforts and bolster the team's presence. To increase the chances of lead conversion, extensive research was conducted, resulting in the creation of a comprehensive database containing potential pipelines across various sectors. These sectors included corporates, small to medium enterprises (SMEs), electric cooperatives, energy service companies (ESCOs), technical vocational institutes, energy and engineering companies, and universities. Email communication was employed to inform these entities about the learning opportunities available, enabling them to share the information with their staff who could benefit from it. Additionally, a database was compiled for potential training partners, and contact was established via email. The primary objective was to form partnerships that would expand the team's reach to potential leads within these partners' networks.

The implementation of social media strategic planning proved highly beneficial in maintaining active social media pages and executing marketing activities in a strategic manner. Consequently, the team achieved a higher number of unique leads compared to the target set.

The subsequent challenge involved converting these leads into learners. Through a combination of weekly orientations, phone calls, SMS messaging, and the support of interns, the team successfully attained its goal of converting 10 learners from the leads generated.

Training Partners

One of the learning paths offered by the team focuses on solar installation. This particular path requires in-person, hands-on practical training and assessment to ensure that learners acquire the necessary competencies and can demonstrate their skills effectively. However, due to the Philippines being an archipelago, accessibility to training and assessment centers poses a significant challenge. To address this, the team has established four training partners strategically located in the country. Two are situated in Northern Philippines, two in Southern Philippines, and ideally, there should be an additional two in Central Philippines. To expand their network of training partners and forge new collaborations, the team utilized the database they created, reaching out to potential partners via email to invite them for potential collaboration. They received positive responses from Engineering, Procurement, and Construction (EPC) companies and Technical Vocational Institutes (TVIs). However, larger and more established TVIs expressed discomfort with the learning modality of 90% online and 10% in-person.

In response to this challenge, the team shifted their focus to smaller yet established TVIs authorized by the Technical Education and Skills Development Authority (TESDA) and with experience in delivering TESDA National Certificate (NC) Courses. These TVIs offer face-to-face or hybrid delivery modes with increased hands-on practical training hours, which aligns better with their requirements. Collaborating with a TVI in the Central Philippines, the team is currently in progress, working on crafting a new hybrid learning path that meets the standards set by TESDA and caters to the specific needs of learners in that region.

Key Learnings

Key learning points were identified before, during, and after relaunching the academy. These lessons are crucial to the continuous improvement of NEA to accelerate the training and qualifications of solar professionals.

Motivations & Engagement

The team learned that most learners want certification training similar to the Continuous Professional Development (PRC), National Competency II for PV Systems (TESDA), and other international certifications. Trainees who are experienced professionals don't complete their final assessments as requirements for the certificate of training completion. However, this doesn't mean they are not interested in NEA training. Their motivation for signing up is mainly to learn about the solar industry and not necessarily to earn the training completion certificate. With these lessons learned, we introduced micro-credentials by giving a certificate for every course completed by the learner. We believe these micro-credentials will add value to the learners and motivate them to complete the training. Furthermore, the learners' completion rate is high if NEA training is integrated into the curricula in the universities and technical vocational schools because the NEA team and pipeline partners can work together in managing and monitoring the learners' affairs and engagements.

Learning Design

The importance of designing an adaptive learning environment is one of the major realizations of the team. Through an adaptive learning environment, we aim to create engaging and personalized learning experiences that are more inclusive of different learning needs, motivations, career goals, and knowledge and skills of the learners. As such, we redesigned the learning experience from the discovery phase to enrollment, onboarding & first use, learning stage, final assessment, and graduation stage. Providing different learning pathways is another improvement we introduced in the relaunching of the academy. These pathways are shorter (fewer courses to take compared to the first launch of the academy) and provide a bespoke learning experience for the trainees. Upon enrollment, the learner is free to choose their learning pathway based on the level of knowledge and skills (experience) and solar career goal.

Platform

Another key realization of the team was the significance of improving and upgrading the NEA platform / LMS to provide an unparalleled solar training experience. Improvements implemented in the LMS include migration from Moodle to edX, integration of Gcash into the platform as a payment option, auto-generation of the learning pathways based on the learner's career goal and experience, implementation of a more intuitive and user-friendly learning platform, development of the NEA dashboard for learners' progress monitoring and data analysis reports.



V. Impact and Sustainability

Overall Impact

Through discussions with affiliate partners, it has become evident that the academy's value proposition holds significant appeal. Many partners expressed their belief that these materials are not readily accessible to them, thereby recognizing the academy as a valuable resource. Numerous organizations and institutions situated in sub-urban to rural areas emphasized the immense benefits of receiving solar competency training in their communities. These locations are often hotspots for solar farms and utility-scale renewable energy projects. Due to the scarcity of skilled workers in these areas, project developers and operators frequently have to import talent from elsewhere.

The geographic diversity observed in the interest for the academy's offerings indicates a strong desire among individuals residing outside metropolitan areas to access high-quality technical and business content. By reaching even the most remote communities and empowering people to understand and promote rooftop solar within their localities, not only can the adoption of distributed PV increase, but it can also create job opportunities and foster economic growth within these communities.

Where to next

As the platform gains momentum in the Philippines, the team is actively engaged in various activities to further enhance its growth and impact. These initiatives encompass different aspects of the platform's development and expansion.

One of the key activities being undertaken is the [Pipeline Partnership Program](#). Through this program, the team is fostering collaborations with corporates, universities, technical vocational institutions, and non-profit organizations. The aim is to establish strong relationships and engage these partners in providing a steady stream of potential students for the platform. By forging these partnerships, the team is paving the way for a continuous influx of learners who can benefit from the solar technical and business learning opportunities offered.

Another critical aspect of the team's efforts revolves around [Curriculum and Training Experience Enhancement](#). Recognizing the importance of delivering high-quality materials and learning pathways, the team is committed to continuous improvement. They ensure that the content aligns with national standards and meets the industry's requirements. By constantly refining and enhancing the curriculum, the team strives to provide learners with the most relevant and up-to-date knowledge and skills in the field of solar energy.

[Expanding the Training Partner Network](#) is another key focus for the team. They actively source and onboard local training partners to broaden their reach and impact. This expansion is particularly crucial in serving individuals situated in rural or underrepresented areas of the country. By collaborating with training partners from these regions, the team aims to make solar technical and business learning accessible to a wider audience, empowering individuals who may have previously lacked such opportunities.

Finally, the team recognizes the significance of Brand Strengthening and Empowerment. They aspire to establish the academy as a leader and trusted partner in the field of solar technical and business learning. Through strategic branding initiatives, they seek to build a strong reputation, instilling confidence in learners, partners, and stakeholders. By establishing themselves as a recognized authority, the team aims to further solidify their position in the industry and drive continued growth and impact.

Sustainability

Looking ahead, the team recognizes that scaling the platform to different markets requires a diverse array of resources. While training fees play a crucial role in supporting the platform's operations, the team understands the importance of pursuing grants to further enhance and expand the academy and its offerings.

The pursuit of grants is driven by the team's commitment to continuous development and improvement. Securing grants provides valuable opportunities to explore new avenues, identify potential areas of growth, and invest in innovation. By actively seeking external funding, the team can allocate resources towards research and development, technology enhancements, curriculum refinement, and the introduction of new learning pathways.

Grants serve as catalysts for driving positive change and ensuring the academy remains at the forefront of industry standards and requirements. They enable the team to explore emerging trends and incorporate the latest advancements into the platform's educational offerings. Additionally, grants offer the possibility of conducting research and collaborating with experts in the field, fostering a culture of continuous learning and innovation.



VI. Conclusion

Summary of Accomplishments through the Grant

Since the pilot implementation, the NEA Solar Training Program has successfully enrolled a total of 314 learners, with 93.44% coming from outside Metro Manila, showcasing the program's reach and impact beyond the city. The program has successfully trained and equipped 128 students, professionals, and entrepreneurs, achieving an above-average training completion rate of 45.06%, surpassing [industry standards for online courses and MOOCs](#). Our commitment to education is further exemplified by producing 12 NEA graduates who passed the TESDA NC II Certification in Solar PV Systems Installation.

Through regular checkpoints, close monitoring of learner progress, and course completion certificates, NEA ensures continuous improvement and learner engagement. The program emphasizes hands-on learning through practical training sessions and checkpoints. NEA has conducted 4 checkpoints and 2 hands-on training sessions throughout the grant period. The program has made significant enhancements to its learning management system, migrating twice to provide a more intuitive and seamless learning experience.

Aligning with TESDA National Competency standards, NEA offers comprehensive learning pathways in Solar Installation NC II and Solar Design & Servicing NC III, while the specialized SolarPro Certification program, in collaboration with VocTech Academy, equips learners with comprehensive training in solar installation and TESDA NCII certification. NEA's tailored training package for Engineering schools addresses the unique educational needs of engineering students.

Effective social media campaigns on Facebook and LinkedIn have resulted in a growing online presence, with 690 followers, 51 inquiries, and 12 new enrollments within the first two months. Additionally, the program has established strategic partnerships with three training partners, one national certification partner, and three pipeline partners, expanding their network and enriching the learning experience.

Letter of Gratitude

Dear Solar Citizens Foundation,

On behalf of New Energy Academy, I am writing this letter to express our deepest gratitude for your generous support and funding towards the execution of the NEA Solar Training Program.

Your commitment to renewable energy education and your belief in our mission has impacted significantly in our ability to provide high-quality solar training to aspiring individuals. With your support, we have been able to create a dynamic learning environment, offer specialized certifications, and provide hands-on practical training experiences that prepare our trainees for the challenges and opportunities in the renewable energy sector.

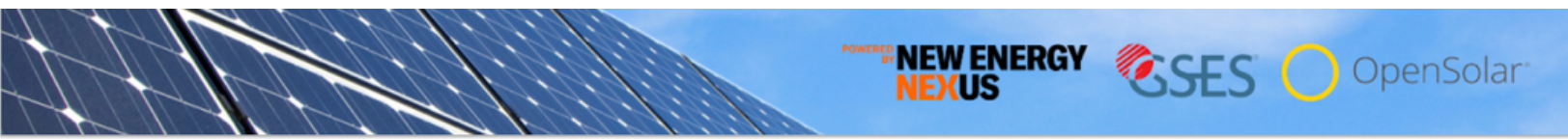
Beyond the financial assistance, your belief in our vision has been a source of motivation for our team and stakeholders. Your trust in our program has empowered us to strive for excellence and continually improve our offerings. Your grant has not only helped us create opportunities for individuals seeking solar education but has also contributed to the wider adoption of sustainable energy practices in our community and beyond.

As we move forward, we pledge to remain committed to our shared goal of advancing renewable energy education and promoting sustainable practices. We will continue to work diligently to ensure that the grant you have generously provided yields meaningful and lasting impacts.

Once again, we extend our heartfelt gratitude to you for your invaluable support. Together, we are making a positive difference in the solar industry and empowering individuals to contribute to a cleaner and greener future.

With sincere gratitude,

New Energy AcademyTeam





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