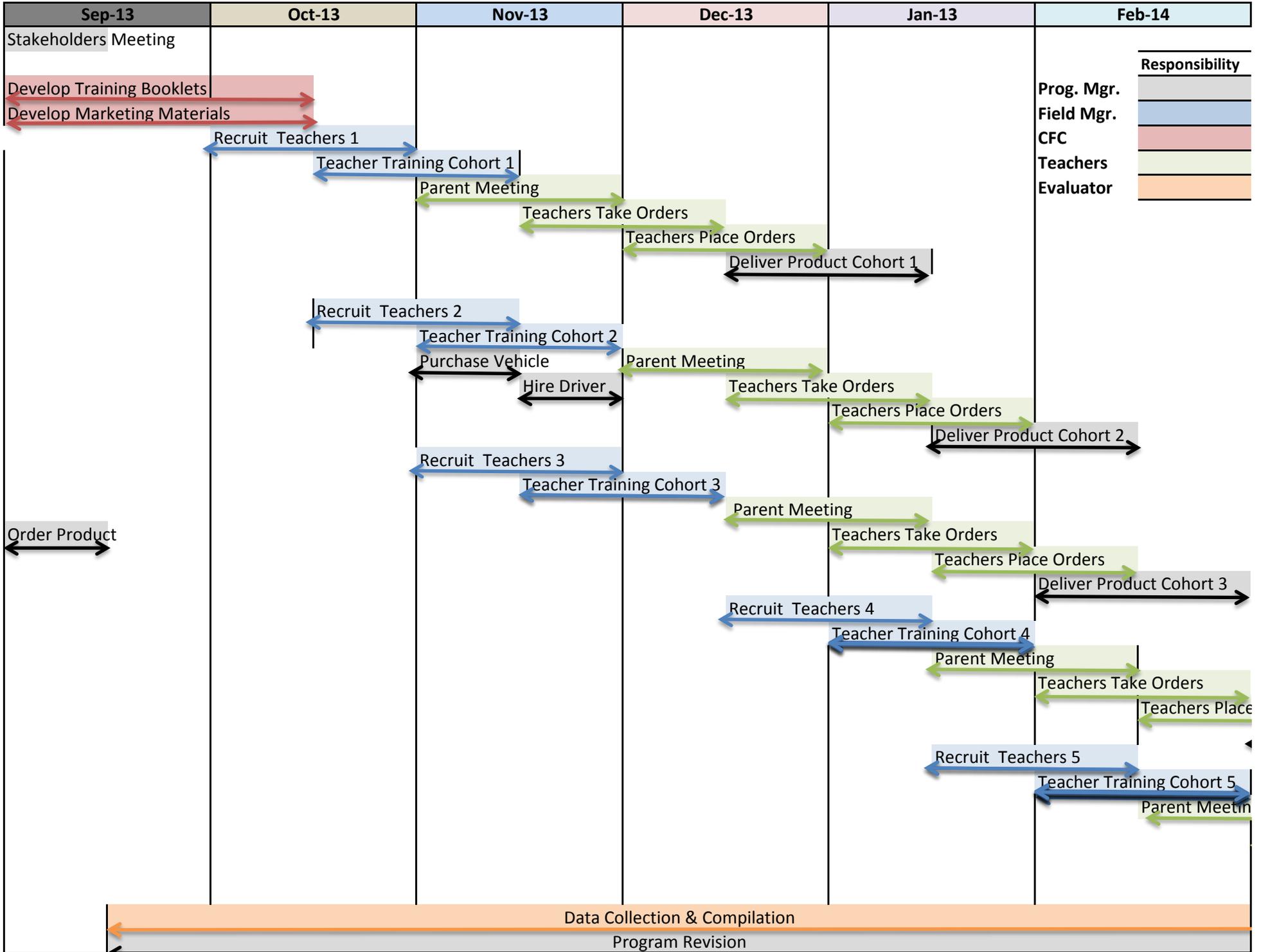
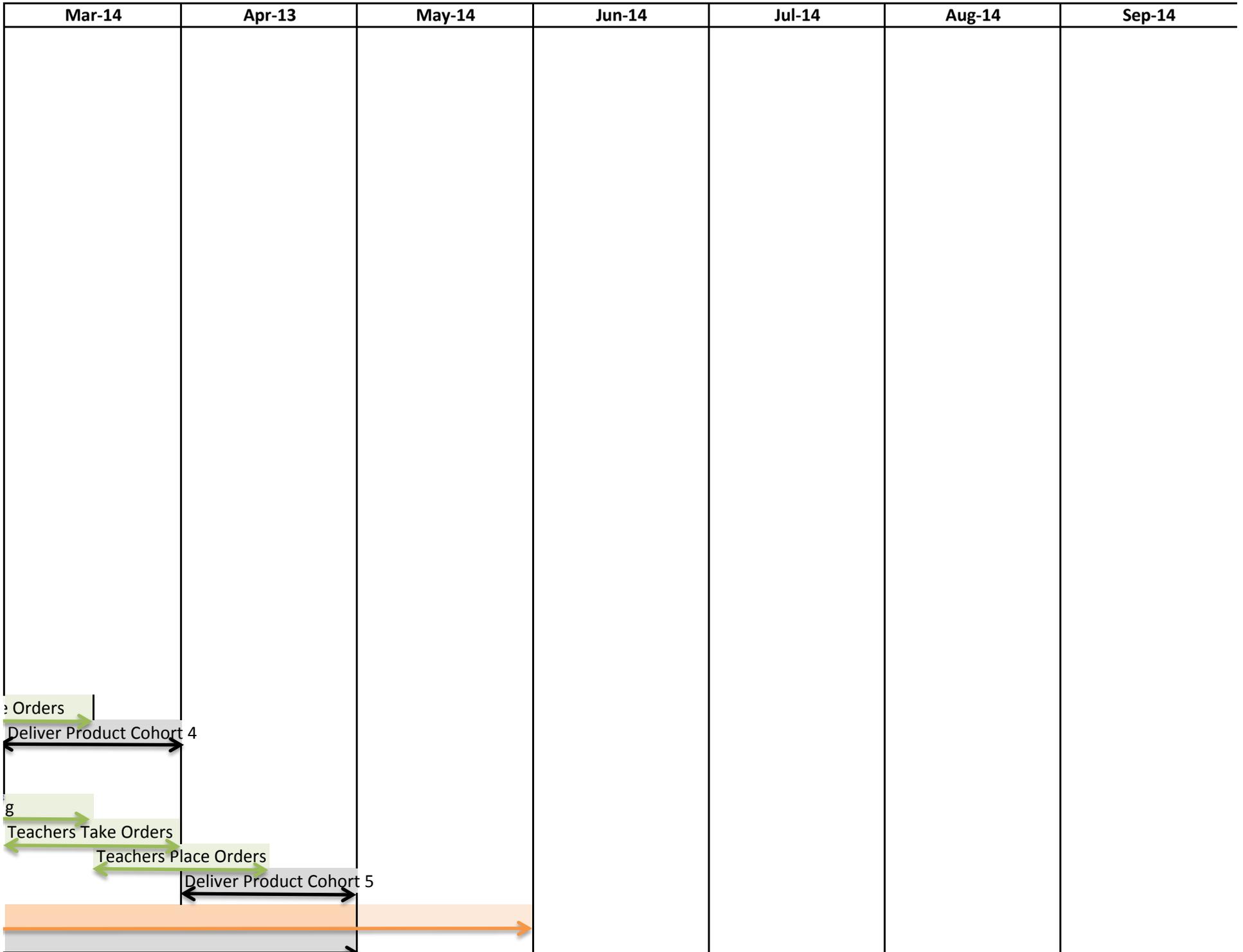


GANTT CHART









Draft Final Evaluation

Final Evaluation

Oct-14	Nov-14



Implementation Plan

Program Implementation Indicators	How Leads will Implement Program	Lead Staff	Deadline for Completion	Monitoring Tool(s)	Achievement Measures
Branding & Marking					
Fulfill branding & marking requirements	Create Banners, Labels, Media Releases w/ USAID Logo	Program Manager	Award Date + 1 Month	Products created	Products created to specifications
Teacher Recruitment					
Recruitment	Arrange and conduct local teacher district meetings	Field Mgr.	Award Date + 2 Months, 3 Month, 4 Months, 5 Months & 6 Months	Teacher attendance at meetings	70% teacher sign-up
Development of Training Materials					
Training Booklets and Marketing Materials developed	Create training booklet Develop marketing materials for teachers to use	Computers for Communities Staff	Award Date + One month	Feedback from local Peruvian teachers and Indigenous families	100% understanding of materials
Teacher Training					
Process for training	Arrange and conduct teacher training in: <ul style="list-style-type: none"> • Solar Benefits/Use • Products • Order/delivery process 	Field Mgr.	Award Date + Cohort 1: 2 Months Cohort 2: 3 Months Cohort 3: 4 Months Cohort 4: 5 Months Cohort 5: 6 Months	Pre/post test Successful completion of training manual	80% increase in knowledge and understanding of solar energy and products; 90% increase in level of comfort to serve as personal solar light implementers
Parent Meetings					
Dissemination of information to local	Notify parents of meeting.	Teachers	Award Date + Cohort 1: 3 Months	Attendance records of meeting	90% family participation in

families	Educate parents on solar benefits/use.		Cohort 2: 4 Months Cohort 3: 4.5 Months Cohort 4: 5.5 Months Cohort 5: 6.5 Months	Completion of training materials	meeting
Ordering Process					
Solar lights are ordered	Orders are taken from community members Money is collected Order is placed with Buen Power Peru.	Teachers Field Mgr.	Award Date + Cohort 1: 4 Months Cohort 2: 5 Months Cohort 3: 5.5 Months Cohort 4: 6.5 Months Cohort 5: 7.5 Months	Paperwork accurately completed Money collected is accurate for the number of lights needed	70% of community families targeted actually place orders
Delivery of Products					
Purchase of vehicle	Research best vehicle for the application	Program Manager	Award Date + 2.5 Months	Cost and reliability analysis completed	Vehicle purchased
Hiring/training of driver	Advertise position and conduct interviews	Program Manager	Award Date + 3 Months	Completed work application form with valid driver's license, DNI and contact information Satisfactory completion of sample delivery paperwork	Deliveries completed accurately and on time
Product order and delivery logistics	Coordinate product order, receipt, and schedule deliveries with driver and teachers	Program Manager	Award Date + 0.5 Months	Excel spreadsheets completely and accurately filled out.	Products ordered on time. Receipt and warehousing of products occurs. Deliveries to district schools on time
Evaluation					
Who is conducting the evaluation	Evaluation will be subcontracted to external evaluator.	External Evaluator Program Manager	Award Date + 0.5 Months	Monthly review of all completed evaluation tools and program	Data analysis to measure 1) efficacy of the improvement of

	External evaluator will assist program staff to develop program questions, data collection tools, and review of evaluation data			reports	Quality of Life (QoL) 2) cost of product-to-market utilizing vs. traditional sales force
Data Collection					
How will data be collected	Data collected by the external evaluator by means of obtaining records from the program manager, as well as collected surveys from distribution partners	External Evaluator Program Manager	Award Date + 0.5 Months	Database populated with sales and survey records completely and accurately.	Complete data records and survey targets met each month in preparation for quarterly reports.
What data are being collected	Sales records of individual products in each market, in addition to product and market surveys done per plan specs	External Evaluator	Award Date + 1 Month	Distribution partners follow guidelines for completing their required surveys. Accurate bookkeeping of sales. Indoor air quality tests	Guidelines about integration of specific sales figures and survey questions into report form completed.
Key questions that should be asked	Re-evaluation of key survey questions after each quarterly assessment of QoL data collection	External Evaluator Program Manager	Award Date + 1 Month, Ongoing	Quarterly discussion between external evaluator and program manager about	Excellent assessment of how each product and distribution method is affecting the QoL of target clients in each mark.

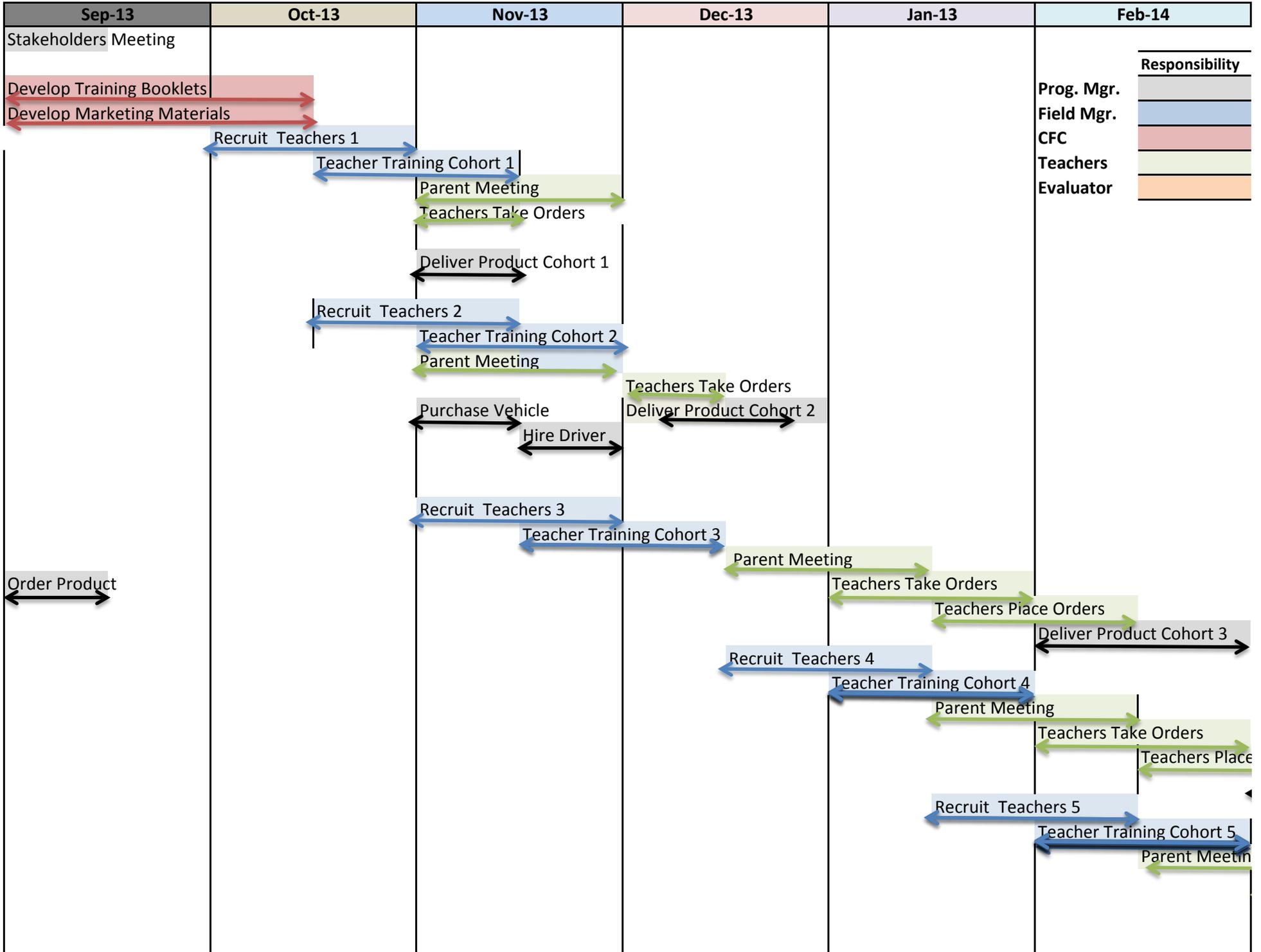
From	to	No. Families	Contacts	First Meeting
				(train teachers)
1st trip to the communities of Ollantaytambo September 27 - 2013				
Cusco	Pallata- Ollanta	50	Rufino avendano Santos Suares - 973275572	Sept. 27, 2013
Cusco	Willoc - Ollanta (9 communities)	250	Director- 993-490462 President- 946-717698	Sept. 27, 2013
Cusco	Patacancha	120	President Teacher	Sept. 27, 2013
Cusco	Rumira Sondor mayu	44	President and teacher	Sept. 27, 2013
2nd Trip to Communities 10-11 of November 2013				
Cusco	Pachar	160	Porfirio Wayta 983-618539 1 luz Santos Yarin Aragon 974-898424	Nov. 11, 2013
Cusco	Soqma - Pillcobamba	90	Himelda Hanco Huamani 984-646679 Sofia Corahua Tapara 942-183691	Nov. 11, 2013
Cusco	Marcuray - Rayan	90	Mario Coyso Mayhua 976-995158 1 luz Gonzalo Duran Zamalloa 983-396453	Nov. 12, 2013
3rd Trip to communities of Qelqqanqa 14.11.2013				
Cusco	Qelqanqa Yanamayu	84	Maritza Trujillo Mormontoy 984-2628	Nov. 3, 2013
		44	Rosanna Atauchi Sonco 984-421915 Francisca Gamarra Villanueva 984-93	Nov. 3, 2013
			Juan Sinchi Hanco - Presidente	Nov. 3, 2013
			Concepcion Torres Peña Enfermera P	Nov. 3, 2013
4rd trip to Communities 13.11.13				
Cusco	Phiri	120	Cerafin Garcia cahuata 959-427452 Elias Paucar 984-776480	Nov. 13, 2013
Cusco	Tancaq	150	Mario Usandivares Urtado 973-29907 Leoncio Olivera 957-724819	Nov. 13, 2013
5th trip to Communities 30.11.13				
Cusco	Pacramayu Colcaikui			Nov. 30, 2013
Cusco	Huarcay			Nov. 30, 2013

Second Meeting	Delivery	Lights Sold
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(parent meeting)

06 oct. 2013	TBS	
06 oct. 2013		
05 oct. 2013	Nov. 5, 2013	72
05 oct. 2013		
05 oct. 2013	Nov. 5, 2013	106
05 oct. 2013		
05 oct. 2013	Nov. 5, 2013	20
		198
Nov. 21, 2013	Dec. 4, 2013	
Nov. 21, 2013		
Nov. 21, 2013	Dec. 15, 2013	
Nov. 21, 2013		
Nov. 21, 2013	Dec. 15, 2013	
Nov. 21, 2013		
Nov. 14, 2013	Dec. 10, 2013	
Nov. 14, 2013	Dec. 10, 2013	
Nov. 14, 2013	Dec. 10, 2013	
Nov. 14, 2013	Dec. 10, 2013	
Nov. 14, 2013	Dec. 10, 2013	
Nov. 30, 2013	TBS	
Nov. 30, 2013		
Nov. 30, 2013	Dec. 8, 2013	
Nov. 30, 2013		
Dec. 5, 2013	Dec. 30, 2013	
Dec. 5, 2013	Dec. 30, 2013	
Dec. 5, 2013	Dec. 30, 2013	

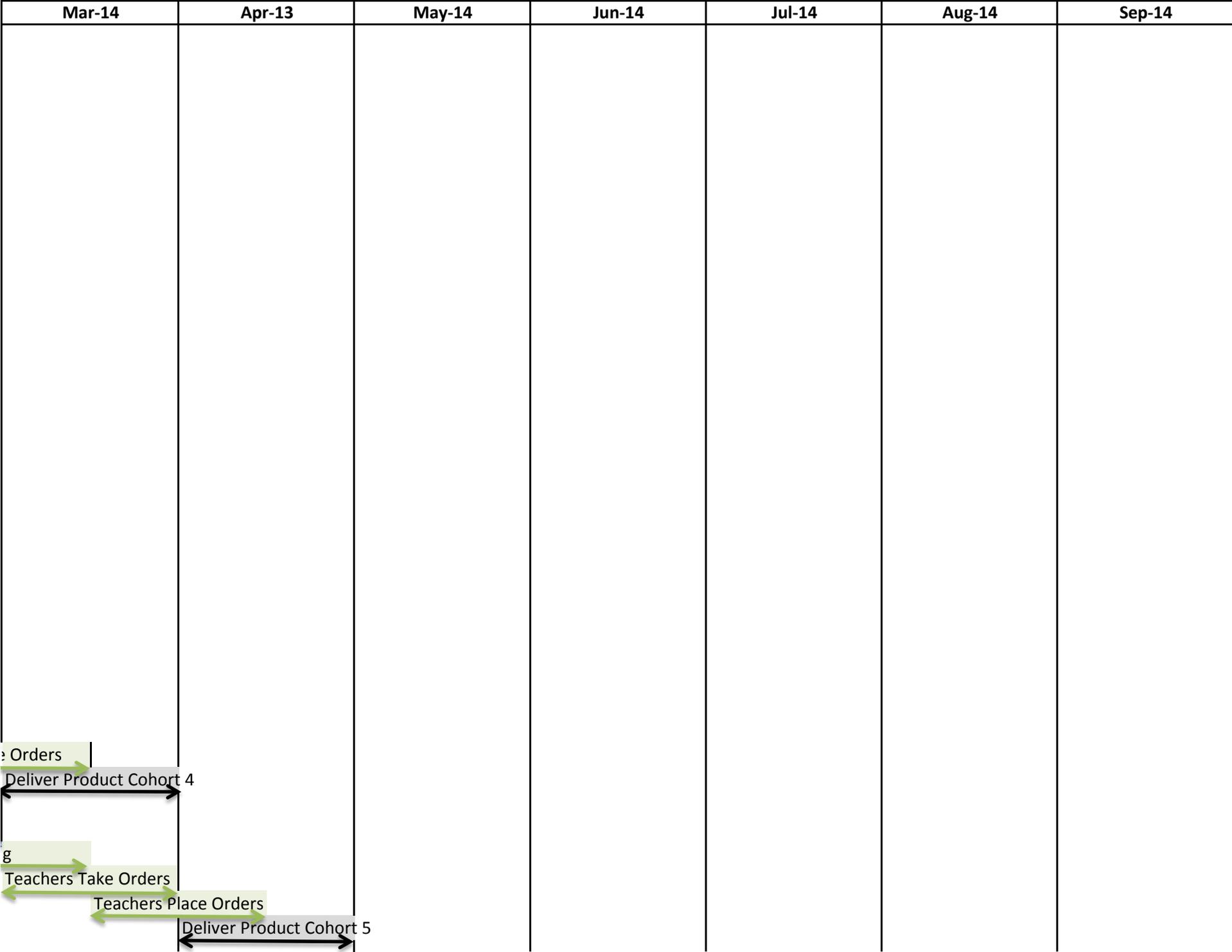
GANTT CHART

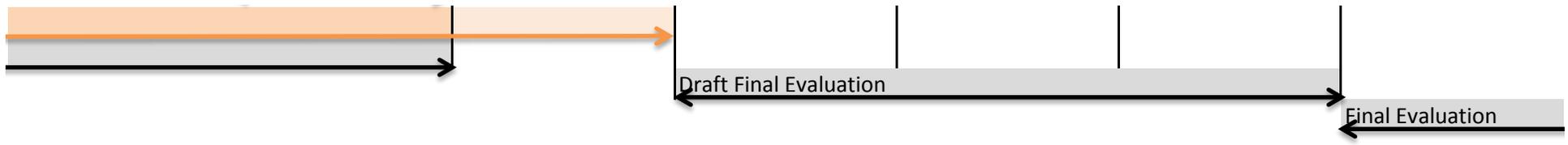


Responsibility	
Prog. Mgr.	
Field Mgr.	
CFC	
Teachers	
Evaluator	

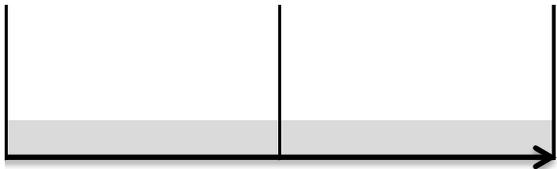
Data Collection & Compilation

Program Revision





Oct-14	Nov-14



Implementation Plan Updated November 30,2013

Program Implementation Indicators	How Leads will Implement Program	Lead Staff	Deadline for Completion	Monitoring Tool(s)	Achievement Measures	Status ✓ - complete ○ in progress *to be started
Branding & Marking						
Fulfill branding & marking requirements	Create Banners, Labels, Media Releases w/ USAID Logo	Program Manager	Award Date + 1 Month	Products created	Products created to specifications	✓
Teacher Recruitment						
Recruitment	Arrange and conduct local teacher district meetings	Field Mgr.	Award Date + 2 Months, 3 Month, 4 Months, 5 Months & 6 Months	Teacher attendance at meetings	70% teacher sign-up	✓ ✓ * * *
Development of Training Materials						
Training Booklets and Marketing Materials developed	Create training booklet Develop marketing materials for teachers to use	Computers for Communities Staff	Award Date + One month	Feedback from local Peruvian teachers and Indigenous families	100% understanding of materials	✓
Teacher Training						
Process for training	Arrange and conduct teacher training in: <ul style="list-style-type: none"> • Solar Benefits/Use • Products • Order/delivery process 	Field Mgr.	Award Date + Cohort 1: 2 Months Cohort 2: 3 Months Cohort 3: 4 Months Cohort 4: 5 Months Cohort 5: 6 Months	Pre/post test Successful completion of training manual	80% increase in knowledge and understanding of solar energy and products; 90% increase in level of comfort to serve as personal solar light implementers	✓ ✓ * * *
Parent Meetings						
Dissemination of information to local	Notify parents of meeting.	Teachers	Award Date + Cohort 1: 3 Months	Attendance records of meeting	90% family participation in	✓

families	Educate parents on solar benefits/use.		Cohort 2: 4 Months Cohort 3: 4.5 Months Cohort 4: 5.5 Months Cohort 5: 6.5 Months	Completion of training materials	meeting	✓ * * *
Ordering Process						
Solar lights are ordered	Orders are taken from community members Order is placed with Buen Power Peru.	Teachers Field Mgr.	Award Date + Cohort 1: 4 Months Cohort 2: 5 Months Cohort 3: 5.5 Months Cohort 4: 6.5 Months Cohort 5: 7.5 Months	Paperwork accurately completed Money collected is accurate for the number of lights needed	70% of community families targeted actually place orders	✓ * * * *
Delivery of Products						
Purchase of vehicle	Research best vehicle for the application	Program Manager	Award Date + 2.5 Months	Cost and reliability analysis completed	Vehicle purchased	✓
Hiring/training of driver	Advertise position and conduct interviews	Program Manager	Award Date + 3 Months	Completed work application form with valid driver's license, DNI and contact information Satisfactory completion of sample delivery paperwork	Deliveries completed accurately and on time	✓
Product order and delivery logistics	Coordinate product order, receipt, and schedule deliveries with driver and teachers	Program Manager	Award Date + 0.5 Months	Excel spreadsheets completely and accurately filled out.	Products ordered on time. Receipt and warehousing of products occurs. Deliveries to district schools on time	✓
Evaluation						
Who is conducting the evaluation	Evaluation will be subcontracted to external evaluator. External	External Evaluator Program Manager	Award Date + 0.5 Months	Monthly review of all completed evaluation tools and program reports	Data analysis to measure 1) efficacy of the improvement of Quality of Life (QoL)	✓

	evaluator will assist program staff to develop program questions, data collection tools, and review of evaluation data				2) cost of product-to-market utilizing vs. traditional sales force	
Data Collection						
How will data be collected	Data collected by the external evaluator by means of obtaining records from the program manager, as well as collected surveys from distribution partners	External Evaluator Program Manager	Award Date + 0.5 Months	Database populated with sales and survey records completely and accurately.	Complete data records and survey targets met each month in preparation for quarterly reports.	○
What data are being collected	Sales records of individual products in each market, in addition to product and market surveys done per plan specs	External Evaluator	Award Date + 1 Month	Distribution partners follow guidelines for completing their required surveys. Accurate bookkeeping of sales. Indoor air quality tests performed.	Guidelines about integration of specific sales figures and survey questions into report form completed.	✓

Key questions that should be asked	Re-evaluation of key survey questions after each quarterly assessment of QoL data collection	External Evaluator Program Manager	Award Date + 1 Month, Ongoing	Quarterly discussion between external evaluator and program manager about reassessment of survey questions.	Excellent assessment of how each product and distribution method is affecting the QoL of target clients in each mark.	○

- **Update of project implementation and evaluation activities including indicators listed in milestone 1.**
See attached implementation plan
- **Quarterly Sales Statements**
See attached Trip report which includes sales numbers
- **Randomly assign sites to treatment and control groups**
This deliverable had been changed, as we are not utilizing treatment and control groups. We are conducting pre/post surveys on random families. Pre surveys have been conducted on random families in communities that have received lights.
- **Three Teacher Training Cohorts have been completed**
See revised GANTT Chart. 2 teacher training cohorts have been completed.
- **One parent meeting has occurred.**
See attached Trip report. First parent cohort meeting and distributions have occurred.

From	to	No. Families (Approx)	Contacts	First Meeting (train teachers)
1st Cohort				
Cusco	Pallata- Ollanta	50	Rufino avendano Santos Suares - 973275572	Sept. 27, 2013
Cusco	Willoc - Ollanta (9 communities)	250	Director- 993-490462 President- alberto 946-717698 profesora Justina 974-704658 yovana Tika Arcondo 984-179653/984-779653/984-4551	Sept. 27, 2013 Sept. 27, 2013 Sept. 27, 2013
Cusco	Patacancha	120	President valentin quispe huaman Teacher ruth 993-490756/ 979-37986	Sept. 27, 2013 Sept. 27, 2013
Cusco	Rumira Sondor mayu	44	President fortunato dias quispe 973-2 Profe Mario Ayala 996-388030 Guztavo Castillo conductor	Sept. 27, 2013
2nd Cohort				
Cusco	Pachar	160	Porfirio Wayta 983-618539 1 luz Santos Yarin Aragon 974-898424 Profesora Pachar Rosario - 989 089 6	Nov. 11, 2013 Nov. 11, 2013
Cusco	Soqma - Pillcobamba	90	Himelda Hanco Huamani 984-646679 Sofia Corahua Tapara 942-183691	Nov. 11, 2013
Cusco	Marcuray - Rayan	90	Mario Coyso Mayhua 976-995158 1 luz Gonzalo Duran Zamalloa 983-396453 Lucio Ayma Carbajal	Nov. 12, 2013
3rd Cohort				
Cusco	Qelqanqa Yanamayu	84 44	Maritza Trujillo Mormontoy 984-2628 Rosanna Atauchi Sonco 984-421915 Francisca Gamarra Villanueva 984-938260 / 313512 Juan Sinchi Hancco - Presidente Concepcion Torres Peña Enfermera Patacancha	Nov. 3, 2013 Nov. 3, 2013
Cusco	WacaHuasi		Lalo 940 805245 vilma 958-377910	Dic. 1, 2013
Cusco	Cuncani		isaias quispe Suni 974-913033	Dic. 1, 2013
Cusco	Tarapata Urubamba	100	Pres. Fortunato Quispe Sullca 984-926 Prof. Roger 984-200096 prof.Sorayda 989089680	Jan. 12, 2014 Jan. 12, 2014

4th Cohort

Cusco	Phiri	120	Cerafin Garcia cahuata 959-427452	Nov. 13, 2013
			Elias Paucar 984-776480	Nov. 13, 2013
			Saturnino Paucar978-293924	
Cusco	Tancaq	150	Mario Usandivares Urtado 973-29907	Nov. 13, 2013
			Leoncio Olivera 957-724819	Nov. 13, 2013
Cusco	Pacramayu		Juan bautista 958-384160	Nov. 30, 2013
	Colcaikui		fermin conde	Nov. 30, 2013
Cusco	Huarcay			Nov. 30, 2013

5th Cohort

Cusco	Cachin	100	Vilma 958-377910	Feb. 10, 2014
Cusco	Chillivany			Feb. 10, 2014
Cusco	Pacramayu			Feb. 26, 2014
	Colcaiqui			Feb. 26, 2015
	Huarcay			Feb. 26, 2016

NOTE: More teachers/communities will be added after start of the school year

Second Meeting	Delivery	Lights Sold
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(parent meeting)

06 oct. 2013	TBS	
06 oct. 2013		
05 oct. 2013	Nov. 5, 2013	77
05 oct. 2013		
841		
05 oct. 2013	Nov. 5, 2013	106
05 oct. 2013		
05 oct. 2013	Nov. 5, 2013	20
Nov. 21, 2013	Dec. 4, 2013	85
Nov. 21, 2013	Dec. 4, 2013	33
Nov. 21, 2013	Dec. 15, 2013	54
Nov. 21, 2013	Dec. 15, 2013	25
Nov. 14, 2013	Dec. 10, 2013	45
Nov. 14, 2013	Dec. 10, 2013	24
Dic. 8, 2013	Dic. 17, 2013	60
Dic. 8, 2013	Dic. 17, 2016	40
Jan. 13, 2014	jan. 19, 2014	84
Jan. 13, 2014	jan. 19, 2014	41

Nov. 30, 2013	Mar. 08, 2014	
Nov. 30, 2013	Mar. 08, 2014	
Nov. 30, 2013	Mar. 23, 2014	8
Nov. 30, 2013	Mar. 23, 2015	
Dec. 5, 2013	Mar. 30, 2014	
Dec. 5, 2013	Mar.30, 2014	
Dec. 5, 2013	Mar.30, 2014	

Feb. 14, 2014	Feb. 16, 2014	36
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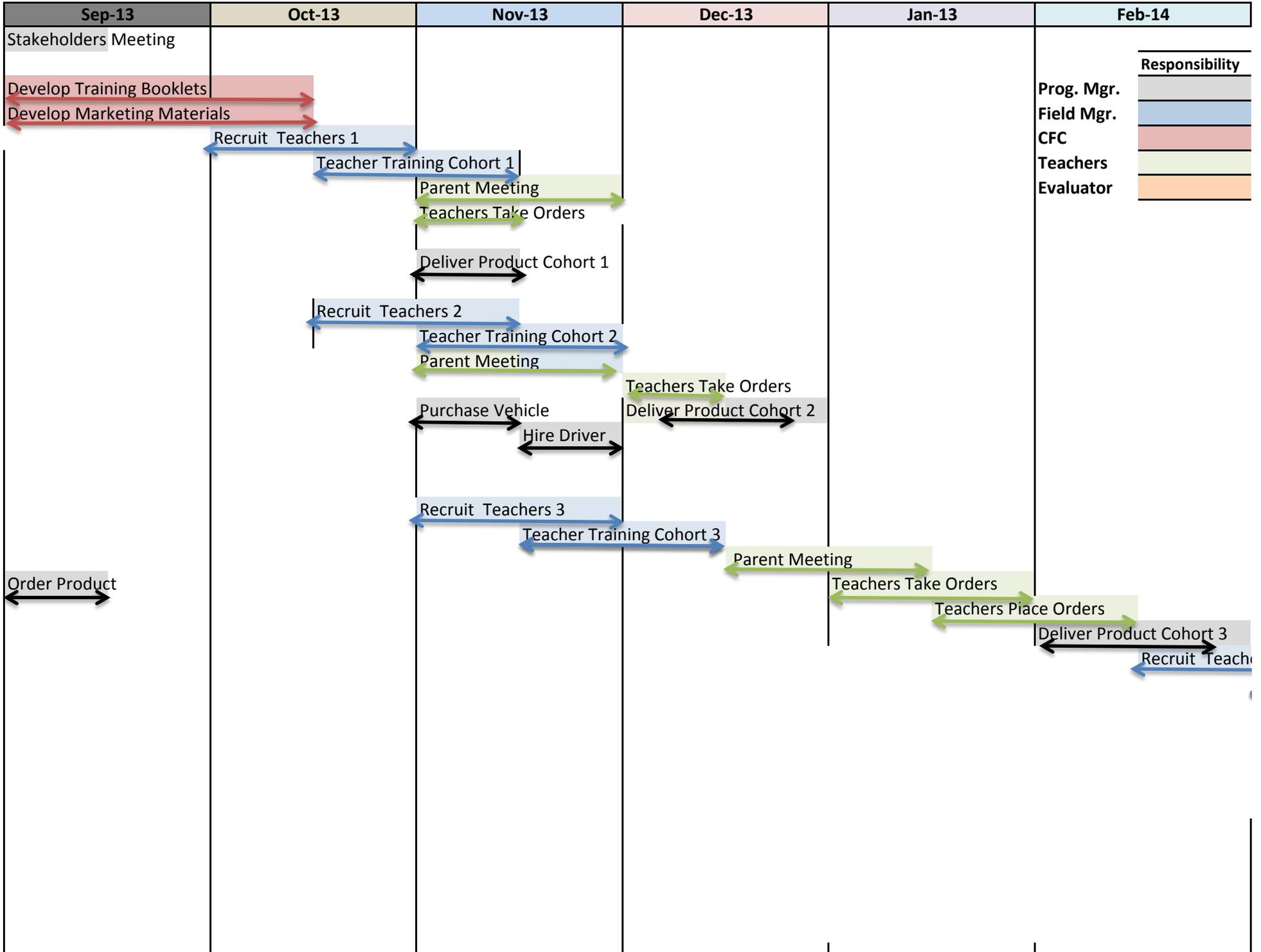
Feb. 14, 2014	30-Mar-14	
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Feb. 28, 2014	1-Apr-14	
Feb. 28, 2015		
Feb. 28, 2016		

TOTALS 738

EJEMPLO DE MARGENES DE GANANCIA DE VENEDORES BPP								
PRODUCTO	N. VENTA/DIA	N.VENTA/MES	PAGO/UNITARIO	PAGO/TOTAL	PRECIO/V./UNI.	PRECIO/V./TOTAL	GANANCIA	
S2	1	24	35	840	45	1,080	240	
S20	1	24	45	1,080	60	1,440	360	
S300	1	24	130	3,120	165	3,960	840	
BB5	0.5	12	400	4,800	500	6,000	1200	
S/TOTAL				9,840		12,480	2,640	

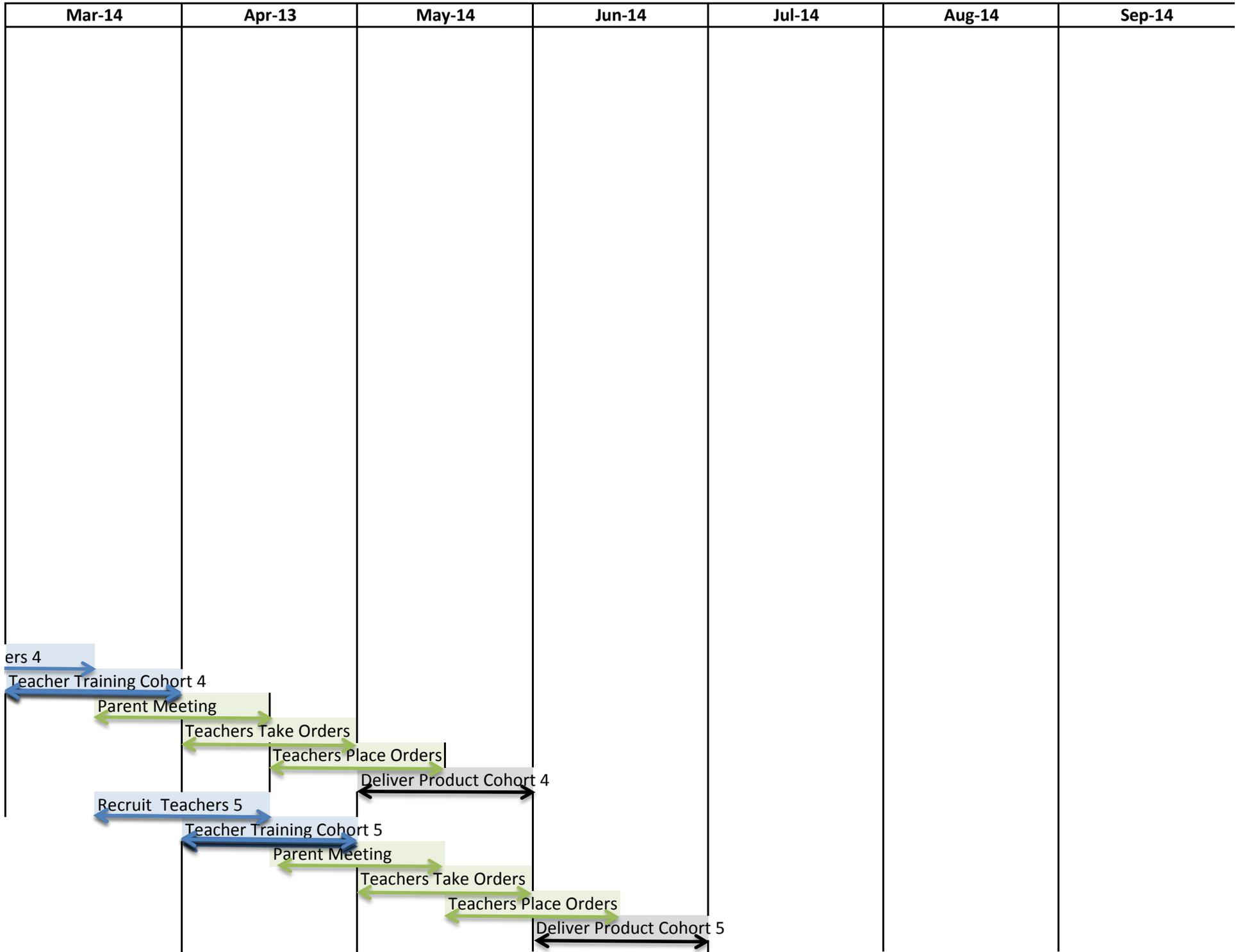
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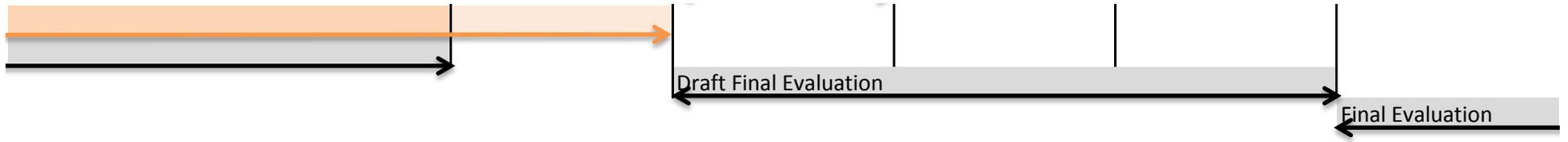


Responsibility	
Prog. Mgr.	
Field Mgr.	
CFC	
Teachers	
Evaluator	

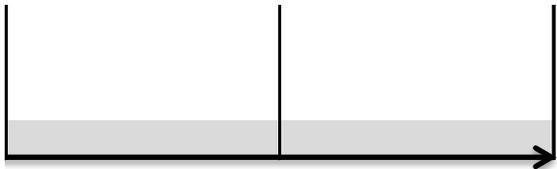
Data Collection & Compilation

Program Revision





Oct-14	Nov-14



Implementation Plan Updated March 1, 2014

Program Implementation Indicators	How Leads will Implement Program	Lead Staff	Deadline for Completion	Monitoring Tool(s)	Achievement Measures	Status ✓ - complete ○ in progress *to be started
Branding & Marking						
Fulfill branding & marking requirements	Create Banners, Labels, Media Releases w/ USAID Logo	Program Manager	Award Date + 1 Month	Products created	Products created to specifications	✓
Teacher Recruitment						
Recruitment	Arrange and conduct local teacher district meetings	Field Mgr.	Award Date + 2 Months, 3 Month, 4 Months, 5 Months & 6 Months	Teacher attendance at meetings	70% teacher sign-up	✓ ✓ ✓ ✓ ✓
Development of Training Materials						
Training Booklets and Marketing Materials developed	Create training booklet Develop marketing materials for teachers to use	Computers for Communities Staff	Award Date + One month	Feedback from local Peruvian teachers and Indigenous families	100% understanding of materials	✓
Teacher Training						
Process for training	Arrange and conduct teacher training in: <ul style="list-style-type: none"> • Solar Benefits/Use • Products • Order/delivery process 	Field Mgr.	Award Date + Cohort 1: 2 Months Cohort 2: 3 Months Cohort 3: 4 Months Cohort 4: 5 Months Cohort 5: 6 Months	Pre/post test Successful completion of training manual	80% increase in knowledge and understanding of solar energy and products; 90% increase in level of comfort to serve as personal solar light implementers	✓ ✓ ✓ ✓ ✓
Parent Meetings						
Dissemination of information to local families	Notify parents of meeting. Educate parents on	Teachers	Award Date + Cohort 1: 3 Months Cohort 2: 4 Months	Attendance records of meeting Completion of training	90% family participation in meeting	✓ ✓

	solar benefits/use.		Cohort 3: 4.5 Months Cohort 4: 5.5 Months Cohort 5: 6.5 Months	materials		✓ * *
Ordering Process						
Solar lights are ordered	Orders are taken from community members Order is placed with Buen Power Peru.	Teachers Field Mgr.	Award Date + Cohort 1: 4 Months Cohort 2: 5 Months Cohort 3: 5.5 Months Cohort 4: 6.5 Months Cohort 5: 7.5 Months	Paperwork accurately completed Money collected is accurate for the number of lights needed	70% of community families targeted actually place orders	✓ ✓ ✓ * *
Delivery of Products						
Purchase of vehicle	Research best vehicle for the application	Program Manager	Award Date + 2.5 Months	Cost and reliability analysis completed	Vehicle purchased	✓
Hiring/training of driver	Advertise position and conduct interviews	Program Manager	Award Date + 3 Months	Completed work application form with valid driver's license, DNI and contact information Satisfactory completion of sample delivery paperwork	Deliveries completed accurately and on time	✓
Product order and delivery logistics	Coordinate product order, receipt, and schedule deliveries with driver and teachers	Program Manager	Award Date + 0.5 Months	Excel spreadsheets completely and accurately filled out.	Products ordered on time. Receipt and warehousing of products occurs. Deliveries to district schools on time	✓
Evaluation						
Who is conducting the evaluation	Evaluation will be subcontracted to external evaluator. External evaluator will assist program staff to develop program questions, data	External Evaluator Program Manager	Award Date + 0.5 Months	Monthly review of all completed evaluation tools and program reports	Data analysis to measure 1) efficacy of the improvement of Quality of Life (QoL) 2) cost of product-to-market utilizing vs. traditional sales force	✓

	collection tools, and review of evaluation data					
Data Collection						
How will data be collected	Data collected by the external evaluator by means of obtaining records from the program manager, as well as collected surveys from distribution partners	External Evaluator Program Manager	Award Date + 0.5 Months	Database populated with sales and survey records completely and accurately.	Complete data records and survey targets met each month in preparation for quarterly reports.	○
What data are being collected	Sales records of individual products in each market, in addition to product and market surveys done per plan specs	External Evaluator	Award Date + 1 Month	Distribution partners follow guidelines for completing their required surveys. Accurate bookkeeping of sales. Indoor air quality tests performed.	Guidelines about integration of specific sales figures and survey questions into report form completed.	✓
Key questions that should be asked	Re-evaluation of key survey questions after each quarterly assessment of QoL data collection	External Evaluator Program Manager	Award Date + 1 Month, Ongoing	Quarterly discussion between external evaluator and program manager about reassessment of survey questions.	Excellent assessment of how each product and distribution method is affecting the QoL of target clients in each mark.	○

- **Update of project implementation and evaluation activities including indicators listed in milestone 1.**
See attached implementation plan
- **Quarterly Sales Statements**
See attached Trip report which includes sales numbers
- **Product delivered to at least 3 cohorts**
See attached Trip Report.
Product has been delivered to 3 cohorts.
- **Two Additional Teacher Training Cohorts have been completed**
2 additional teacher training cohorts have been completed.

Note the change in plan as defined on the attached GANTT Chart. Additional parent meetings and distributions have been pushed out slightly due to the fact that January and February were two months of school summer vacation. As there was no school, it was difficult for teachers to have parent meetings. The schedule picks back up in March, as school is back in session on March 10.

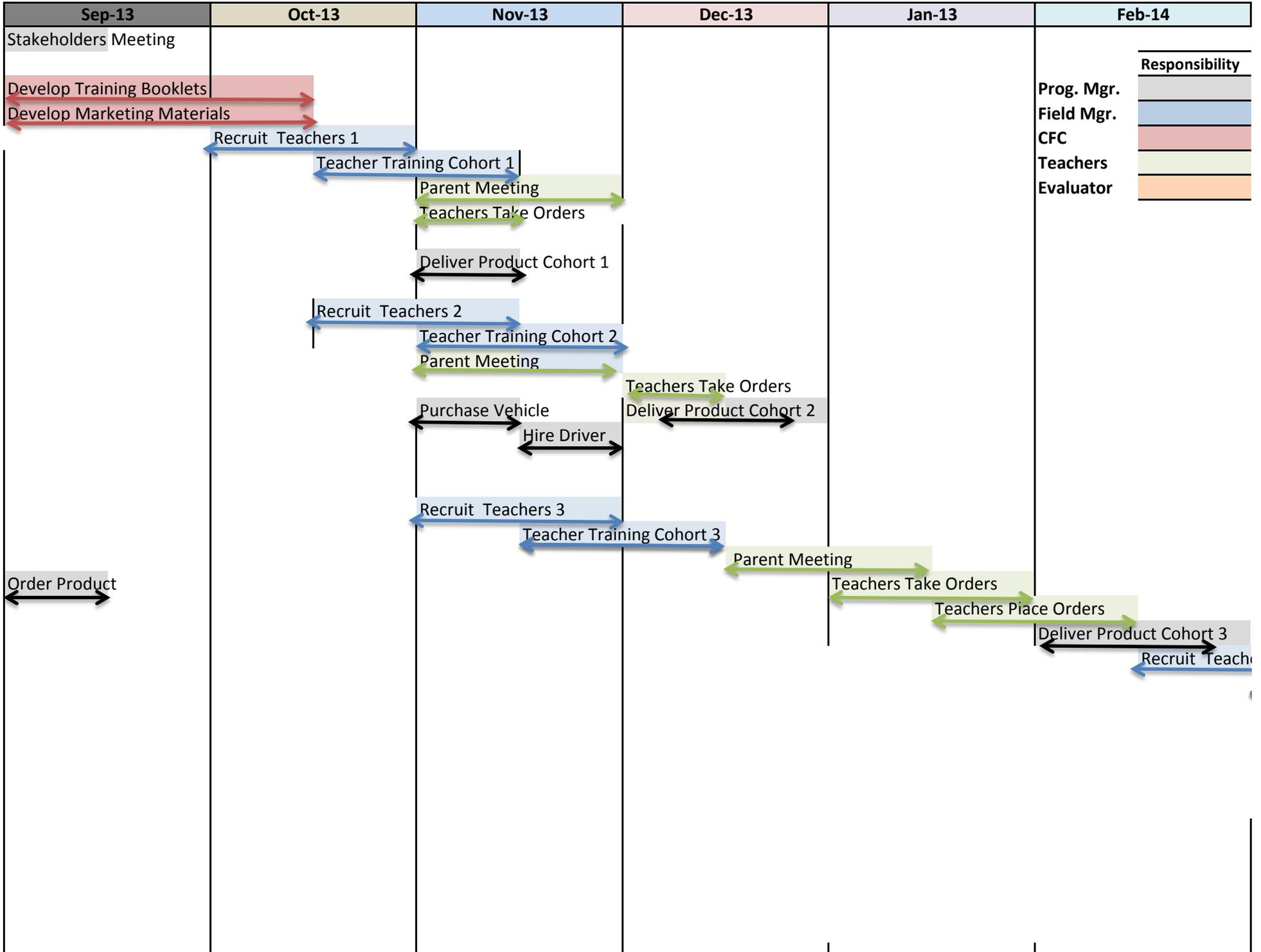
Community	No. Families (Approx.)	Contacts	First Meeting (train teachers)	Second Meeting (parent meeting)	Delivery	Lights Sold	Free Light
Pallata- Ollanta		Rufino avendano	Sept. 27, 2013	06 oct. 2013	TBS		
		Santos Suares - 973275572	Sept. 27, 2013	06 oct. 2013			
Willoc - Ollanta (9 communities)	250	Director- 993-490462	Sept. 27, 2013	05 oct. 2013	Nov. 5, 2013	110	2
		President- alberto 946-71769	Sept. 27, 2013	05 oct. 2013			
		profesora Justina 974-704658					
		yovana Tika Arcondo 984-179653/984-779653/984-455841					
Patacancha	120	President valentin quispe hua	Sept. 27, 2013	05 oct. 2013	Nov. 5, 2013	106	2
		Teacher ruth 993-490756/ 97	Sept. 27, 2013	05 oct. 2013			
Rumira Sondor mayu	44	President fortunato dias quis	Sept. 27, 2013	05 oct. 2013	Nov. 5, 2013	20	2
		Profe Mario Ayala 996-388030					
		Guztavo Castillo					
		conductor					
Pachar	160	Porfirio Wayta 983-618539	Nov. 11, 2013	Nov. 21, 2013	Dec. 4, 2013	33	1
		Santos Yarin Aragon 974-898	Nov. 11, 2013	Nov. 21, 2013			1
		Profesora Pachar Rosario - 989 089 680					1
		Fausto					1
Soqma - Pillcobamba	90	Himelda Hanco Huamani 984	Nov. 11, 2013	Nov. 21, 2013	Dec. 15, 2013	84	1
		Sofia Corahua Tapara 942-183	Nov. 11, 2013	Nov. 21, 2013			
Marcuray - Rayan	90	Mario Coyso Mayhua 976-995	Nov. 12, 2013	Nov. 21, 2013	Dec. 15, 2013	3	1
		Gonzalo Duran Zamalloa 983-	Nov. 12, 2013	Nov. 21, 2013			2
		Lucio Ayma Carbajal					1
Qelqanqa	84	Maritza Trujillo Mormontoy 9	Nov. 3, 2013	Nov. 14, 2013	Dec. 10, 2013	57	3
Yanamayu	44	Rosanna Atauchu Sonco 984-4	Nov. 3, 2013	Nov. 14, 2013	Dec. 10, 2013		
		Francisca Gamarra Villanueva	Nov. 3, 2013	Nov. 14, 2013	Dec. 10, 2013		
		Juan Sinchi Hancco - Presiden	Nov. 3, 2013	Nov. 14, 2013	Dec. 10, 2013		
		Concepcion Torres Peña Enfe	Nov. 3, 2013	Nov. 14, 2013	Dec. 10, 2013		

WacaHuasi	160	Lalo 940 805245	Dec. 1, 2013	Dec. 8, 2013	Dec. 17, 2013	60	3
			Dec. 1, 2013	Dec. 8, 2013	Dec. 17, 2014		
		vilma 958-377910	Dec. 1, 2013	Dec. 8, 2013	Dec. 17, 2015		
Cuncani	45	isaias quispe Suni 974-913033	Dec. 1, 2013	Dec. 8, 2013	Dec. 17, 2016	40	
			Dec. 1, 2013	Dec. 8, 2013	Dec. 17, 2017		
			Dec. 1, 2013	Dec. 8, 2013	Dec. 17, 2018		
Phiri		Cerafin Garcia cahuata 959-4	Nov. 13, 2013	Nov. 30, 2013	Mar. 08, 2014		
			Nov. 13, 2013	Nov. 30, 2013	Mar. 08, 2014		1
		Saturnino Paucar978-293924					
Tancaq	150	Mario Usandivares Urtado 97	Nov. 13, 2013	Nov. 30, 2013	Mar. 23, 2014	32	1
		Leoncio Olivera 957-724819	Nov. 13, 2013	Nov. 30, 2013	Mar. 23, 2015		
Pacramayu	140	Juan bautista 958-384160	Nov. 30, 2013	Dec. 5, 2013	Abr. 30, 2014	110	3
Colcaikui		fermin conde	Nov. 30, 2013	Dec. 5, 2013	Abr.30, 2014		
Huarcay			Nov. 30, 2013	Dec. 5, 2013	Abr.30, 2014		
Tarapata	100	Pres. Fortunato Quispe Sullca	Jan. 12, 2014	Jan. 13, 2014	jan. 19, 2014	41	1
		Prof. Roger 984-200096	Jan. 12, 2014	Jan. 13, 2014	jan. 19, 2014		1
		prof.Sorayda 989089680	Jan. 12, 2014	Jan. 13, 2014	jan. 19, 2014		1
		Salustio 966-553215	mar. 02, 2014	Mar. 30, 2014			
Tio Grande	60	Maxel Alvarez Marocho 984-	Abr. 03, 2014	Abr. 05, 2014	Abril. 19, 2014	55	1
Tio Marcani	30	Maxel Alvarez Marocho 984-	Abr. 03, 2014	Abr. 05, 2014	Abril. 19, 2014	30	
CachuCachu	30	Maxel Alvarez Marocho 984-	Abr. 03, 2014	Abr. 05, 2014	Abril. 19, 2014	72	
Fusa	30	Roberto Yucra Callasaya 950-	Abr. 03, 2014	Abr. 05, 2014	Abril. 25, 2014	5	
Pampa Llacta	40	Maxel Alvarez Callasaya 984-	Abr. 03, 2014	Abr. 05, 2014	Abril. 25, 2014	27	1

pacchanta - Ocongate		Mariano Gonzalo Montora 94	Abr. 03, 2014	Abr. 20, 2014			
Radio Vida/ intirraymi 3h/ por Tinquí		Eloy turpo presidente	Abr. 03, 2014	Abr. 20, 2014			
QUERO:							
Hatun Qero	125	Felix Machaca Paucar	Abr. 07, 2014	Abr. 26, 2014	20-May-14	75	2
Chua Chua		Santiago Quispe Machaca	Abr. 07, 2014	Abr. 26, 2014			
Chailla Chimpa		Juan Quispe Apaza Presidente	Abr. 07, 2014	Abr. 26, 2014			
Cocha Moco		Felix Machaca Paucar	Abr. 07, 2014	Abr. 26, 2014			
Collpa Cuchu		Santiago Quispe Machaca	Abr. 07, 2014	Abr. 26, 2014			
Charca Pata		Juan Quispe Apaza Presidente	Abr. 07, 2014	Abr. 26, 2014			
Hatun Rumiyoc		Felix Machaca Paucar	Abr. 07, 2014	Abr. 26, 2014			
Parobamba		Carolina Aldana 954-097371	Abr. 07, 2014	Abr. 25, 2014			
Bombon		Juan Clavijo 948-851891	Abr. 07, 2014	Abr. 26, 2014			
Pituquisqa		Carolina Aldana 954-097371	Abr. 07, 2014	Abr. 26, 2014			
Qollquepunku	55	Miguel Pacsi 984-668360	Abr. 14, 2014	Abr. 21, 2014	19-May-14	43	3
Chaupibanda , qewi	208	Faustino Paredes Condori 974	Mar. 09, 2014	Abr.22,2014	Jun. 12,2014	150	4
Choccaiwa, qewi		Faustino Paredes Condori 974	Mar. 09, 2014	Abr.22,2014	Jun. 12,2014		
Huinchiri, qewi		Faustino Paredes Condori 974	Mar. 09, 2014	Abr.22,2014	Jun. 12,2014		
Hansaya, qewi		Faustino Paredes Condori 974	Mar. 09, 2014	Abr.22,2014	Jun. 12,2014		
Pisca Cucho	60	Ignacio Quispe Chirinos 992-7	Abr. 23, 2014	May. 01, 2014	5-Jun-14	50	1
Pisca Cucho		Edilberto Guillen Romero 988	Abr. 23, 2014	May. 01, 2014			
Cachin	100	Vilma 958-377910	feb. 10, 2014	Feb. 14, 2014	Feb. 16, 2014	64	1
Choquecancha		Efrain 951 101790	Abr. 22, 2014				
Artesanos - Ollantaytam	105	Angelica palomino	May. 26, 2014	May. 31, 2014	Jun. 03, 2014	90	1
TOTAL						1357	43

TOTAL 1400

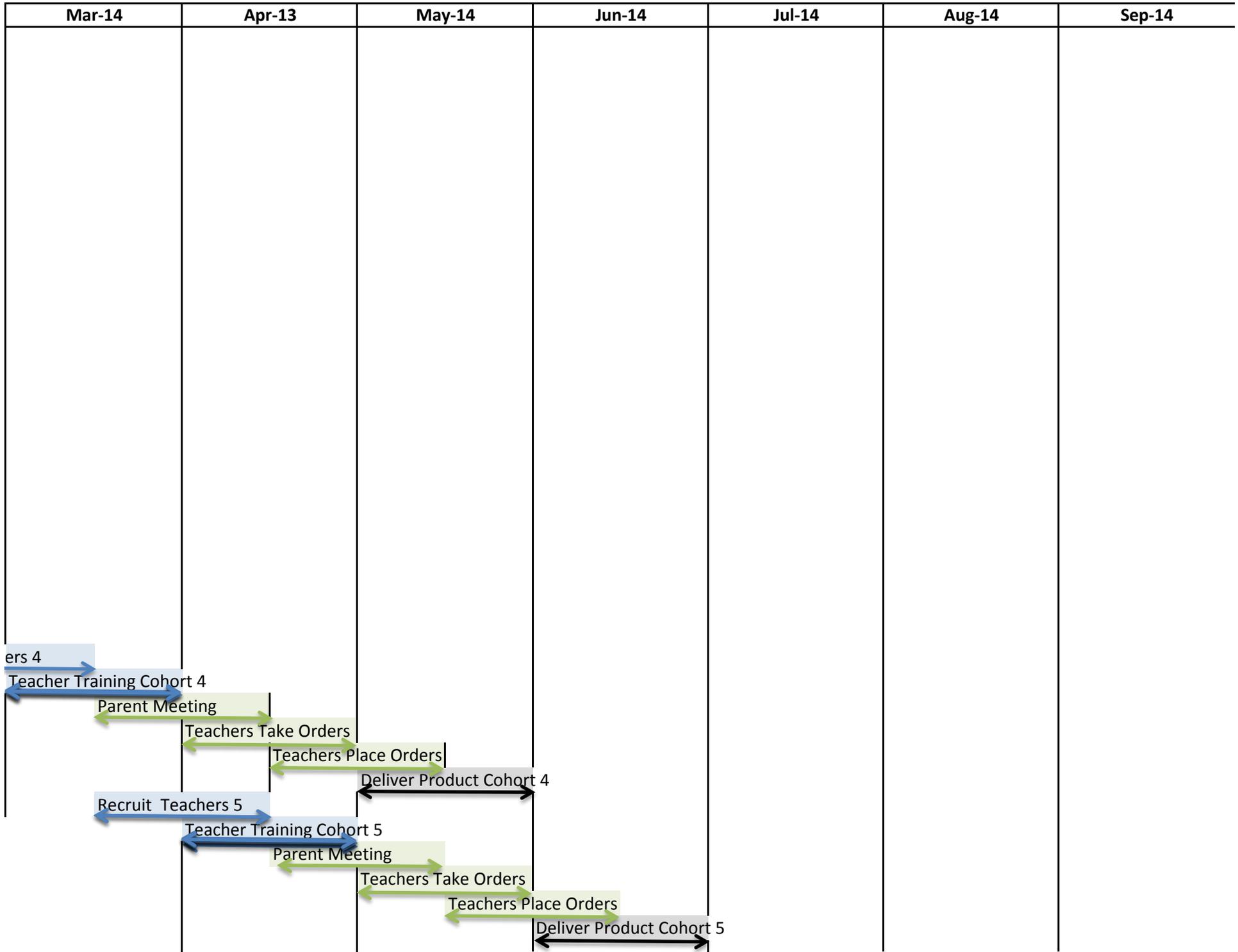
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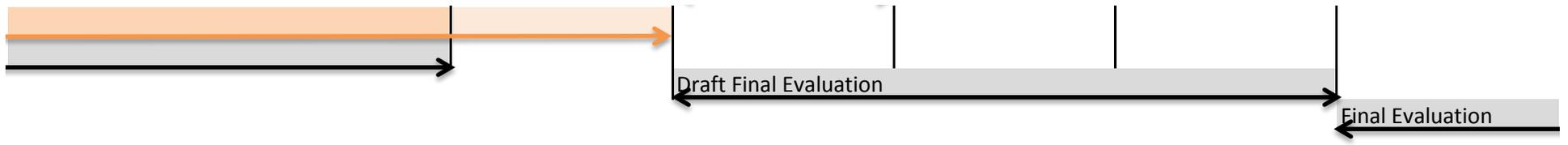


Responsibility	
Prog. Mgr.	
Field Mgr.	
CFC	
Teachers	
Evaluator	

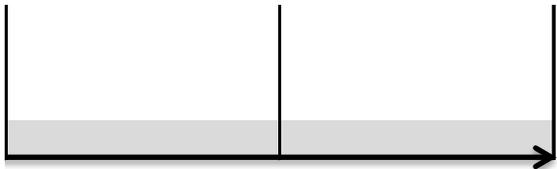
Data Collection & Compilation

Program Revision





Oct-14	Nov-14



Implementation Plan Updated June 30, 2014

Program Implementation Indicators	How Leads will Implement Program	Lead Staff	Deadline for Completion	Monitoring Tool(s)	Achievement Measures	Status ✓ - complete ○ in progress *to be started
Branding & Marking						
Fulfill branding & marking requirements	Create Banners, Labels, Media Releases w/ USAID Logo	Program Manager	Award Date + 1 Month	Products created	Products created to specifications	✓
Teacher Recruitment						
Recruitment	Arrange and conduct local teacher district meetings	Field Mgr.	Award Date + 2 Months, 3 Month, 4 Months, 5 Months & 6 Months	Teacher attendance at meetings	70% teacher sign-up	✓ ✓ ✓ ✓ ✓
Development of Training Materials						
Training Booklets and Marketing Materials developed	Create training booklet Develop marketing materials for teachers to use	Computers for Communities Staff	Award Date + One month	Feedback from local Peruvian teachers and Indigenous families	100% understanding of materials	✓
Teacher Training						
Process for training	Arrange and conduct teacher training in: <ul style="list-style-type: none"> • Solar Benefits/Use • Products • Order/delivery process 	Field Mgr.	Award Date + Cohort 1: 2 Months Cohort 2: 3 Months Cohort 3: 4 Months Cohort 4: 5 Months Cohort 5: 6 Months	Pre/post test Successful completion of training manual	80% increase in knowledge and understanding of solar energy and products; 90% increase in level of comfort to serve as personal solar light implementers	✓ ✓ ✓ ✓ ✓
Parent Meetings						
Dissemination of information to local families	Notify parents of meeting. Educate parents on	Teachers	Award Date + Cohort 1: 3 Months Cohort 2: 4 Months	Attendance records of meeting Completion of training	90% family participation in meeting	✓ ✓

	solar benefits/use.		Cohort 3: 4.5 Months Cohort 4: 5.5 Months Cohort 5: 6.5 Months	materials		✓ ✓ ✓
Ordering Process						
Solar lights are ordered	Orders are taken from community members Order is placed with Buen Power Peru.	Teachers Field Mgr.	Award Date + Cohort 1: 4 Months Cohort 2: 5 Months Cohort 3: 5.5 Months Cohort 4: 6.5 Months Cohort 5: 7.5 Months	Paperwork accurately completed Money collected is accurate for the number of lights needed	70% of community families targeted actually place orders	✓ ✓ ✓ ✓ ✓
Delivery of Products						
Purchase of vehicle	Research best vehicle for the application	Program Manager	Award Date + 2.5 Months	Cost and reliability analysis completed	Vehicle purchased	✓
Hiring/training of driver	Advertise position and conduct interviews	Program Manager	Award Date + 3 Months	Completed work application form with valid driver's license, DNI and contact information Satisfactory completion of sample delivery paperwork	Deliveries completed accurately and on time	✓
Product order and delivery logistics	Coordinate product order, receipt, and schedule deliveries with driver and teachers	Program Manager	Award Date + 0.5 Months	Excel spreadsheets completely and accurately filled out.	Products ordered on time. Receipt and warehousing of products occurs. Deliveries to district schools on time	✓
Evaluation						
Who is conducting the evaluation	Evaluation will be subcontracted to external evaluator. External evaluator will assist program staff to develop program	External Evaluator Program Manager	Award Date + 0.5 Months	Monthly review of all completed evaluation tools and program reports	Data analysis to measure 1) efficacy of the improvement of Quality of Life (QoL) 2) cost of product-to-market utilizing vs. traditional sales force	✓

	questions, data collection tools, and review of evaluation data					
Data Collection						
How will data be collected	Data collected by the external evaluator by means of obtaining records from the program manager, as well as collected surveys from distribution partners	External Evaluator Program Manager	Award Date + 0.5 Months	Database populated with sales and survey records completely and accurately.	Complete data records and survey targets met each month in preparation for quarterly reports.	✓
What data are being collected	Sales records of individual products in each market, in addition to product and market surveys done per plan specs	External Evaluator	Award Date + 1 Month	Distribution partners follow guidelines for completing their required surveys. Accurate bookkeeping of sales. Indoor air quality tests performed.	Guidelines about integration of specific sales figures and survey questions into report form completed.	✓
Key questions that should be asked	Re-evaluation of key survey questions after each quarterly assessment of QoL data collection	External Evaluator Program Manager	Award Date + 1 Month, Ongoing	Quarterly discussion between external evaluator and program manager about reassessment of survey questions.	Excellent assessment of how each product and distribution method is affecting the QoL of target clients in each mark.	✓ -

Community	No. Families (Approx.)	Contacts	First Meeting (train teachers)	Second Meeting (parent meeting)	Delivery	Lights Sold	Free Light
Pallata- Ollanta		Rufino avendano	Sept. 27, 2013	06 oct. 2013	TBS		
		Santos Suares - 973275572	Sept. 27, 2013	06 oct. 2013			
Willoc - Ollanta (9 communities)	250	Director- 993-490462	Sept. 27, 2013	05 oct. 2013	Nov. 5, 2013	110	2
		President- alberto 946-71769	Sept. 27, 2013	05 oct. 2013			
		profesora Justina 974-704658					
		yovana Tika Arcondo 984-179653/984-779653/984-455841					
Patacancha	120	President valentin quispe hua	Sept. 27, 2013	05 oct. 2013	Nov. 5, 2013	106	2
		Teacher ruth 993-490756/ 97	Sept. 27, 2013	05 oct. 2013			
Rumira Sondor mayu	44	President fortunato dias quis	Sept. 27, 2013	05 oct. 2013	Nov. 5, 2013	20	2
		Profe Mario Ayala 996-388030					
		Guztavo Castillo					
		conductor					
Pachar	160	Porfirio Wayta 983-618539	Nov. 11, 2013	Nov. 21, 2013	Dec. 4, 2013	33	1
		Santos Yarin Aragon 974-8984	Nov. 11, 2013	Nov. 21, 2013			1
		Profesora Pachar Rosario - 989 089 680					1
		Fausto					1
Soqma - Pillcobamba	90	Himelda Hanco Huamani 984	Nov. 11, 2013	Nov. 21, 2013	Dec. 15, 2013	84	1
		Sofia Corahua Tapara 942-183	Nov. 11, 2013	Nov. 21, 2013			
Marcuray - Rayan	90	Mario Coyso Mayhua 976-995	Nov. 12, 2013	Nov. 21, 2013	Dec. 15, 2013	3	1
		Gonzalo Duran Zamalloa 983-	Nov. 12, 2013	Nov. 21, 2013			2
		Lucio Ayma Carbajal					1
Qelqanqa	84	Maritza Trujillo Mormontoy 9	Nov. 3, 2013	Nov. 14, 2013	Dec. 10, 2013	57	3
Yanamayu	44	Rosanna Atauchu Sonco 984-4	Nov. 3, 2013	Nov. 14, 2013	Dec. 10, 2013		
		Francisca Gamarra Villanueva	Nov. 3, 2013	Nov. 14, 2013	Dec. 10, 2013		
		Juan Sinchi Hancco - Presiden	Nov. 3, 2013	Nov. 14, 2013	Dec. 10, 2013		
		Concepcion Torres Peña Enfe	Nov. 3, 2013	Nov. 14, 2013	Dec. 10, 2013		

WacaHuasi	160	Lalo 940 805245	Dec. 1, 2013	Dec. 8, 2013	Dec. 17, 2013	60	3
			Dec. 1, 2013	Dec. 8, 2013	Dec. 17, 2014		
		vilma 958-377910	Dec. 1, 2013	Dec. 8, 2013	Dec. 17, 2015		
Cuncani	45	isaias quispe Suni 974-913033	Dec. 1, 2013	Dec. 8, 2013	Dec. 17, 2016	40	
			Dec. 1, 2013	Dec. 8, 2013	Dec. 17, 2017		
			Dec. 1, 2013	Dec. 8, 2013	Dec. 17, 2018		
Phiri		Cerafin Garcia cahuata 959-4	Nov. 13, 2013	Nov. 30, 2013	Mar. 08, 2014		
			Nov. 13, 2013	Nov. 30, 2013	Mar. 08, 2014		1
		Saturnino Paucar978-293924					
Tancaq	150	Mario Usandivares Urtado 97	Nov. 13, 2013	Nov. 30, 2013	Mar. 23, 2014	32	1
		Leoncio Olivera 957-724819	Nov. 13, 2013	Nov. 30, 2013	Mar. 23, 2015		
Pacramayu	140	Juan bautista 958-384160	Nov. 30, 2013	Dec. 5, 2013	Abr. 30, 2014	110	3
Colcaikui		fermin conde	Nov. 30, 2013	Dec. 5, 2013	Abr.30, 2014		
Huarcay			Nov. 30, 2013	Dec. 5, 2013	Abr.30, 2014		
Tarapata	100	Pres. Fortunato Quispe Sullca	Jan. 12, 2014	Jan. 13, 2014	jan. 19, 2014	41	1
		Prof. Roger 984-200096	Jan. 12, 2014	Jan. 13, 2014	jan. 19, 2014		1
		prof.Sorayda 989089680	Jan. 12, 2014	Jan. 13, 2014	jan. 19, 2014		1
		Salustio 966-553215	mar. 02, 2014	Mar. 30, 2014			
Tio Grande	60	Maxel Alvarez Marocho 984-	Abr. 03, 2014	Abr. 05, 2014	Abril. 19, 2014	55	1
Tio Marcani	30	Maxel Alvarez Marocho 984-	Abr. 03, 2014	Abr. 05, 2014	Abril. 19, 2014	30	
CachuCachu	30	Maxel Alvarez Marocho 984-	Abr. 03, 2014	Abr. 05, 2014	Abril. 19, 2014	29	
Fusa	30	Roberto Yucra Callasaya 950-	Abr. 03, 2014	Abr. 05, 2014	Abril. 25, 2014	28	
Pampa Llacta	40	Maxel Alvarez Callasaya 984-	Abr. 03, 2014	Abr. 05, 2014	Abril. 25, 2014	27	1

pacchanta - Ocongate		Mariano Gonzalo Montora 94	Abr. 03, 2014	Abr. 20, 2014			
Radio Vida/ intirraymi 3h/ por Tinquí		Eloy turpo presidente	Abr. 03, 2014	Abr. 20, 2014			
QUERO:							
Hatun Qero	125	Felix Machaca Paucar	Abr. 07, 2014	Abr. 26, 2014	20-May-14	85	2
Chua Chua		Santiago Quispe Machaca	Abr. 07, 2014	Abr. 26, 2014			
Chailla Chimpa		Juan Quispe Apaza Presidente	Abr. 07, 2014	Abr. 26, 2014			
Cocha Moco		Felix Machaca Paucar	Abr. 07, 2014	Abr. 26, 2014			
Collpa Cuchu		Santiago Quispe Machaca	Abr. 07, 2014	Abr. 26, 2014			
Charca Pata		Juan Quispe Apaza Presidente	Abr. 07, 2014	Abr. 26, 2014			
Hatun Rumiyoc		Felix Machaca Paucar	Abr. 07, 2014	Abr. 26, 2014			
Parobamba		Carolina Aldana 954-097371	Abr. 07, 2014	Abr. 25, 2014			
Bombon		Juan Clavijo 948-851891	Abr. 07, 2014	Abr. 26, 2014			
Pituquisqa		Carolina Aldana 954-097371	Abr. 07, 2014	Abr. 26, 2014			
Qollquepunku	55	Miguel Pacsi 984-668360	Abr. 14, 2014	Abr. 21, 2014	19-May-14	48	3
Chaupibanda , qewi	208	Faustino Paredes Condori 974	Mar. 09, 2014	Abr.22,2014	Jun. 12,2014	155	4
Choccaiwa, qewi		Faustino Paredes Condori 974	Mar. 09, 2014	Abr.22,2014	Jun. 12,2014		
Huinchiri, qewi		Faustino Paredes Condori 974	Mar. 09, 2014	Abr.22,2014	Jun. 12,2014		
Hansaya, qewi		Faustino Paredes Condori 974	Mar. 09, 2014	Abr.22,2014	Jun. 12,2014		
Pisca Cucho	60	Ignacio Quispe Chirinos 992-7	Abr. 23, 2014	May. 01, 2014	5-Jun-14	50	1
Pisca Cucho		Edilberto Guillen Romero 988	Abr. 23, 2014	May. 01, 2014			
Cachin	100	Vilma 958-377910	feb. 10, 2014	Feb. 14, 2014	Feb. 16, 2014	64	1
Choquecancha		Efrain 951 101790	Abr. 22, 2014				
Artesanos - Ollantaytam	105	Angelica palomino	May. 26, 2014	May. 31, 2014	Jun. 03, 2014	90	1
TOTAL						1357	43

TOTAL 1400

Communities Served % purchased

9
1
1
1
2
2
1
1

44%

88%

45%

21%

93%

3%

45%

1	38%
1	89%
1	
1	21%
1	79%
1	
1	
1	41%
1	92%
1	100%
1	97%
1	93%
1	68%

1
1
1
1
1
1
1
1
1
1
1
1
1
1
1
1

68%

87%

75%

83%

64%

86%

66%

47

- **Update of project implementation and evaluation activities including indicators listed in milestone 1.**
See attached implementation plan
- **Quarterly Sales Statements**
See attached Trip report which includes sales numbers
- **Draft of the Final Evaluation**
See attached Evaluation Report.
Product has been delivered to the rest of the cohorts