



Market Solutions for SPWS from LORENTZ

Humanitarian sector

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About LORENTZ

- An integrated **solar water pumping company** founded in Germany in 1993
- **Privately owned**
- **Indirect sales and service model** via professional global partner network
- **Design, develop and manufacture** the widest range of solar pumps of any company
- **Mechanical, electronic and software** design and manufacturing all in-house
- **Absolute focus** on solar water pumping and associated technologies

▪ *Delivery to over 150 countries*



▪ *5,000 partners worldwide*



▪ *4,500,000,000 m³ of water pumped since 1993*



Sun. Water. Life.

LORENTZ Global Technology Center



LORENTZ 

Solar Powered, Solar Pump Factory



Humanitarian solution portfolio

Solar Water Pumping Systems

Small to medium
PS2 100W to 4kW

Hybrid Solar Water Pumping Systems

Medium to large
PSk2 to 100kW

smartTAP water dispensers

Managing water
at point of
delivery

CONNECTED
Local and Cloud based management

Accessories and specialized balance of systems components

Humanitarian solution portfolio

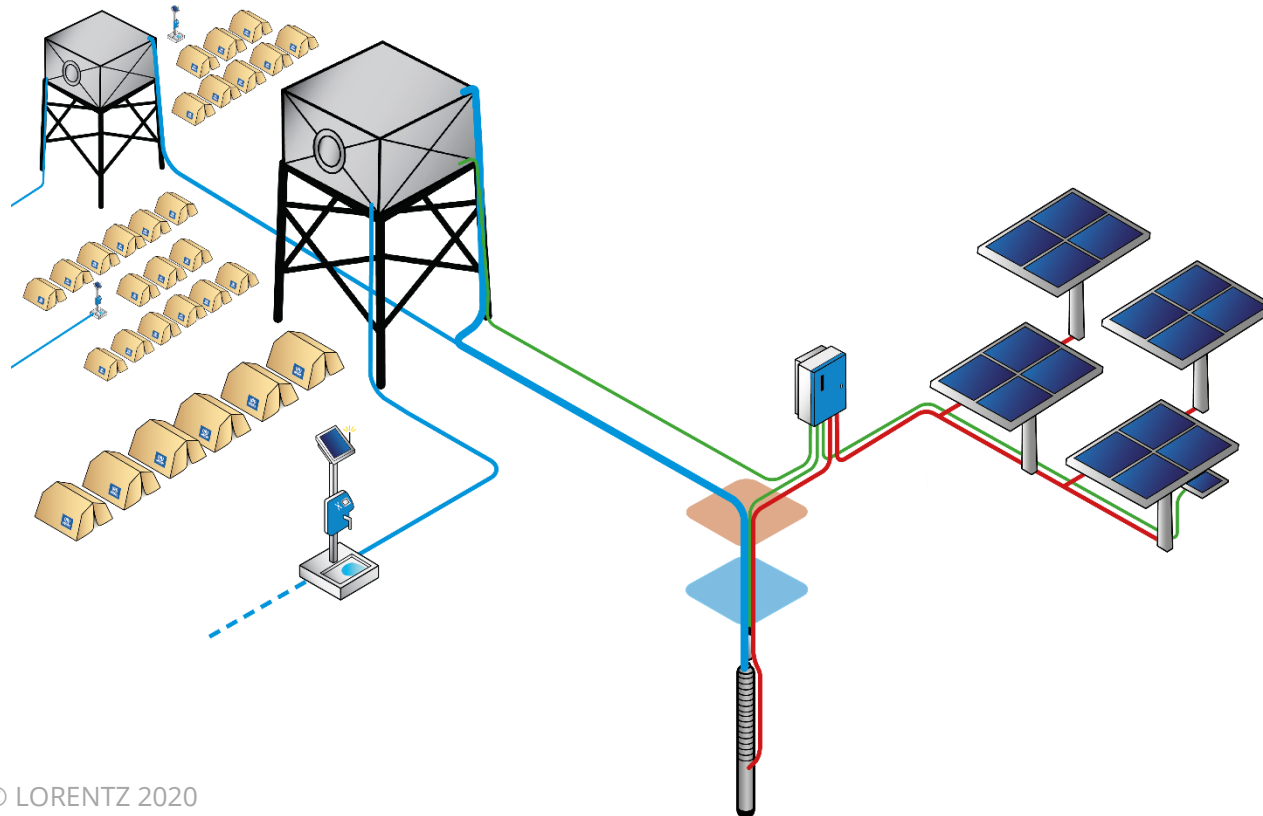


CONNECTED
Local and Cloud based management



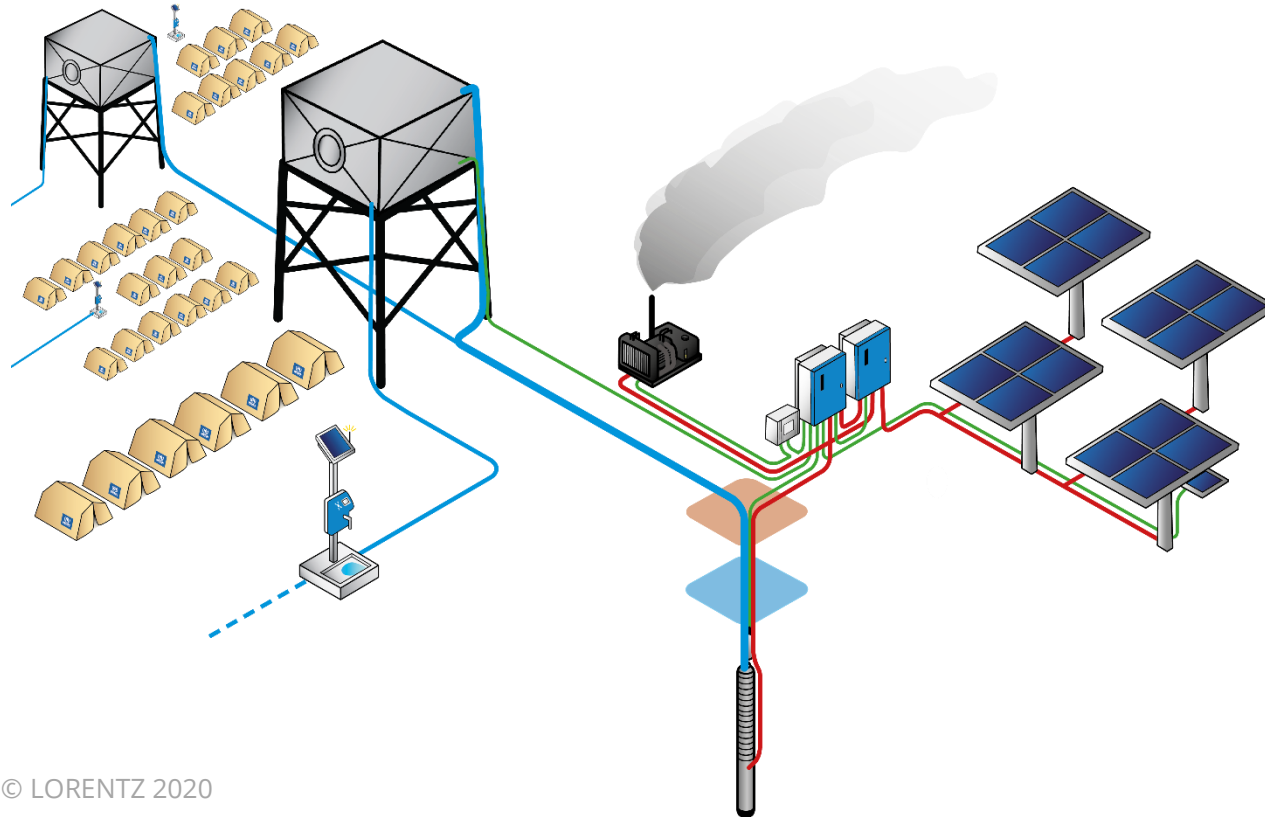
Accessories and specialized balance of systems components

LORENTZ example humanitarian response



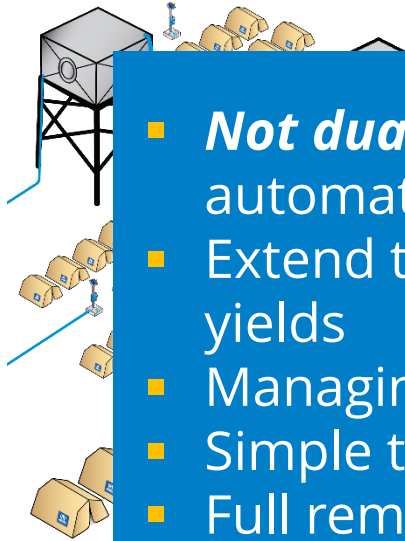
- Solar direct
- Pressure and level sensors manage tank filling and network demand
- Automated

LORENTZ example humanitarian response



- Hybrid
- Automated generator use based on need
- Blending of power sources
- Automated

LORENTZ example humanitarian response



- **Not dual power** - Power blending and automatic, intelligent power choice
- Extend the pumping day for limited borehole yields
- Managing fast changing emergencies
- Simple to configure and self operating
- Full remote management

Hybrid
Automated
generator use
based on need
Blending of
power sources
Automated

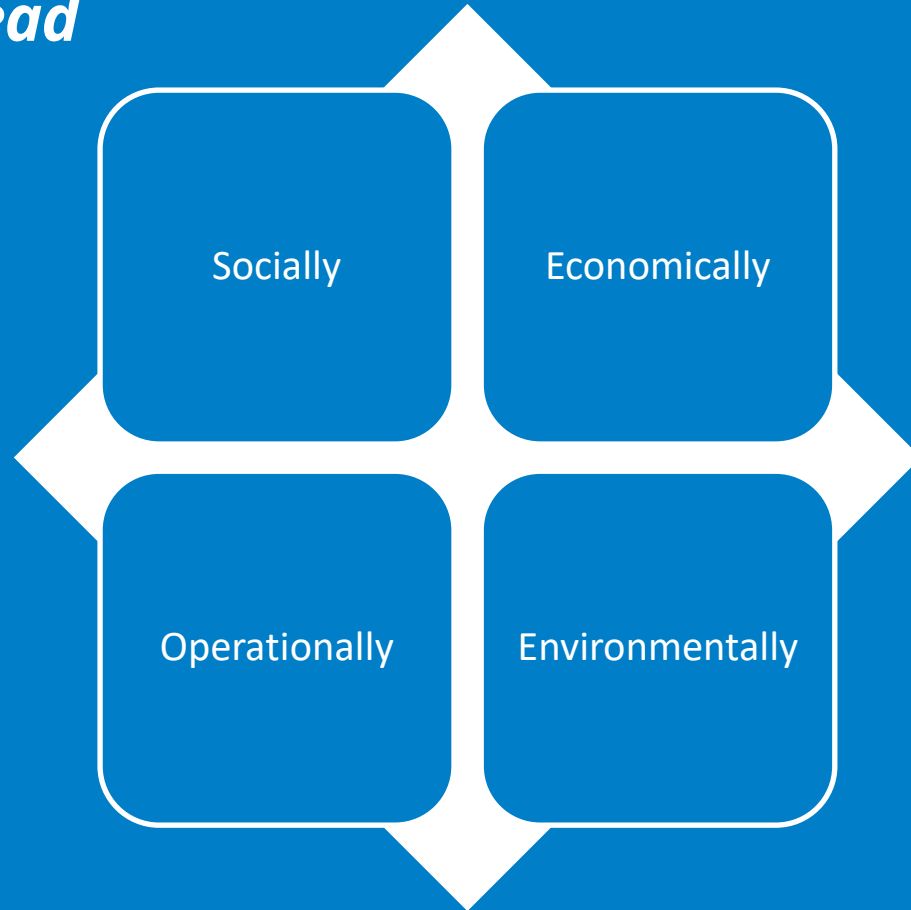
Humanitarian solutions

From replacement of a handpump to camp wide water
100 W to 100kW - to 450 m head to 1500 m³/h

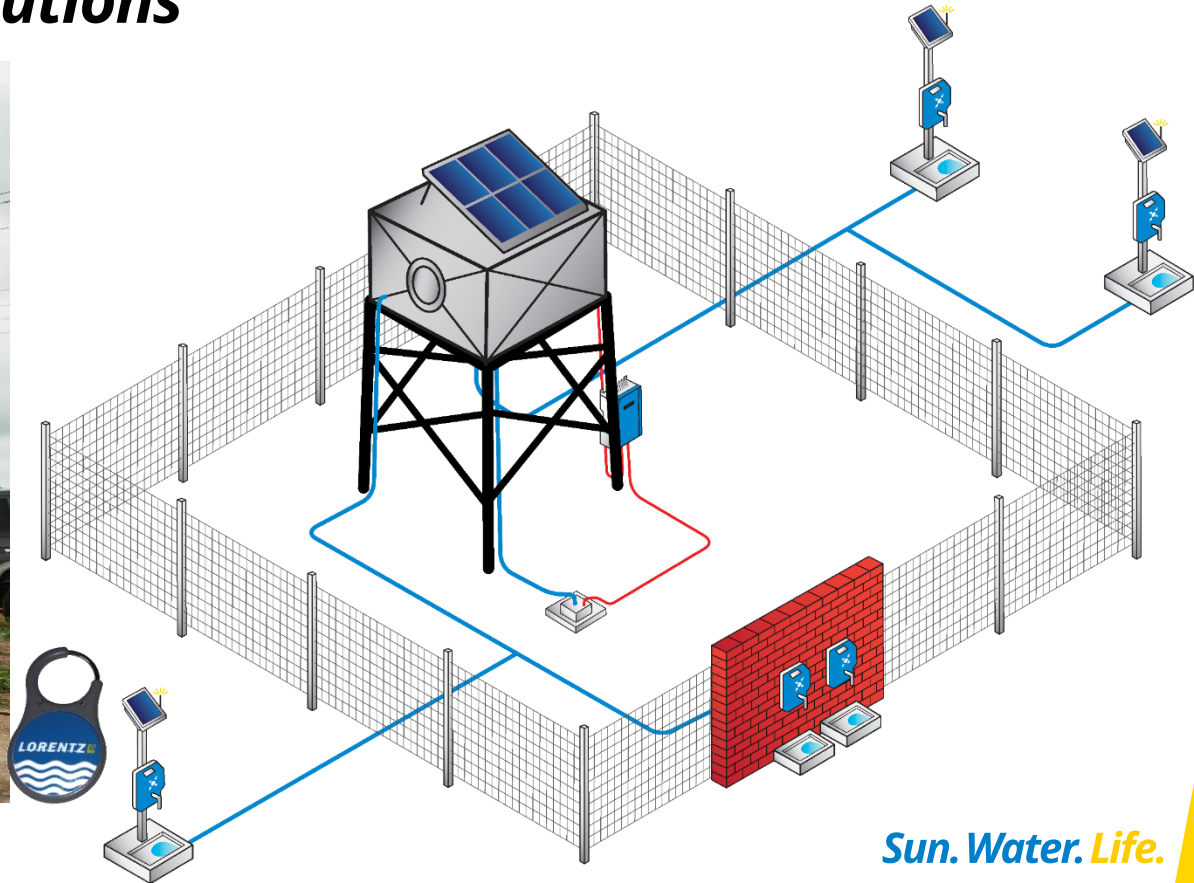


Infrastructure, community development and emergency response

Thinking ahead



Sustainable water solutions



Three Principle Uses of smartTAP

Fair water entitlement for users – e.g. refugee camps, community hosted IPDs etc.

Waste reduction – in any shared environment

Where **revenue collection** is required in public/shared areas to either provide or maintain infrastructure – prepare to commercialize



Sector lessons

- Tenders try to specify a technical solution – number of PV modules, wire sizes etc
 - Please specify the amount of water needed and when it is needed, let us propose solutions
- Try to co-ordinate projects, there are lots of saving to be made in project management, mobilization and logistics if projects happen together
- Have a good handover process to the next staff rotation or managing organisation
- Consider O&M, even the best equipment can break

Sector lessons

- Tell us the problem and let us help find solutions for you
 - Specify water, features and constraints and let us provide answers
- Keep educated, the solutions move fast, equipment manufacturers have good “helicopter views”, ask us
- Co-ordinate across sector actors, there are too many islands of knowledge and repeated learning (and mistakes)

Sector resources

- www.lorentz.de
- Case studies <https://www.lorentz.de/solutions/case-studies/>
- Find local partners <https://www.lorentz.de/partners/>
- <https://www.youtube.com/user/LORENTZSolarPumping>
- <https://www.facebook.com/Lorentzsolarwaterpumping>
- Sun. Water. Life. podcast
- Knowledge partner program for sector staff, and education
 - COMPASS design and sizing software
 - Technical data
 - Tools, videos, knowledge base, webinars
 - Email marketing@lorentz.de





***Thank you for
your attention!***