

Chapter S – Supplementary Information

Table S1: Reflection Sub-Factor

Ranking	Phase 1	Phase 2
1	Project Mechanisms work as designed	High quality technology which works as is. described ¹
2	Users want ICS	Users are price orientated
3	Users are price orientated	Users take loans for ICS
4	High quality technology which works as is described ²	No education, results in no use
5	Value chain is re-usable	The new generation want new technology
6	Use depends on need	Price to decrease as more people use ICS
7	No education, results in no use	Project Mechanisms work as designed
8	The new generation want new technology	Warranty will be honoured
9	There is no duplication of work	Expectation of Quality Service
10	ICS market is unpredictable	Information dissemination process is slow
10=	BD are different in different geographies	-

Table S2: Government Perspective

	Ownership	Utilisation		Equality
		Human & Systems	Material	
Govt.	Subsidy System Local Govt. Promotion Distribution	Aligning Projects with Policy Plan Data Duplication Communication (Previous Successes & failures, and what the subsidy is) Local Govt. Networks (with Nat government and other KS)		Nat. Govt. Understanding Programs not working No Funding at Local Govt. Level Energy not a priority area Stopping Migration Data on Marginalised Groups
NGO/Business	Demonstration/Distribution	Responsible for Installation Utilising Local Govt. For Promotion	Promotion of other more convenient technologies Knowledge of Technology	Target Marginalised Groups International business taking over national market
Co-ordinating Partner				Stopping Data Duplication
Community	Promotion through Community Groups			

¹ P2 community members stated that although many ICS had been marketed as ‘smokeless’ this was not the case in their experience.

² See Footnote 1

User	Users need to inform themselves & buy technologies		Cost-Comparisons Be. Tech Utilizing Available Fuels (Sawdust etc.)	Luxury-Seeking Dependency on Financial Help Financial Migration
OTHER				

Table S3: NGO/Business Perspective

	Ownership	Utilisation		Equality
		Human & Systems	Material	
Govt.	Subsidy System Policy Priority (Induction?) Energy Baseline Survey Smokeless Kitchen Regulation Barrier Awareness Campaigns	Centralisation to Federalised Govt. System Govt. Tenders & Grants Local Govt. Good Practice Guidelines	LPG Import Electrical Infrastructure	Subsidy System (Targeting lower castes) Local Govt. Funding for Energy Projects Policy Priority Lack of co-ordinated response Corruption
NGO/Business	Cookstove Demonstration/Information dissemination Awareness Campaigns (Radio, leaflets, gatherings) Marketing: Wood = NEPAL, LPG = INDIA Behavioural Change Data	M&E (KS feedback) Employing (training) Local People for Manufacture and Maintenance Market Competitiveness Existing Value Chain (/project network) Communication between KS Using existing programs or technologies to help promote cookstove (lack of funding) Govt. Consultation on Strategy	Importing Products Using Local Materials Quality of Products Building ICS Pellet Supply Chain Lab/Field Differences in Performance Correct MRP Modification of Technology	Operational/Reputational Risk Equal Access to Products – MFI Programs Manufactures not able to go direct to customers (more cost to user) Ineffective Communication International business taking over national market
Co-ordinating Partner	Awareness Campaigns Pressure on Results rather than impact Effective Facilitation	M&E Managing other KS Facilitation between KS	Want to see Technology Development from PA	Incentive Distorting Market Conflicting Projects
Community	Cookstove Demonstration Influence Buying Behaviour Forestry Group	Value Chain	Local Maintenance Hubs Building/Assembly ICS	Equal Access to Products – Co-Ops Programs Distributors cost orientated
User	Communication between users (P2P marketing) Habituate (/domesticate) Technology User readiness Buying ICS	No user and Manufacturer link – not feedback on willingness to pay	Use of Wood as primary or secondary fuel source Access to Electricity Processing of Fuelwood ICS Design Feedback Technology Stacking	Financial Incentives from Co-Ordinating Partner Rural/Urban Divide in energy access Dependency through Subsidy User Choice Inter-community divide Different needs of men/women
OTHER				

Table S4: Co-Ordinating Partner

	Ownership	Utilisation		Equality
		Human & Systems	Material	
Govt.	Working Groups (Green & Inclusive Energy Program) Delivering Policy (Basic Needs)	Relationship bet Local & Nat Govt. Impact of Federalisation		Govt. not aware of Energy Needs Duplication of Projects
NGO/Business	Manufactures focus on price NGO focus on health House to house visit program	Managing Local Financial Institutions M&E		MFIs
Co-ordinating Partner	Providing Incentives to Users, Co-Ops etc. Radio Program, Leaflet, Posters and Banners Needs to provide for free	Managing, Guiding, Providing Technical Support all the KS	Identifying ICS for Program	Quality, Timely Delivery Fraud/Corruption Sustainable Exit Strategy

Community	Local Distributor/co-op marketing & demonstration Marketing Agent Incentive	Mobilize Health Groups Forestry group Co-operatives		Giving access to Finance
User		Social Pressure to Buy		
OTHER				

Co-ordinating partner – this KS had the only mention of the funding partner (EnDev) in all the interviews.

Table S5: Community Perspective

	Ownership	Utilisation		Equality
		Human & Systems	Material	
Govt.	Local Govt. ICS Distribution National subsidy policy	Collaborating with Local Distributors		National Govt. not hearing energy needs Disaster Relief & Response
NGO/Business	Local NGO organising events for demonstration Social media marketing	NGO Managing local Stakeholders Utilising Community and Govt. Networks	Product Improvement through feedback	Effective communication with Community
Co-ordinating Partner	Demonstration Awareness by Social Media Increasing Subsidy Providing Incentive to Co-Op			Providing Subsidy Conflicting Programs & Distorting Markets
Community	Distribution of ICS Connecting Customers with Product Spreading Awareness Innovative Market Mechanisms Social Media Marketing Training on Correct Use Local Distributors reaching remote markets Co-Operative returning cookstoves	Utilising Community and Govt. Networks Collaboration with Financial Co-Operative M&E Paperwork Mistakes	Warranty Implementation	Giving ICS to Marginalised People (Post-Payment) Reputational Risk Providing Finance to Marginalised Groups
User	Using the ICS and tell peers of their experience P2P Marketing Seeing Luxury	3K npr Investment from 1000 co-op members for funds for program	Feedback to Manufactures	Male/Female Divide the importance of ICS
OTHER				