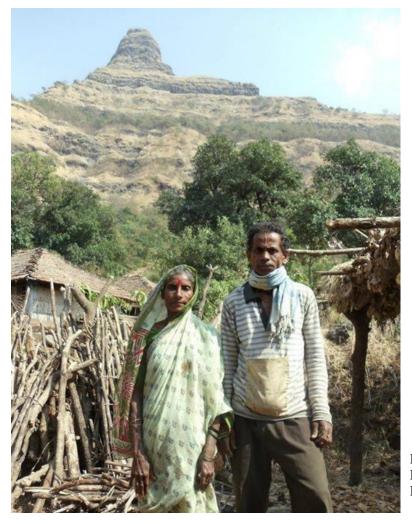
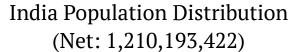


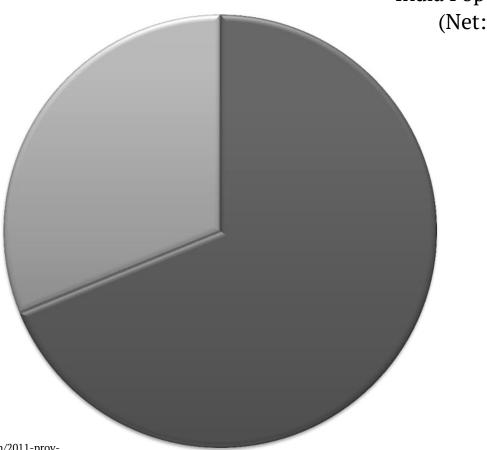


"India lives in her seven and half lakhs of villages...
If villages perish, India will perish too..."
-M.K.Gandhi



Baban Kadu at Linganwadi, Raigad, Maharashtra

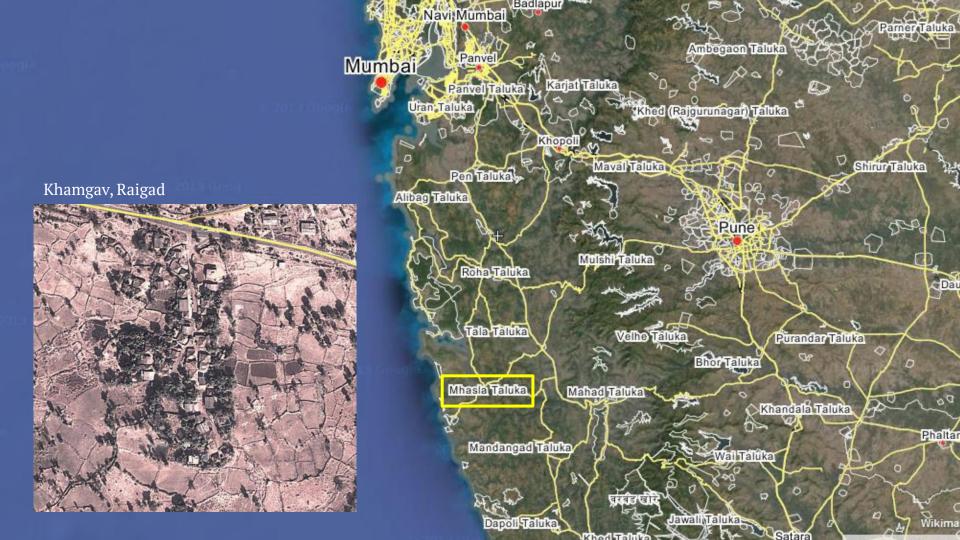




■ Rural Areas (833,087,662)

■ Urban Areas (377,105,760)

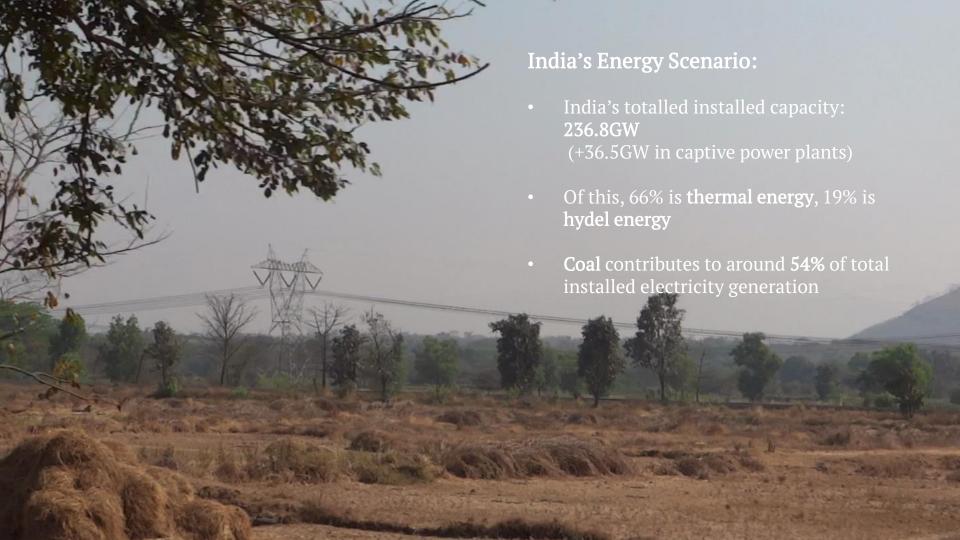
Source: censusindia.gov.in/2011-provresults/.../india/Rural_Urban_2011.pdf

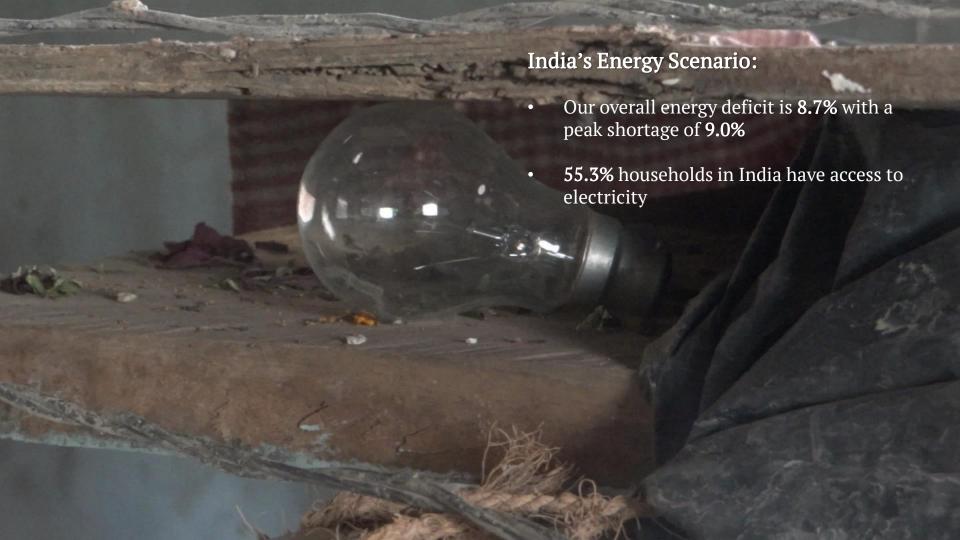


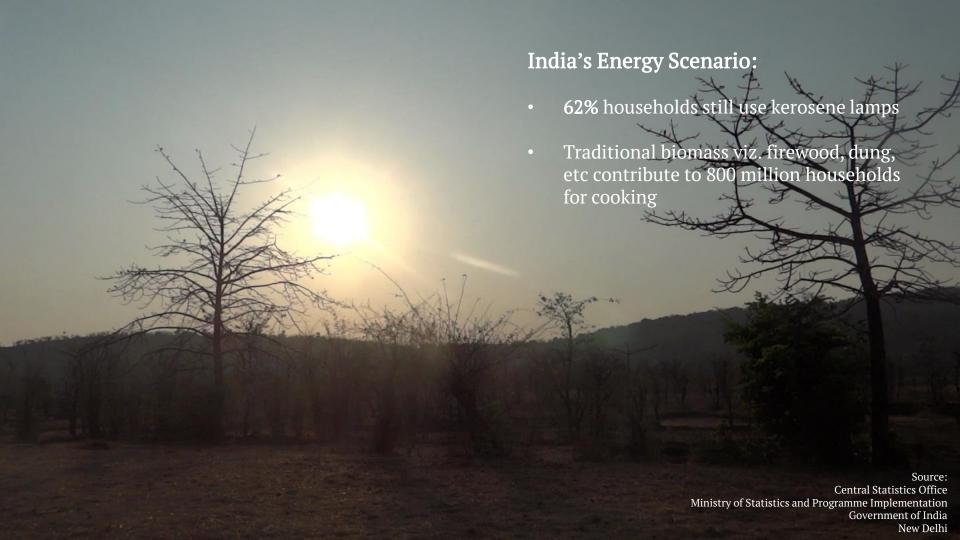




Socio-Economic	Characteristics	Lifestyle attributes
Classification		
R1	Landlord farmers, traditionally rich, exposed to urban environment, children studying in schools and colleges in nearby towns, having a number of urban comforts and goods in households viz TV, sofa, music systems, cupboards, refrigerators etc., owns durables like tractors,	Aspire to meet urban standards, politically and socially well connected, technology adaptors, eager to experiment new farming methods and add new sources of income, big
(Baliram Sawant)	other vehicles	spenders on social occasions
R2 (Akshay Shirke, Savita Shirke)	Rich farmers with upto 5 acres of land, may not be educated, children studying in schools and colleges in nearby towns, friends and relatives in urban areas. Owns durables like tractors, two wheelers.	Want to get educated, consult friends and relatives while adapting new technologies, conscious of status, aspire to be well-known within political and social circles
R3	Avg. land-holding 2-5acres, manage savings, send children to village schools, own durables (self and rental basis).	Opts for time-tested technologies, low risk taker, desires knowledge, followers, seekers
R4 (BalkrushnaSawant)	Have little or no land, agricultural labour living below poverty line, major purchaser from public distribution system and govt. schemes.	Averse to new technologies, laggards, averse to risks, uninformed(at times ill-informed)



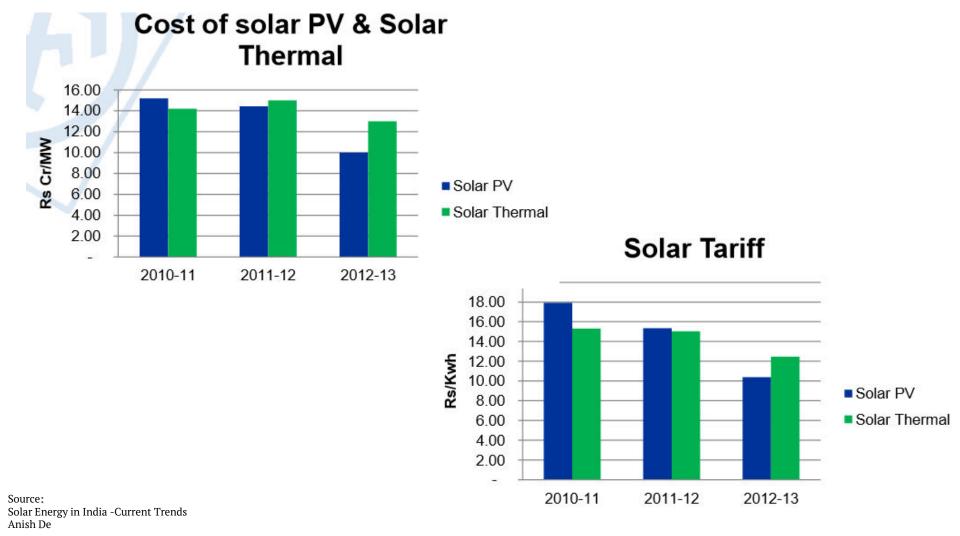








Delays and failures of JNNSM: Government's loss of interest Tendering process: first tender for CSP projects resulted in a race to offer the lower prices per kWh and the higher local content, something that left many of the international recognized players out of the top positions Plants that are delayed/cancelled: KVK Energy, Askandra, Rajasthan (100MW) Lanko Solar, Rajasthan (100MW) Corporate Ispat, Jaisalmer, Rajasthan (50MW) Aurum Renewables, Porbandar, Gujarat (20MW) http://www.csp-world.com/news/20140324/001335/indias-jnnsmcsp-program-epic-fail





Solar Electric Light Company (SELCO):

- Founded by Dr. Harish Hande (IIT-KGP alumnus)
- SELCO's product range: PV powered lighting, water pumping, communications, computing, entertainment, and small business appliances
- SELCO's success proved wrong that:
 Poor people cannot afford sustainable technologies;
 Poor people cannot maintain sustainable technologies;
 Social ventures cannot be run as commercial entities (as said by Dr. Hande)



Nokia 1100:

- Opened up cellular phone market in real sense for India
- 'Made for India'
- Replace-able back-covers, body panels, numpads, attaching straps for personalised touch
- Head LED
- Later included FM and other multimedia





Jagdeep Kapoor,

chairman and managing director of Samsika Marketing Consultants

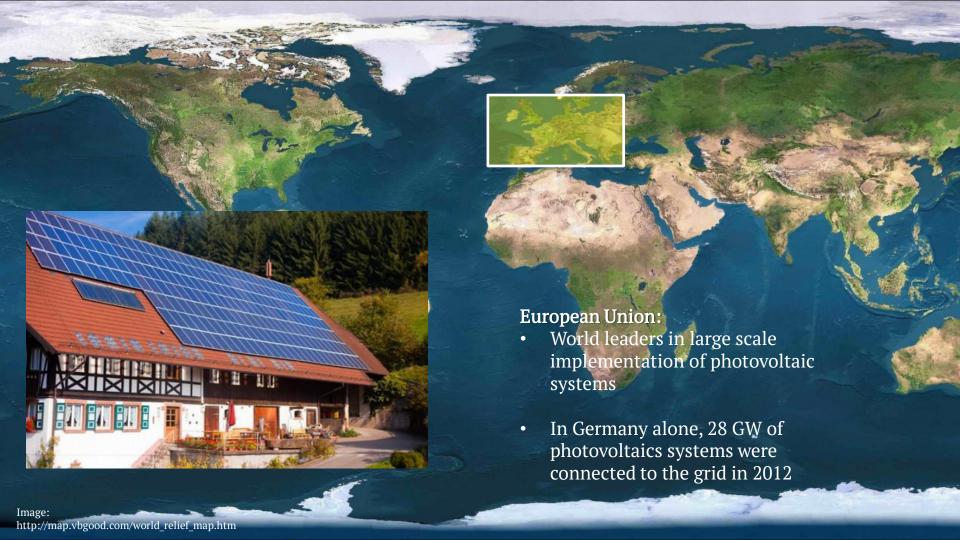
Image:

http://0.tqn.com/d/cellphones/1/0/V/c/nokia-1100-multi.jpg



- rational need through proper pricing
- **emotional need** through connectivity to near and dear ones
- **aspirational need** through placing a desirable product of a desirable brand at the bottom of the pyramid
- **physical need** through apt sizing and comfort
- spiritual need though sms-es and other media for devotional/religious purposes







Indian Market for Solar LED Lanterns



http://pimg.tradeindia.com/00409843/b/1/LED-Solar-Lantern.jpg

http://pimg.tradeindia.com/00508059/b/2/Solar-LED-Lantern.jpg

http://2.imimg.com/data2/BC/WM/MY-3551186/solar-led-lantern-6-watts-250x250.jpg

http://2.imimg.com/data2/IL/YV/MY-3551186/solar-led-lantern-3-watts-250x250.jpg

http://stat.homeshop18.com/homeshop18/images/productImages/253/rico-solar-lantern-sel-1008-

large 7a2aafd0f1a158bac3c10b27d359dc9d.jpg

http://www.easyphotovoltech.com/pcat-gifs/products-small/solar-lantern-led-based.jpg

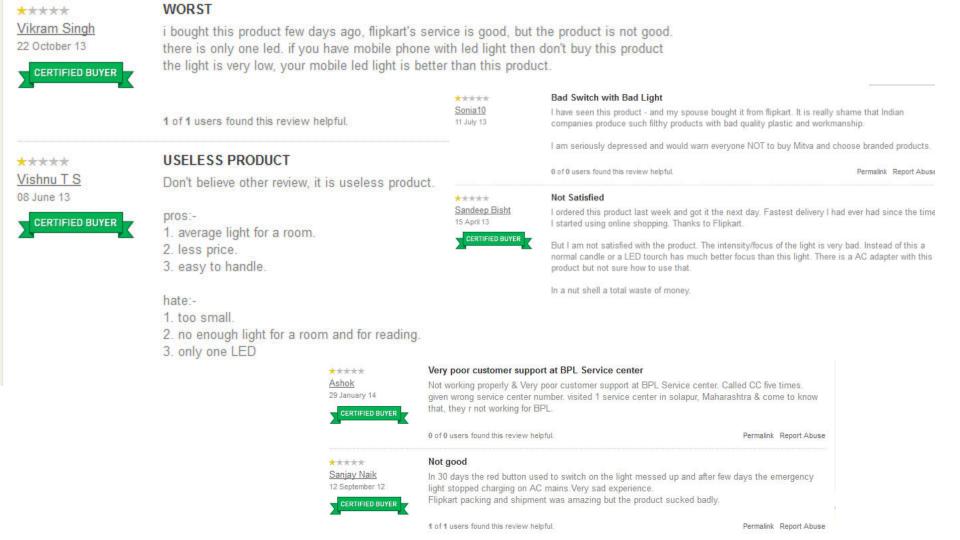
http://3.imimg.com/data3/LX/XG/MY-2369247/portable-led-solar-lanterns-250x250.jpg

http://3.imimg.com/data3/AH/XV/MY-6582696/solar-led-lantern-250x250.jpg

http://mbcenergy.com/images/Solar Lantern Light.jpg

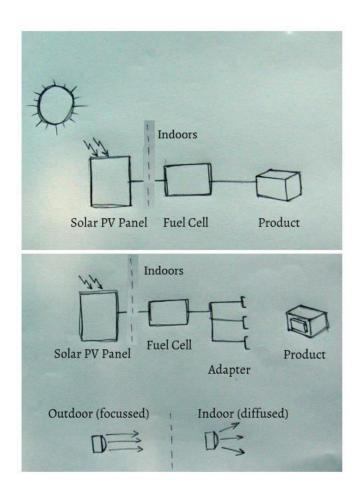
Indian Market for Solar LED Lanterns





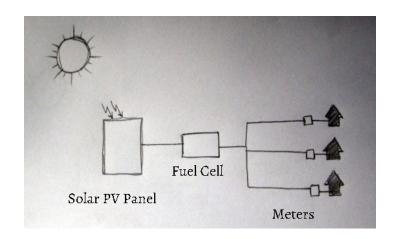
Possible Scope 1:

- A simple handheld light source powered by solar energy
- Can act as an auxiliary tool for numerous activities
- Could be developed further, wherein the product could be attached/detached from wall fixtures wired to a common energy storage fuelled by a solar power source
- Ownership is individual based



Possible scope 2

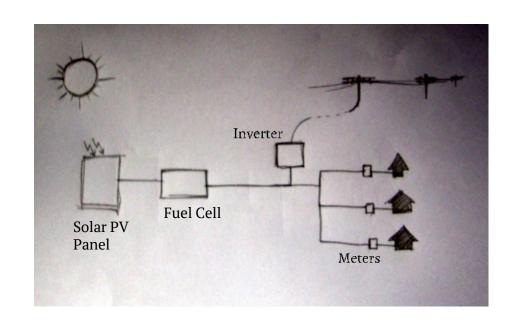
- community based lighting system.
- Small, independent, self-sufficient solar banks fuel a common energy storage
- Since the consumption of different households may vary, the shareholding depends on the number of consumption points in the respective households



- a simple meter could calibrate consumption patterns
- For remote areas, remote, inaccessible hamlets totally
- Could also power utilities as streetlights, boring wells, common areas as temples etc.

Possible scope 3

- Grid connected system
- Solar power feeds into the grid in normal conditions
- When the power supply from the grid fails, the solar power steps in
- Decreases dependence on the grids and ensures the best of both worlds



Design Interventions:

- maintenance free, hassle free, something that can be operated without even reading an instruction manual
- Possible local maintenance
- Should be in context of rural India
- A common thread of simplicity and Indian-ness should be present in all the components of the system
- Vulnerable parts will have to be identified and taken care of, right down to the last screw

Design Brief

To design a solar powered lamp for rural India that is handy for a variety of *rural activities*. These include:

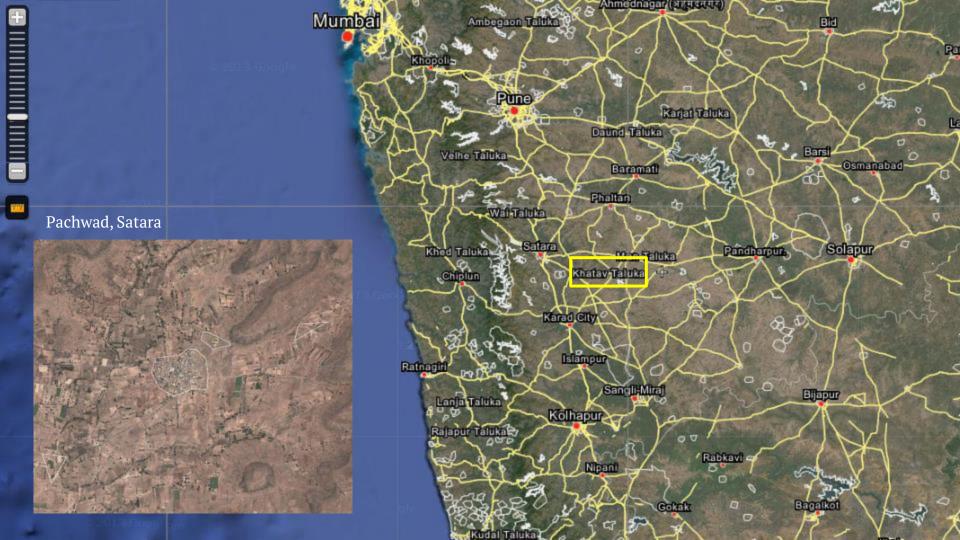
- -Outdoor usage
- -Indoor general lighting

The *functionality* should be simple and yet cater to the robust usage of the rural environment.

For **better** *usability*, the tasks to which it caters should be clearly defined and be reflected in the form.

The *assembly* should have minimum number of moving parts and the product should have scope for possible local repair and maintenance.

All this should happen within the Indian rural context.







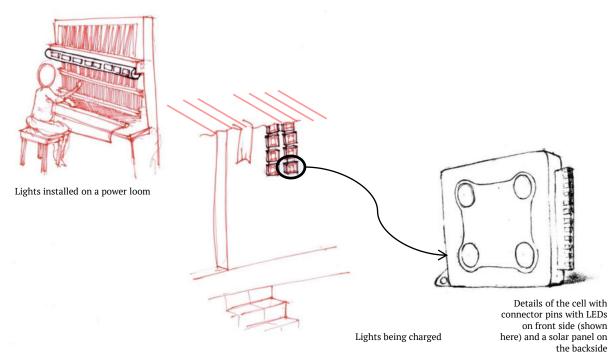




- User insights Usage patterns
- Usage and post usage activities
- Look and feel

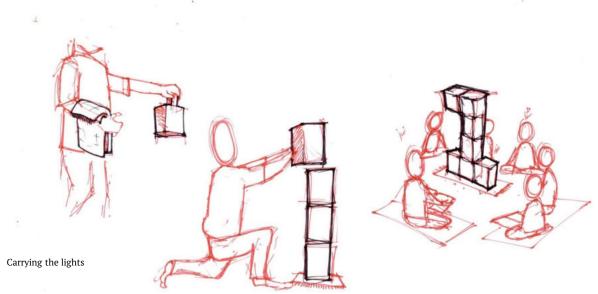
Opportunity Area 1:

- Light source cum PV source
- Can be inserted in special slots on appendages that are attached to powerlooms, sewing machines or devices for medium and small scale industries, handicrafts, etc.



Opportunity Area 2:

- Simple form cluster lights
- Can be used for general lighting and can be clustered to illuminate social gatherings, meetings, etc



Seating around the arranged lights

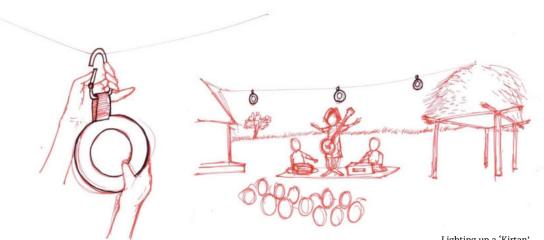
Stacking the lights

Opportunity Area 3:



Wayfinding

- thick circular disks with possible silicon/rubber casing with electronics mounted on a central chip
- Central aperture provides light from one side and has solar panel on the opposite side
- Carabineer like attachment helps to make it portable and versatile in terms of hanging, carrying around and other activities



Lighting up a 'Kirtan'

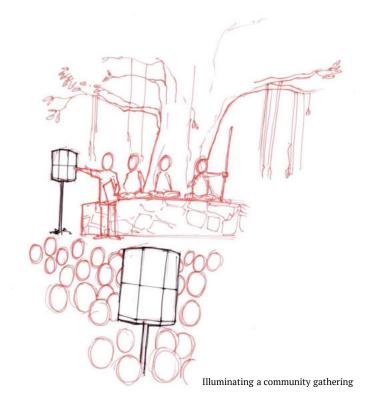
Hanging on a rope with a simple . accessory

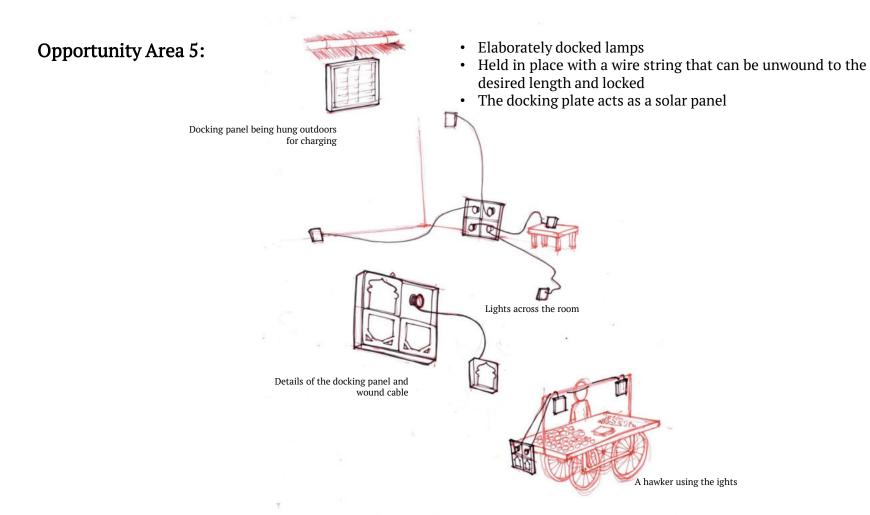
Opportunity Area 4:

- Clustered lights mounted upon a central collapsible stand
- Typically community owned
- For community gatherings, responsible people assemble stands collect lamps from attendees and light up the place
- Create a sense of harmony and unity



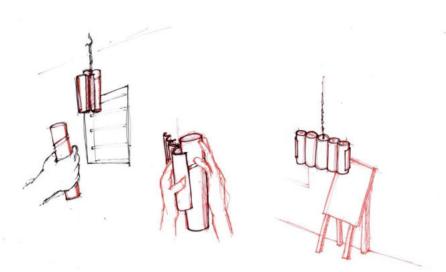
Assembling the lamp
(i) Extending the rod
(ii) Attaching the base plate
ii) Clustering the lamps on it

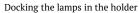


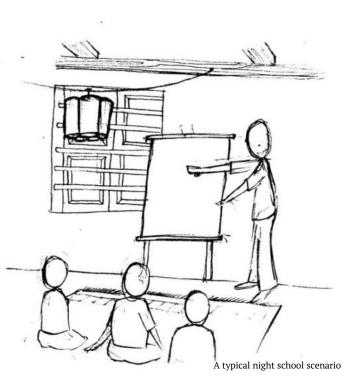


Opportunity Area 6:

- Scenario for a night school, where a simple hand held lamp fits into a dock
- Since it is suspended from the top, it ensures proper distribution of light



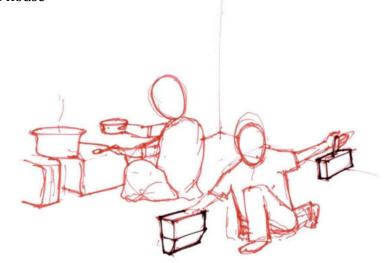




Opportunity Area 7:

• Formally clustered lamps with each lamp for a dedicated purpose

• One lamp can go outside the house, others can illuminate the house

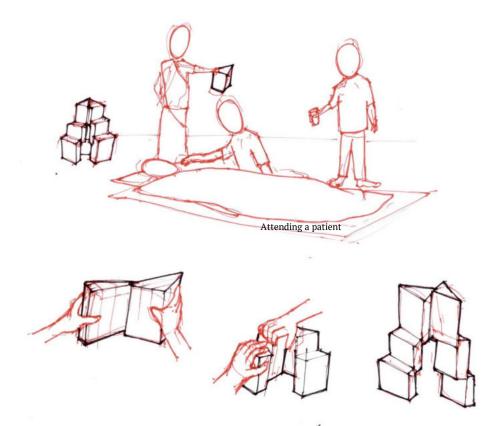






Opportunity Area 8:

- lifting the source to a certain
- height above the ground.
 typical application would be a medical emergency



Assembling the lamps and splitting them vertically

Opportunity Area 9:

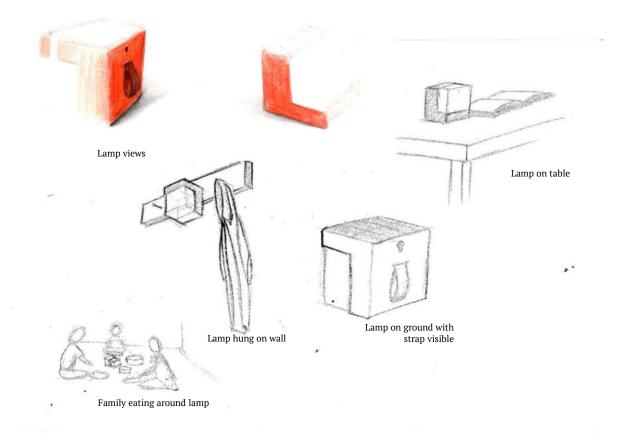
lamp with a flexible goose-neck It can be detached from the base and the neck can be wound around the user's hand or a stick





Opportunity Area 10:

- Simple soft cubical form
- The top face has a solar panel embedded in it
- It can be mounted on the wall, placed on the ground thus making it apt for simple rural indoor tasks
- An additional strap can be attached to help in carrying it around



Lamp Assembly

Detachable Goose-Neck Lamp:

Advantages:

- Dual functionality for both indoors and outdoor
- Customisable handle, shape of which can be decided by the user

Disadvantages:

Wrapping around wrist

Lamp

- Just an added functionality to simple table lamp
- Form looks weak and alien
- Low power





Detaching the lamp

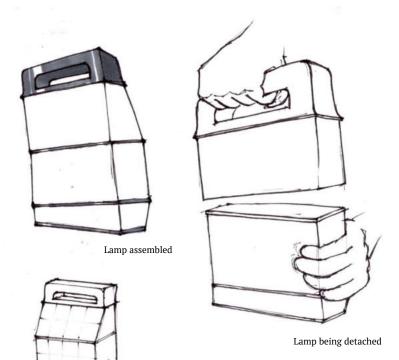




Holding the lamp

Lamp

Wrapping around the wrist



Solar panels on backside

Value Lights:

Advantages:

- 3 possible value applications, each considering rural activities
- Comes together as a single form
- Getting more out of a single product

Disadvantages:

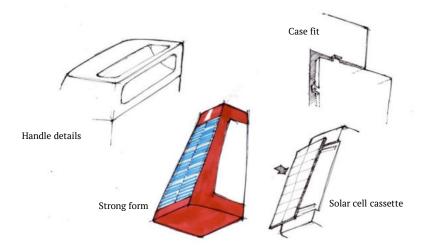
• Increased chances of component getting lost or stolen

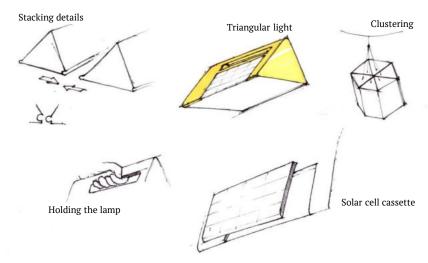




Detaching the upper light

Assembled lights





Triangular Lights:

Advantages:

• Ease of handling

Disadvantages:

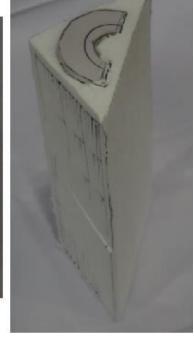
- Neutral form
- Limited usage

Courtesy: Author



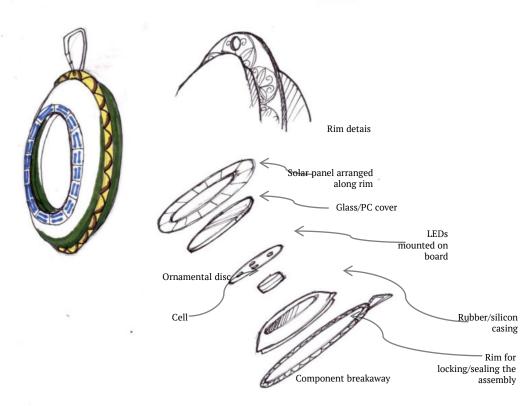


Holding the light



Lamp with handle in the form

Triangular Lights



Disc Lights:

Advantages:

- Protection from elements of nature
- Form and material gives scope for ornamentation
- Ease of use

Disadvantages:

- Limited area for light diffusion
- Limited functionality
- Problems in orientation, cannot be kept standing without being suspended or supported



Disc light variations

The chandelier inspired solar panel cum holder

The holder for cum charger for lights

Light Cylinders:

Advantages:

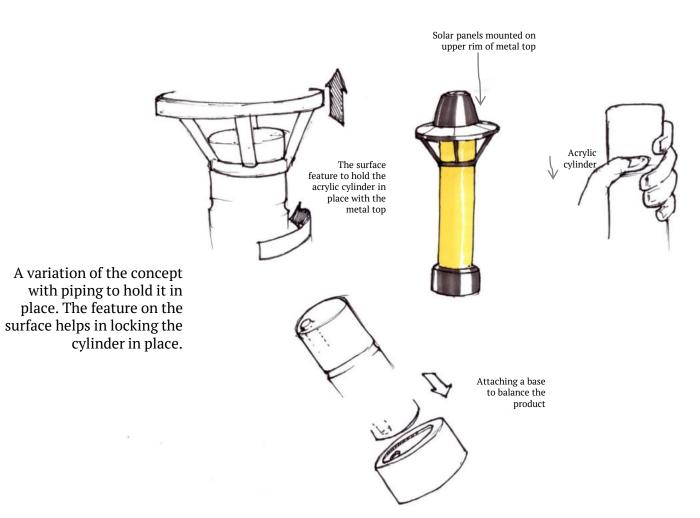
• Varieties of clustering possible

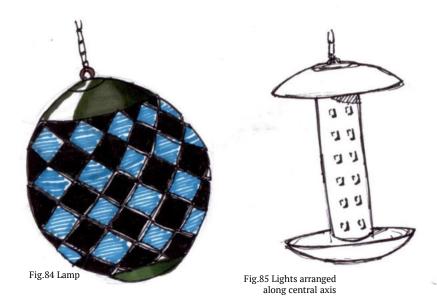
Disadvantages:

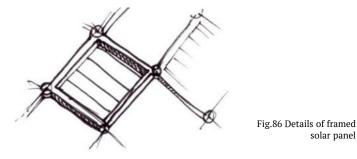
• Either too minimalistic or elaborate

An inspiration from a traditional chandelier, where lights fit into holders that double up as contact chargers. The upper face acts as a solar panel. The lights are retractable for easy portability.

The retractable light cylinder







Globular Lamp:

Advantages:

- Resembles a traditional lamp
- Beautiful accent lighting possible

Disadvantages:

- Complex assembly, with too many
- Does not satisfy need for general lighting
- Difficult to move around with

'Value Lights' as a Design Direction

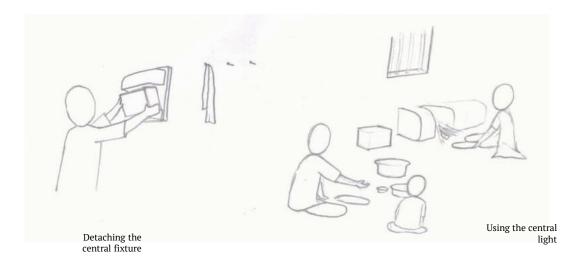
The thought is to provide the user with more than one light for dedicated tasks. The lights come together to form a single product whose combined value is more than the sum of its individual.

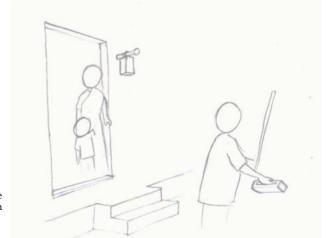
#1 #2 #3

Approach:

- Simple stacking
- Vertical combination
- Semantically wall mounted product
- Distinct hierarchy and separation of purpose
- Verticallystacked components.

Typical Tasks:





Taking the upper light outdoors and hanging the lower light in the verandah

Revised Design Brief:

To design a lamp within the context of an Indian rural house-hold.

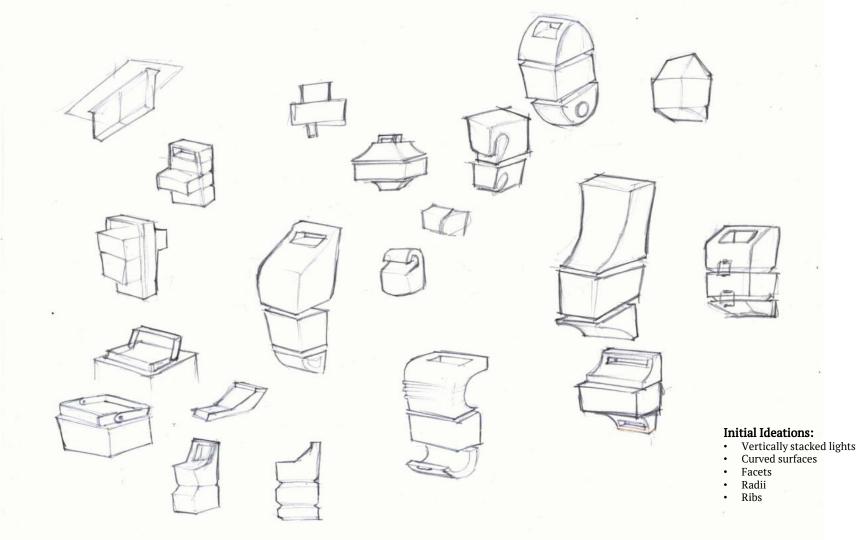
It consists of three separate lights for three value-based purposes. These include:

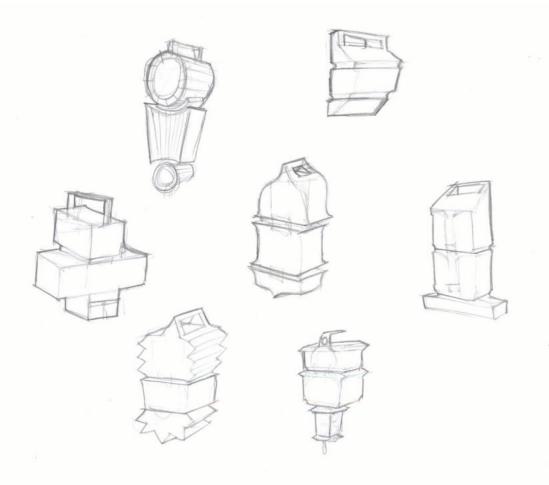
- Outdoors
- General lighting for indoors
- Secondary multi-purpose lighting

The product focuses on stacking and integration of form despite the three separate components.

The form arises from the distinct functions that these components are meant to perform.

The lights are powered by a separate solar panel which doubles up as a docking panel.





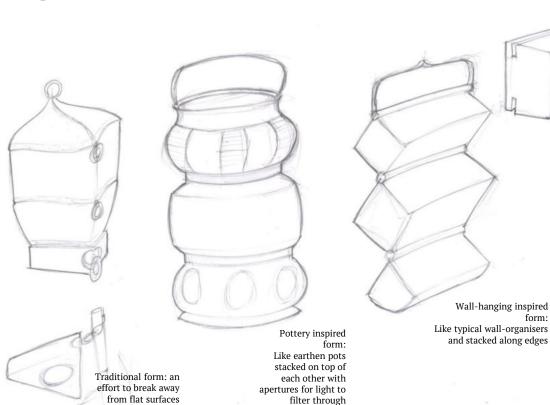
Initial Ideations:

Keywords:
• Medieval

- Ornate
- Basic shapes
- LanternTraditional pattern

Initial Ideas and Exploration





with traditional lamps in mind

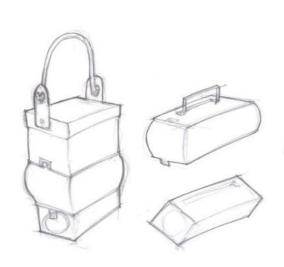
Typical wall

form

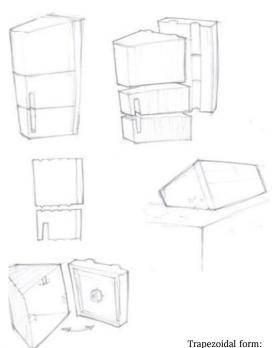
mounted form:

minimalistic, urbane

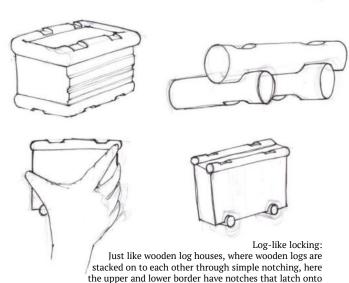
Initial Ideas and Exploration



Lantern form: An idea inspired by traditional lanterns looking at metalplastic interfaces for the product

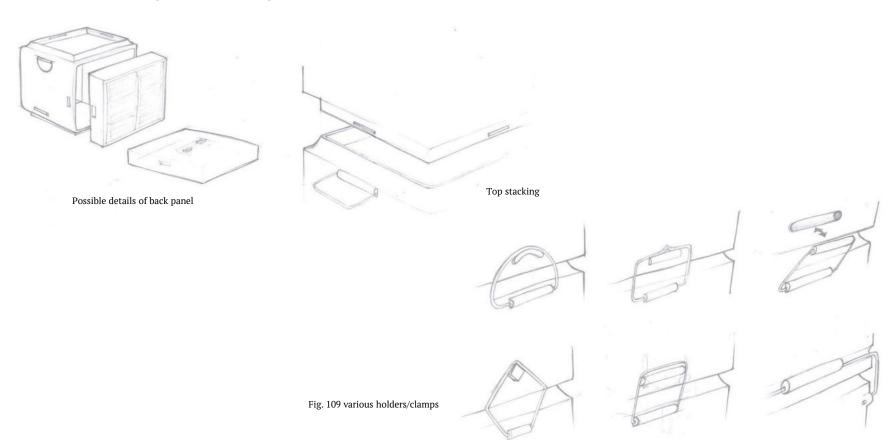


A different form, much stronger than a simple triangular form. The handle is incorporated into the front face.

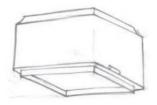


their partner in the other component.

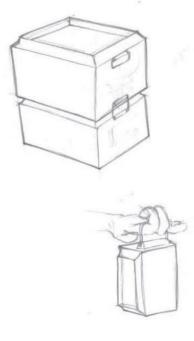
Clustering and Stacking:

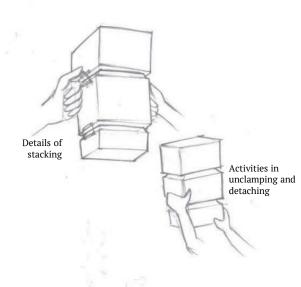


Clustering and Stacking:



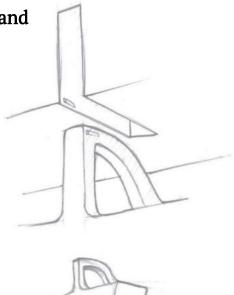






Holding the lower light in fingers via the clamp

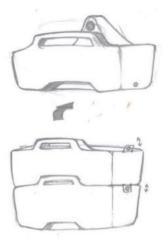
Clustering and Stacking:



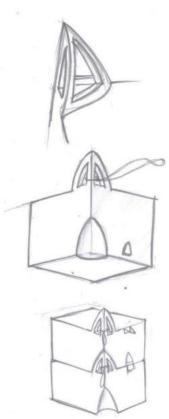


Fin -like locking and stacking: The protruding fin fits into negative space on other component through a press fit. It doubles up as a handle too.



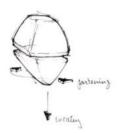


Bucket
Form: The handle again doubles
up as stacking component
fitting into the negative space.
The idea is to have a voluminous
form which is complete in itself.



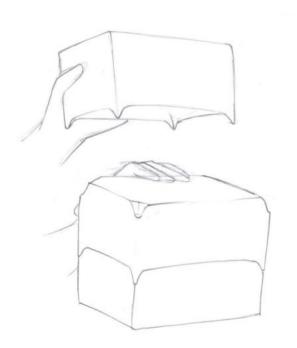
Diya-like notch for locking and stacking: here, the notch doubles up as a stacking component along with a space to pass holding straps and other accessories

Clustering and Stacking:

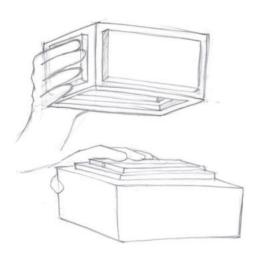




Locking details of freight container: This is a world standard for container locking where the male part is guided into its female counterpart and then / twisted for locking



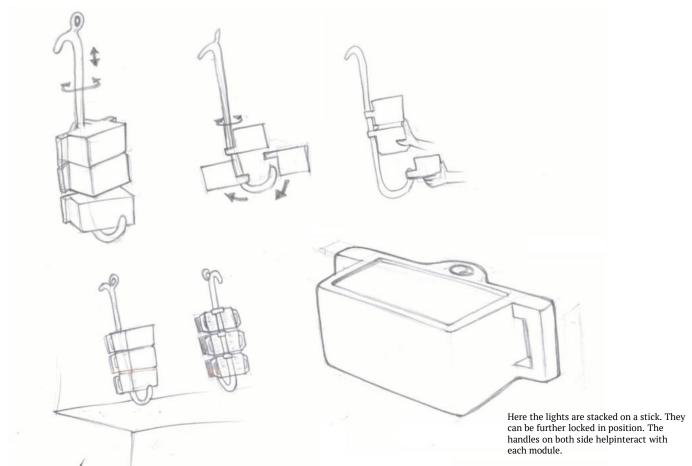
Container like stacking: here the form is blockish, much like a container where the protruding legs acting as press fits with possible lego block -like locking in the fit cavity



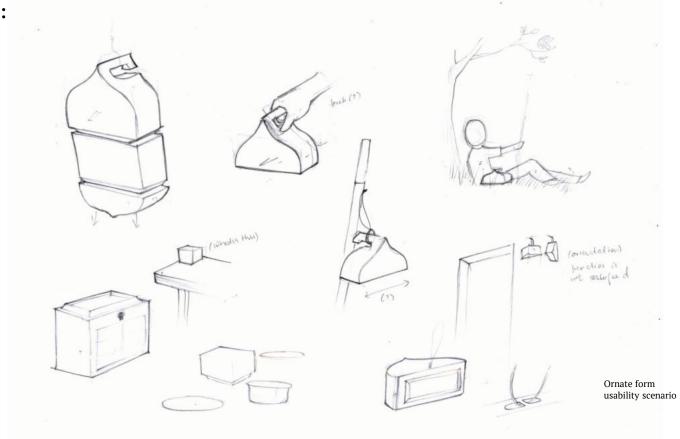


with handle incorporated into the handle

Explorations:



Explorations:



Mockups:





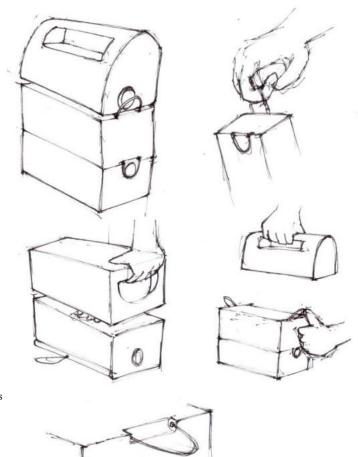
Docked lights and detaching them



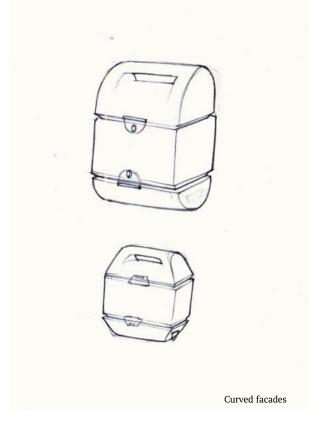


Docked lights with two smaller lights and detaching the smaller light

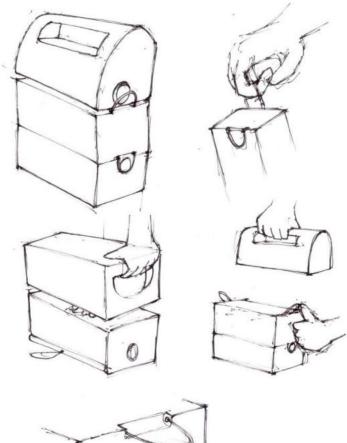
Handling:



Details of activities in detaching, and holding

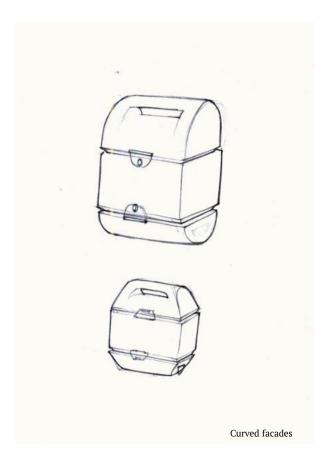


Handling:



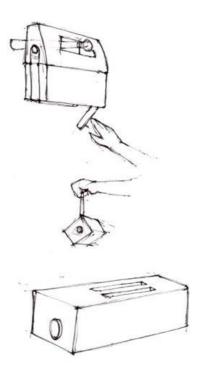
Details of activities in detaching, and holding





Details of folding and locking for metal clamps

Handling:







Activities to unclamp and fold metal clamps

Hand Grip length:

Ergonomics:

	5 th percentile	50th percentile	95 th percentile
Male	39	50	65
Female	41	50	63
Combined	40	50	64

Hand breadth (with thumb):

	5 th percentile	50th percentile	95 th percentile
Male	86	99	111
Female	77	86	95
Combined	81	95	109

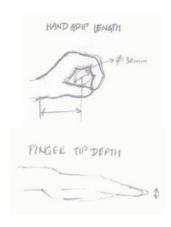
Hand breadth (without thumb):

	5 th percentile	50 th percentile	95 th percentile
Male	72	81	90
Female	66	71	79
Combined	68	79	90

Fingertip breadth:

	5 th percentile	50th percentile	95 th percentile
Male	11	13	15
Female	8	10	13
Combined	10	13	15

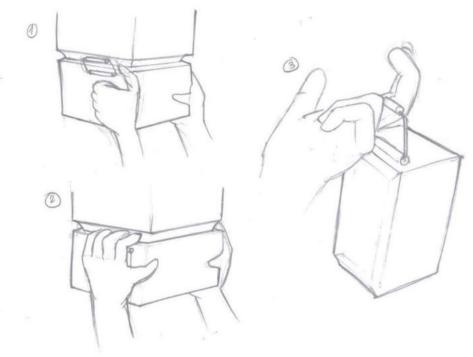
Data sourced from Indian anthropometric dimensions for ergonomic design practice. Debkumar Chakrabati



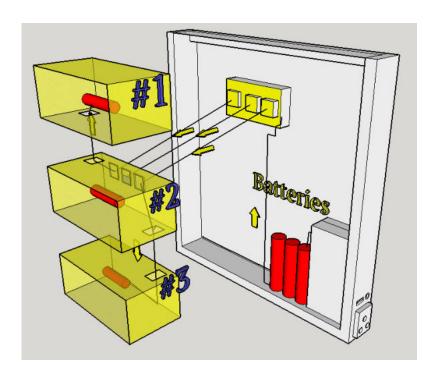


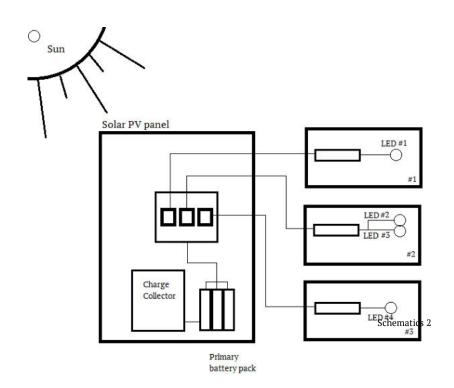


Handling



Typical usage for detaching and holding





Schematics 1

Charging:



(i) The lights docked on the panel



(ii) The lights being un-docked form the panel



(iii) The details on the backside with holes for the nails to be hung on the wall

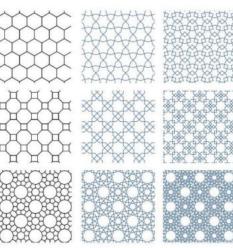


(iv) The lights being hung on the wall



(v) The panel kept outdoors for hanging

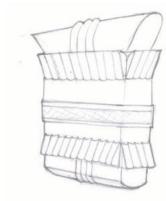








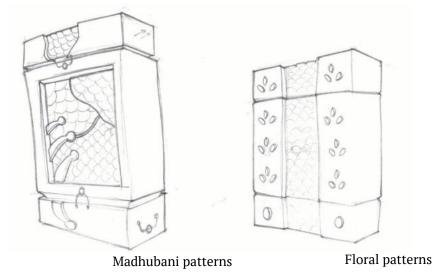
Floral patterns

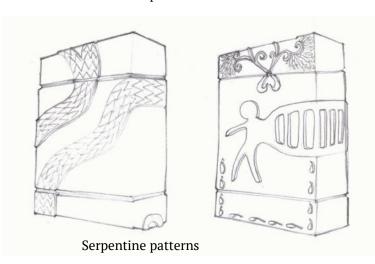


Architectural patterns

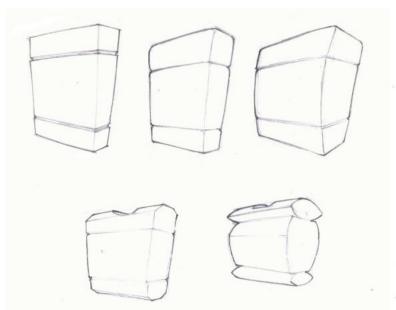
Mughal Jali patterns at Red Fort

Source: http://www.metmuseum.org/learn/for-educators/publications-for-educators/art-of-the-islamic-world/unit-three/featured-works-of-art/image-15

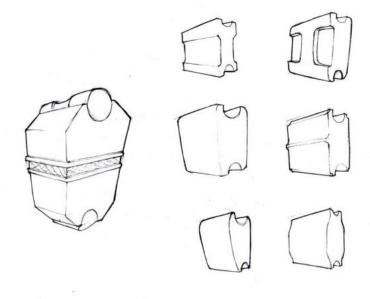




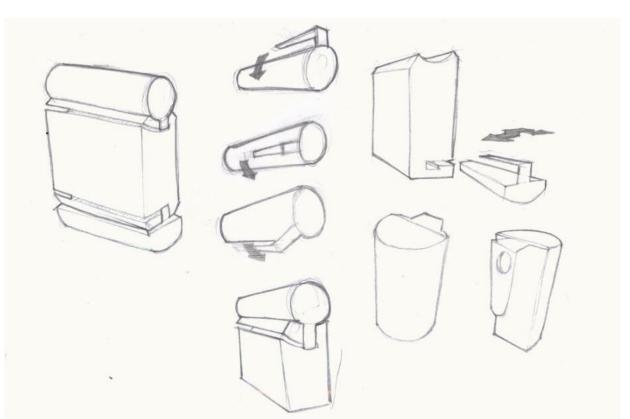
Bhil art







Form exploration for torch-on-top idea

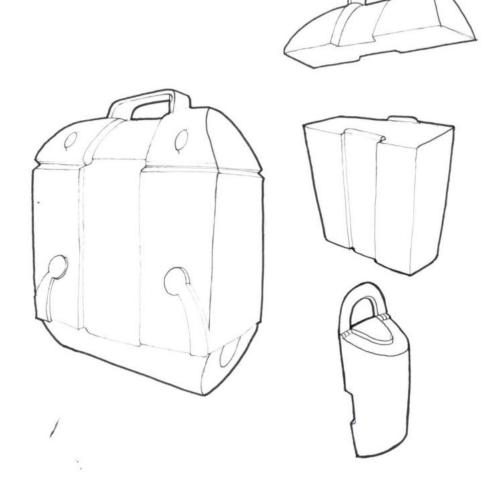


Ideation with groove to attach torch and lower light

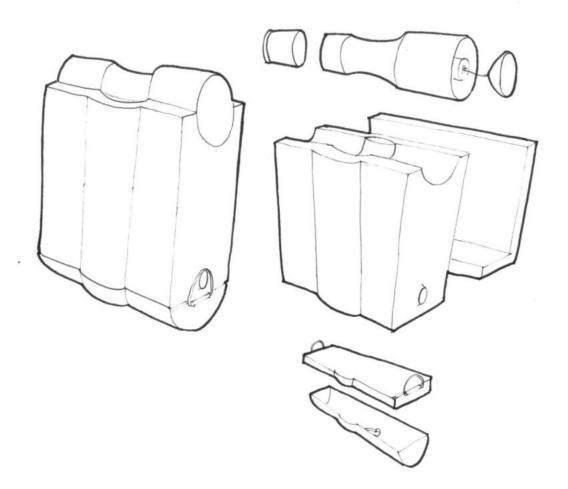
Final Concepts:

Concept 1:

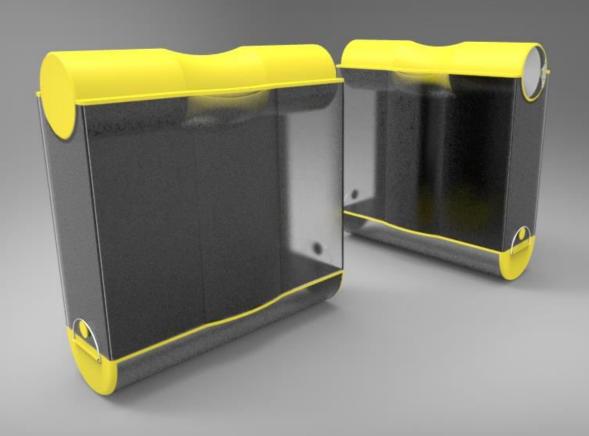
- Dynamic
- Strong edges and distinct surfaces





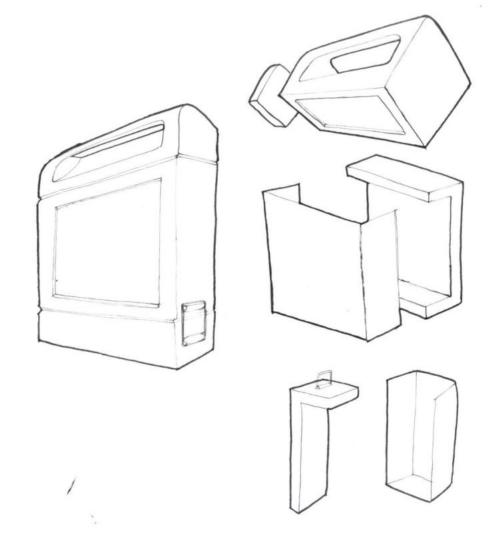


- Concept 2:
 Accommodating
- Surfaces
- Futuristic



Concept 3:

- true to its purpose affordance to hold
- Scope for ornamentation and other features



Criteria	Concept 1	Concept 2	Concept 3
Size	Moderate	Compact	Big
Manufacturability	Considerably complex	Complex	Simple
Portability	Easy portability	Not easy	Easy portability
Stackability	Good	Very good	Good
Form	Contemporary	Futuristic	Contemporary
Scope for solar power	Moderate	Low	High
Fitting in rural scenario	Yes	Somewhat	yes

Fits perfectly in rural household

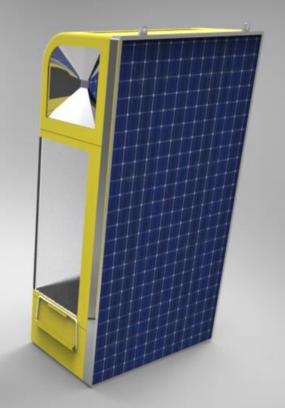
Scope for ornamentation

Range of products based on patterns

Affordance for upper torch



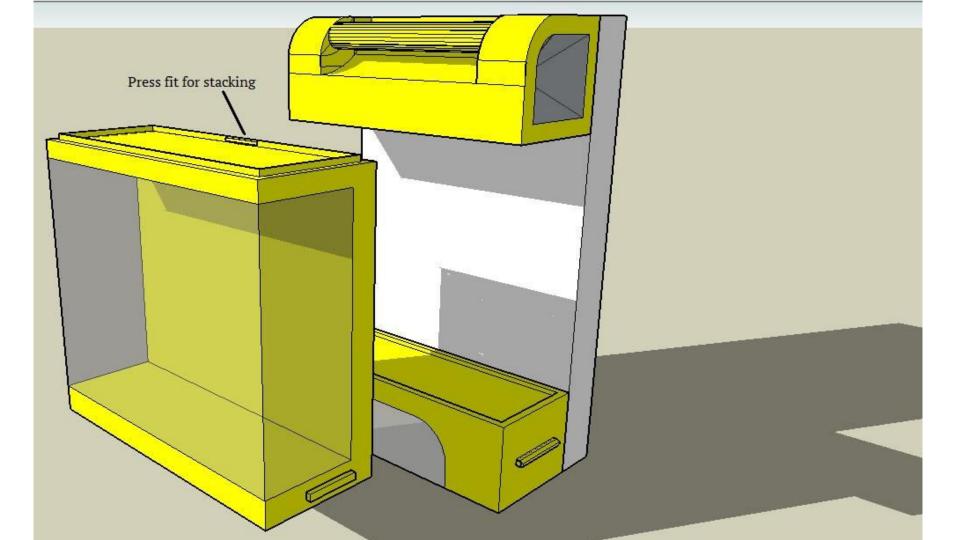
Neutral, stable lower light

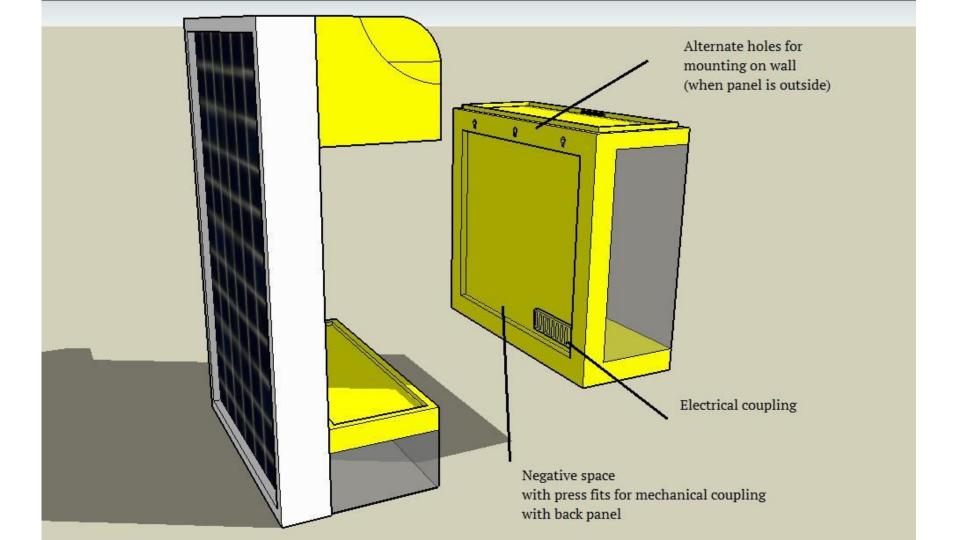


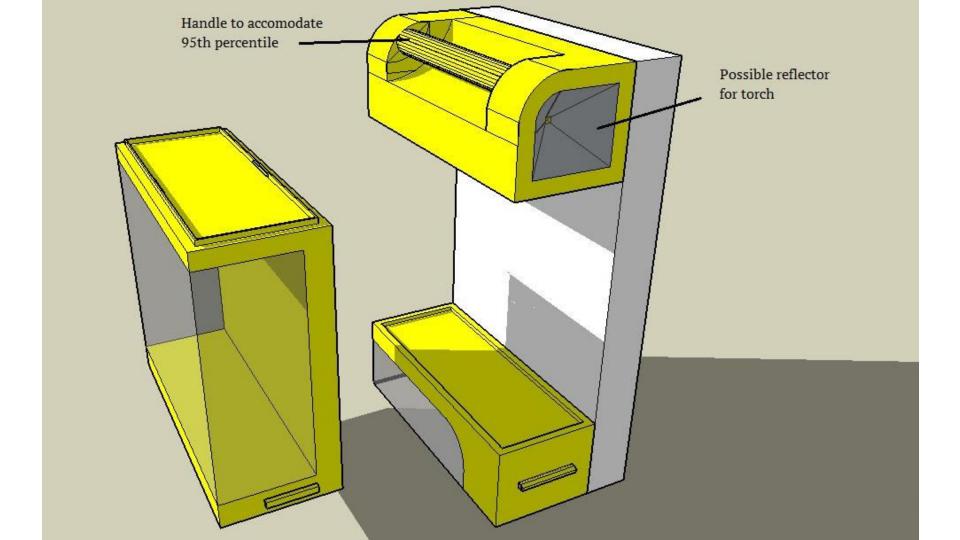
Grounded, truthful to purpose

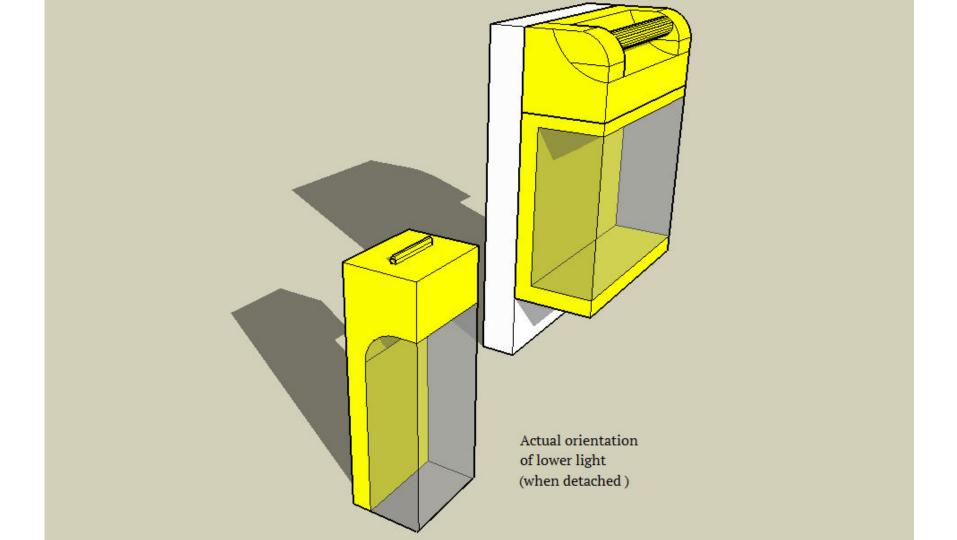
Simplified assembly

Ease of manufacturing









Technical specifications

Power:

Type of solar panel: Monocrystalline silicon solar panel

Total area available for solar panel: 504sq.cm

Power output for given area:

6W approx.

On average (as a general "rule of thumb") modern photovoltaics (PV) solar panels will produce 8 - 10 watts per square foot of solar panel area (http://www.solar-estimate.org/?page=solar-calculations)

Optional connections:

Charging through main grid Micro-USB charging

Smart Circuits:

Control charging-discharging Prevent over-charging Monitor usage

Technical specifications

Lights:

Upper light:1x 1W Middle light: 2x 2W Lower light: 1x 1W

Suggested LEDs:

Cree LEDs (300Lumens/Watt)
Philips LEDs (200Lumens/Watt)

Batteries:

8x 3.6V Lithium ion batteries (4 for primary battery pack, 2 for middle light, 1 each for upper torch and lower light)

Light	Suggested lumens	Light Temperature
Upper light (torch)	150 (focused light with beam angle upto 30 degrees max.)	4000-5000K
Middle light (general ambient light)	250-300 (diffused light through PMMA sheet with 2mm max. thickness)	1500-2000K
Lower light (secondary ambient light)	150 (diffused light through PMMA sheet with 2mm max. thickness)	1000-2000K

(Further optimisation to reduce costs is possible by reducing wattage of LEDs in middle light by bringing it down to 1W each. This will also help in reducing number of batteries)

Proposed strategies:

- Corporate social responsibility:
 Companies come forward, adopt a specific region and sponsor the product partially or wholly
- Government scheme: Wherein the product is distributed to the user through targeted scheme. Can include participation of NGOs.
- Social entrepreneurship:
 Wherein the company sells the product at a nominal value, binding the users to a sustained payment scheme

Issues to be tackled:

- Heating of lithium batteries in primary battery pack
- Charging time optimisation
- Market wide acceptance of LEDs as a light source (other than CFLs and incandescent bulbs)
- Setting up supply chain and awareness

"When you are in doubt, or when the self becomes too much with you, apply the following test:-Recall the face of the poorest and the weakest man whom you may have seen, and ask yourself, If the step you contemplate is going to be of any use to him? Will he gain anything by it? Will it restore him to a control over his own life and destiny? In other words, will it lead to 'Swaraj' for the hungry and spiritually starving millions? Then you will find your doubt and your 'self' melting away."

-M.K.Gandhi



Appendix #1

Typical Cost estimates:

Based on typical online markets

LEDs:

US \$0.12 - 0.25 / Piece i.e.Rs.7.29

Type:InGaN

Working voltage: 3.2V

Luminous efficiency:160lm/W

Color rendering index:80

Color temperatures: 1500-20000K

Lifespan: 40000hrs

[http://www.alibaba.com/product-detail/Hot-sale-Epistar-led-light-emit 1799126124.html?s=p]

Batteries:

Panasonic 3.6V Li-ion battery 2250mAh US \$2 i.e. Rs 121 Bulk cost would come down to around Rs.80

[http://www.amazon.com/Panasonic-CGR18650CG-Rechargeable-Battery-2250mAh/dp/B001WBH2NE]

Typical Cost estimates:

Molding typical costs:

- On hourly basis
- Shape has been optimised to simplify molds and include no moving dies
- Possible symmetry along axes has been considered to decrease number of distinct molds
- Looking at large volumes, so price can be brought down

Appendix #2

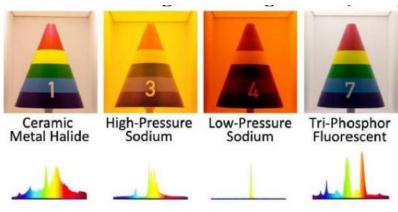
Light and its properties



Source:en,wikipedia.org/wiki/File:Incand-3500-5500-color-temp-comparison.png

Correlated Color Temperature (CCT) apparent color temperature

Color Rendering Index (CRI) quantitative measure of the ability of a light source to reproduce the colors of various objects faithfully in comparison with an ideal or natural light source.



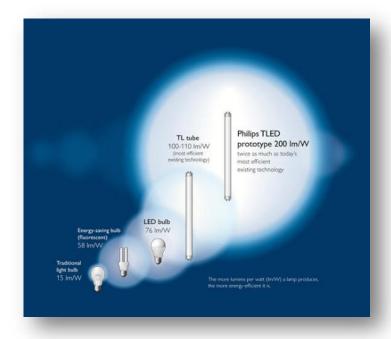
Cree LED breaks 300 lumen per watt barrier

[http://www.cree.com/News-and-Events/Cree-News/Press-Releases/2014/March/300LPW-LED-barrier]

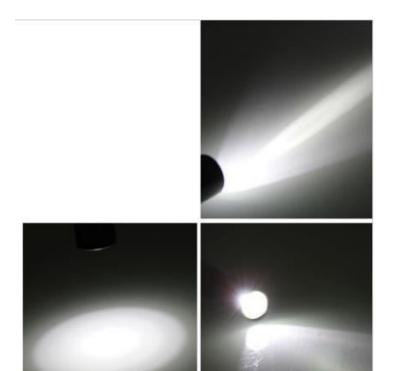


Philips breaks 200 lumen per watt barrier

[http://www.newscenter.philips.com/main/design/news/backgrounders/inside-innovation-philips-breaks-200-lumens-per-watt-barrier.wpd#.U MJ3fmSw1M]



UItraFire **S5 3.6V 3W 200** Lumens Aviation Aluminum Cree Q5 LED Flashlight



[http://www.aliexpress.com/item/ UltraFire-S5-3-6V-4-2V-3W-200-Lumens-Aviation-Aluminum-Cree-Q5-LED-Flashlight-Black/1161504542.html] Appendix #3
India Solar energy irradiance (KwH/sq.m/day)

India Solar Resource Direct Normal Irradiance - Annual Average This map depicts model estimates of annual average direct normal irradiance (DNI) at 10 km resolution based on hourly estimates of radiation over 10 years (2002-2011). The inputs are visible imagery from geostationary satellites, aerosol optical depth, water vapor, and ozone. The country boundary shown is that which is officially sanctioned by the Republic of India. O Silvassa Vishakhapatnam Country Capital State Capital Other City Mangalore Bangalore Chennal 6.5 - 7.0 6.0 - 6.5 5.5 - 6.0 Kavaratti 4.0 - 4.5 Cochin 3.0 - 3.5 0 3 .6 .9 1.2 1.5 Land Area (Million km²) Solar Energy Centre 1,000 mi Anthony Lopez, Billy Roberts ; April 25, 2013 500 1,000 1,500 km 80°

72"

[Source:http://www.nrel.gov/international/ra india.html]

