

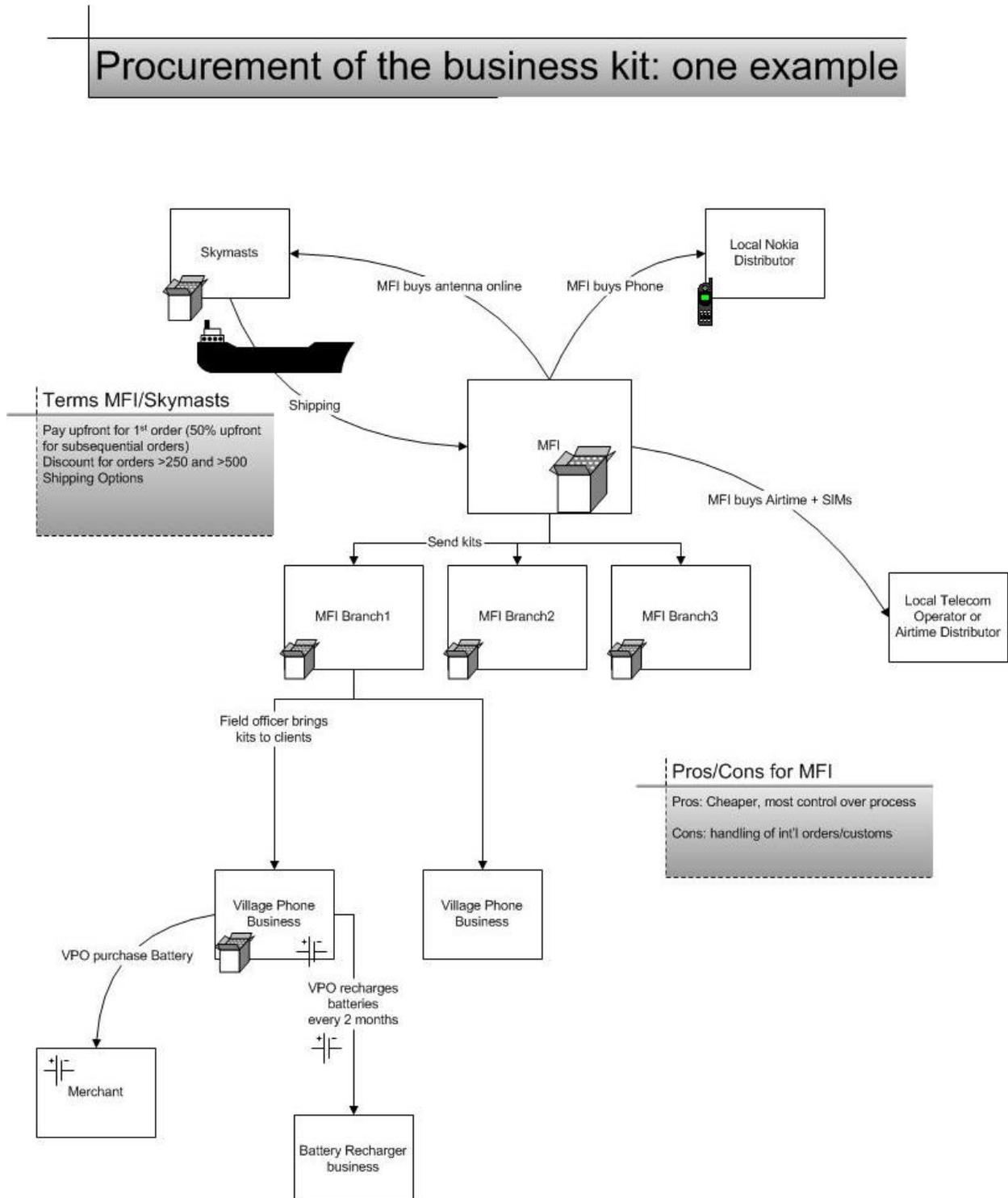
How to procure kits elements

There are several ways for you to procure the different items in the business kit.

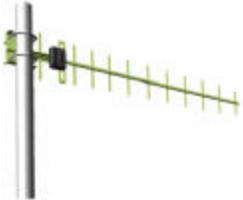
Below is detailed a specific one, assuming the need for both an antenna and a battery recharging solution.

For the antenna solution, the Gramæen Foundation, Nokia and Skymasts have worked together to provide a handset, coupler (connecting the handset to the antenna) and antenna solution. It has been thoroughly tested, and we believe that the prices these antenna pieces are been offered at are competitive.

Below is a workflow of the procurement of the different kits elements.



Below are the procurement details of the different elements:

Equipment	Suggested option	Suggested sourcing	Visual
A phone handset with earpiece	Nokia 1110 Handset - for GSM networks operating at 900/1800 MHz	Nokia Distributor. To find a Nokia distributor near you, go to their online country list at: http://www.nokia.com/countries . For the detailed specifications of the Nokia 1110, go to http://www.gsmarena.com/nokia_1110-1187.php	
The SIM or telecommunications network access card	The SIM card, placed in the phone, allows access to the network (GSM only)	Nokia distributor or telecommunications operator	
Airtime	A set amount of minutes, (prepaid airtime card or Electronic Voucher Distribution (EVD) time)	Telecommunications operator or airtime distributor	
An Antenna, cable and coupler	13dBd GSM Yagi antenna + 10m RG58 cable + Portable adaptor for Nokia 1110	Skymast s : Orders can be placed online at www.skymasts.com or by contacting karen.bailey@skymasts.com, tel: +44(0) 7004 404132. Prices have specifically been negotiated for microfinance institutions, and depend on quantities (<250, <500, >500).	

A recharging solution for the phone battery	Cable connecting the battery to the mobile charger cable	Skymast s : Orders can be placed online at www.skymasts.com or by contacting karen.bailey@skymasts.com, tel: +44(0) 7004 404132. Prices have specifically been negotiated for microfinance institutions, and depend on quantities (<250, <500, >500).	
	Standard mobile charger cable (LCH-12) connecting the battery cable to the phone	Locally	
	Car battery	Locally	
User Manual		Locally	
Marketing signage and branding		Locally	

The cost of the kit depends on several variables related to the environment and the business model, and can range from \$50 USD to \$300 USD.

You might find local providers and distributors for antennas, cables and couplers. We would advise caution in the choosing of such equipment. It is imperative to have the equipment tested thoroughly and to considering such factors as reliability, robustness, delivery guarantees and support.

For items coming from outside the country, the shipment need to be carefully thought through and planned, as it can be expensive, and can take time. You will also need to check what the process and cost is for the custom duties, VAT and other fees for the items you are buying.

In the case of a large deployment (annual VPO deployment larger than 1,000), you might want to approach a third party distributor on a possible partnership in sourcing and distributing the equipment. It would also be advantageous for several microfinance institutions planning on launching Village Phone in the same geographical area to join their efforts for sourcing and distribution of this equipment.