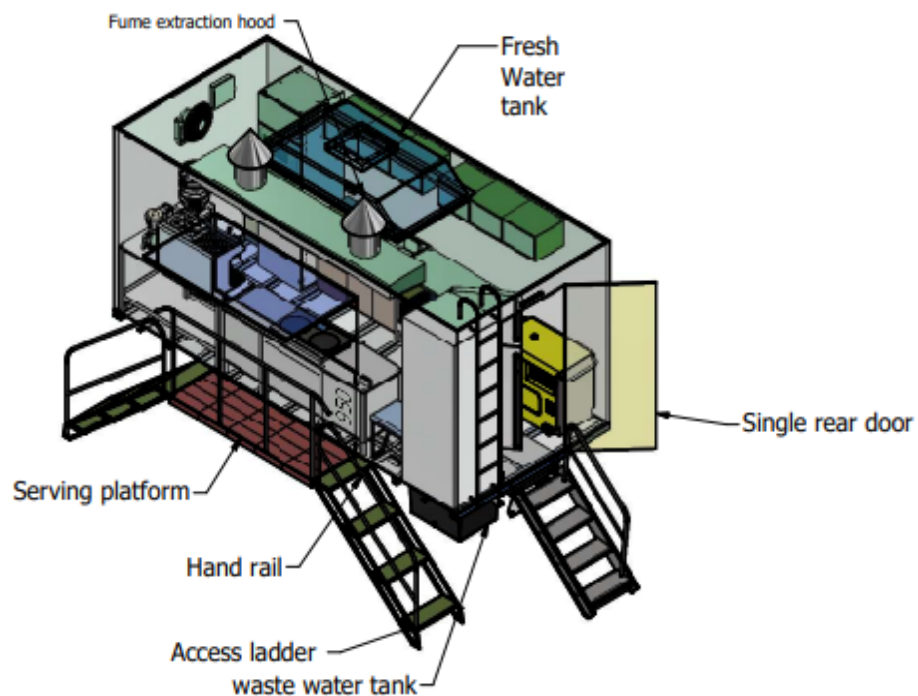




# MOBILE DEMONSTRATION KITCHEN

eCooking Capacity Building & Market Development Programme  
Interim Report - January 2024



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Supported by:



## eCooking Capacity Building & Market Development Programme (eCAP)

[The eCooking Capacity Building & Market Development programme \(eCAP\)](#) was implemented in 2023 as a partnership between Kenya Power and two UK-Aid-funded programmes, MECS and UK PACT. eCAP was managed collaboratively by Kenya Power and MECS via the STEER (Sustainable Transitions in Energy, Environment and Resilience) Centre at Loughborough University, UK and Gamos East Africa, Kenya.

[Kenya Power](#) owns and operates most of the electricity transmission and distribution system in the country and sells electricity to over 9 million customers. Kenya Power's Pika na Power (Cook with Electricity) campaign aims to stimulate demand for electricity and increase the social and environmental impacts of electricity access.

Modern Energy Cooking Services ([MECS](#)) and United Kingdom Partnering for Accelerated Climate Transitions ([UK PACT](#)) are UKAid-funded programmes with the shared vision of supporting Kenya to transition from unsustainably harvested biomass to renewably-generated electricity.

eCAP aims to accelerate the uptake of eCooking in Kenya by building the capacity of key market actors and driving forward the development of a sustainable eCooking sector by:

- Developing institutional capacity within Kenya Power
- Designing and implementing a pipeline of scalable activities in parallel with the Kenya National eCooking Strategy (KNeCS)
- Identifying pathways for scaling up the Pika na Power campaign
- Bringing together Kenya's clean cooking and electricity access sectors to empower a network of eCooking Champions
- Generating evidence on the role of eCooking as a tool for stimulating demand and increasing the social impact of electricity access to inform decision-making by Kenya Power's Board of Directors

For more information on eCAP, visit [www.MECS.org.uk](http://www.MECS.org.uk).

## SUMMARY

A mobile demonstration kitchen will enable the Pika na Power team to deliver live cooking demonstrations across the country. From the urban, peri urban and all the way to the very rural areas. The project involves developing a customised Kenya Power vehicle with a power supply, cooking equipment and kitchen furnishings. The vehicle will give the Pika na Power team a bigger reach enabling them to travel to where the customer is. Currently the customer has to come to Pika na power centre to get to see the live cooking demonstrations.

Whilst this project has been severely delayed, we remain hopeful as the contractor is now undertaking the work and the vehicle is already part way through its transformation. The design of the mobile demonstration kitchen was completed on time after vehicle was identified, however the fabrication process has been severely delayed due to complexities in the Kenya Power procurement policies. It is expected that the refurbishment will be completed in February 2024, after which, a series of demonstrations will be carried out to test drive the new vehicle and ensure everything is working as expected.

Once complete, the mobile demonstration kitchen will give a serious boost to Kenya Power's Pika na Power campaign. This vehicle will accelerate ecooking to the last mile customer, who has typically been using less than 15 units per month. Demand stimulation for this customer would be easy if they saw and believed that cooking with electricity can be beneficial for them. This would improve their lives by improving their health, saving them cooking time and money. The mobile demonstration kitchen will be a valuable tool for Kenya Power in creating demand for electricity and boosting unit sales.

## 1. BACKGROUND

Traditionally Kenya power has carried out awareness campaigns to educate the customers on different products as necessary depending on the different markets and needs. Pika na Power has been an awareness program based in Electricity House in Nairobi. As the supply chain for eCooking devices expands, there is increasing demand for live cooking demonstrations around the country. There are now 3 other Pika na Power centres operational in Mombasa, Kisumu and Nakuru. However, these are located in the cities and few customers have access. The Customer relations officers that operate these Pika na Power centers travel to the counties and conduct live demonstrations in halls when possible. Organization of these out of office events are often expensive as the halls have to be hired and the customers invited. Alternatively tents are pitched when necessary and only if there is a power source near the site for the ecooking to take place successfully. As a result, there is a need to establish a mobile presence that can enable Pika na Power to carry out their highly persuasive live cooking demonstrations anywhere in the country.

A mobile demonstration kitchen will enable the Pika na Power team to deliver live cooking demonstrations across the country. The project involves refitting a new Kenya Power truck/chassis with a power supply, cooking equipment and kitchen furnishings making it possible to reach the last mile customer easily with the Ecooking message. The design of the kitchen will ensure that the customer is able to see food being cooked live by electricity and taste it to verify that it indeed tastes good. They would at the same time see the number of units used to cook the food. A mobile

demonstration unit such as the one shown in Figure 1 is a best way to reach both the urban and the rural customers that do not visit the Pika na Power centres.



Figure 1: Example of a mobile demonstration kitchen used to deliver cooking classes on the road.

## 2. PROGRESS TO DATE

The design of the mobile demonstration kitchen was completed on time after vehicle was identified, however the fabrication process has been severely delayed due to complexities in the Kenya Power procurement policies. The LPO (Local Purchase Order) was signed by the MD and CEO of Kenya power and the work was awarded to a contractor. There have been major delays in this project, as initially work could not start before the money was confirmed to be in our accounts and complexities with the tendering process further slowed the awarding of the contract. Nonetheless, work is now underway and the mobile demonstration kitchen is expected to be completed in February 2024.

Table 1: Progress to date on project activities

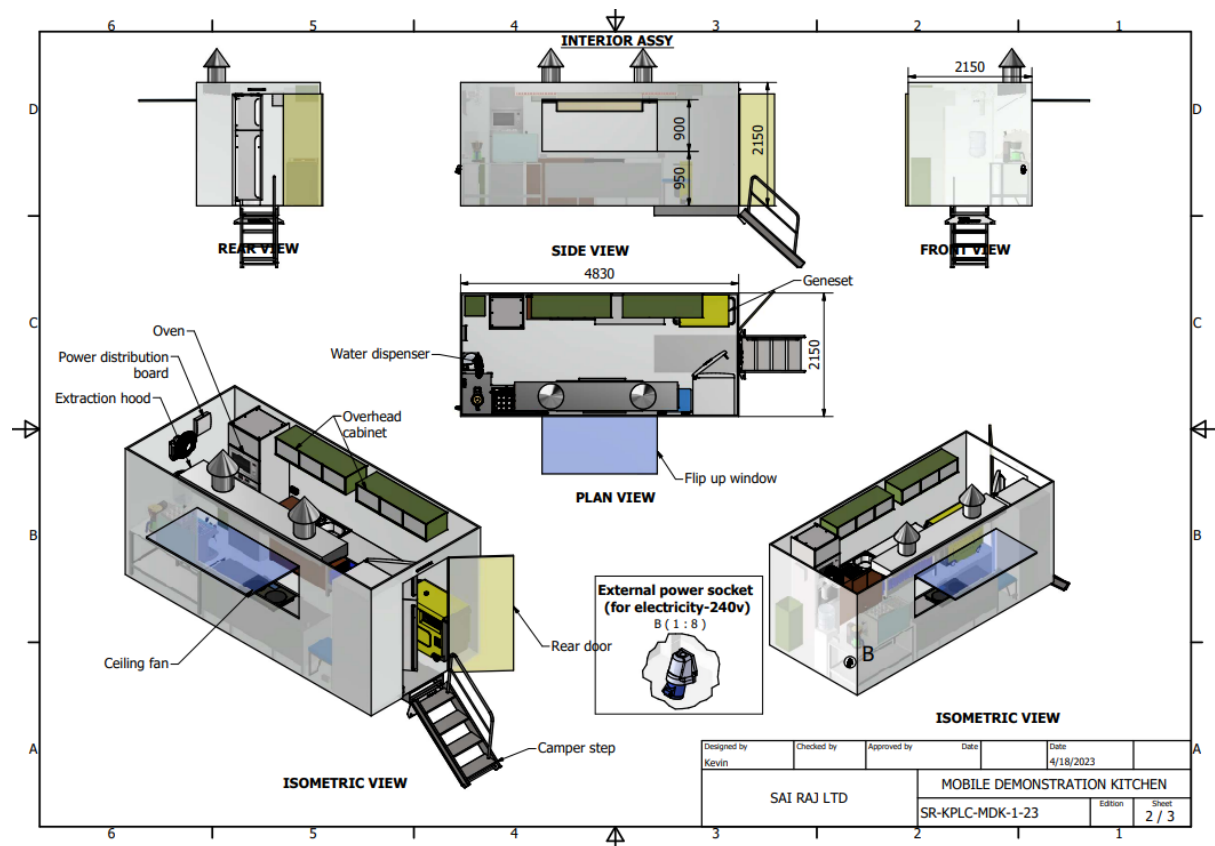
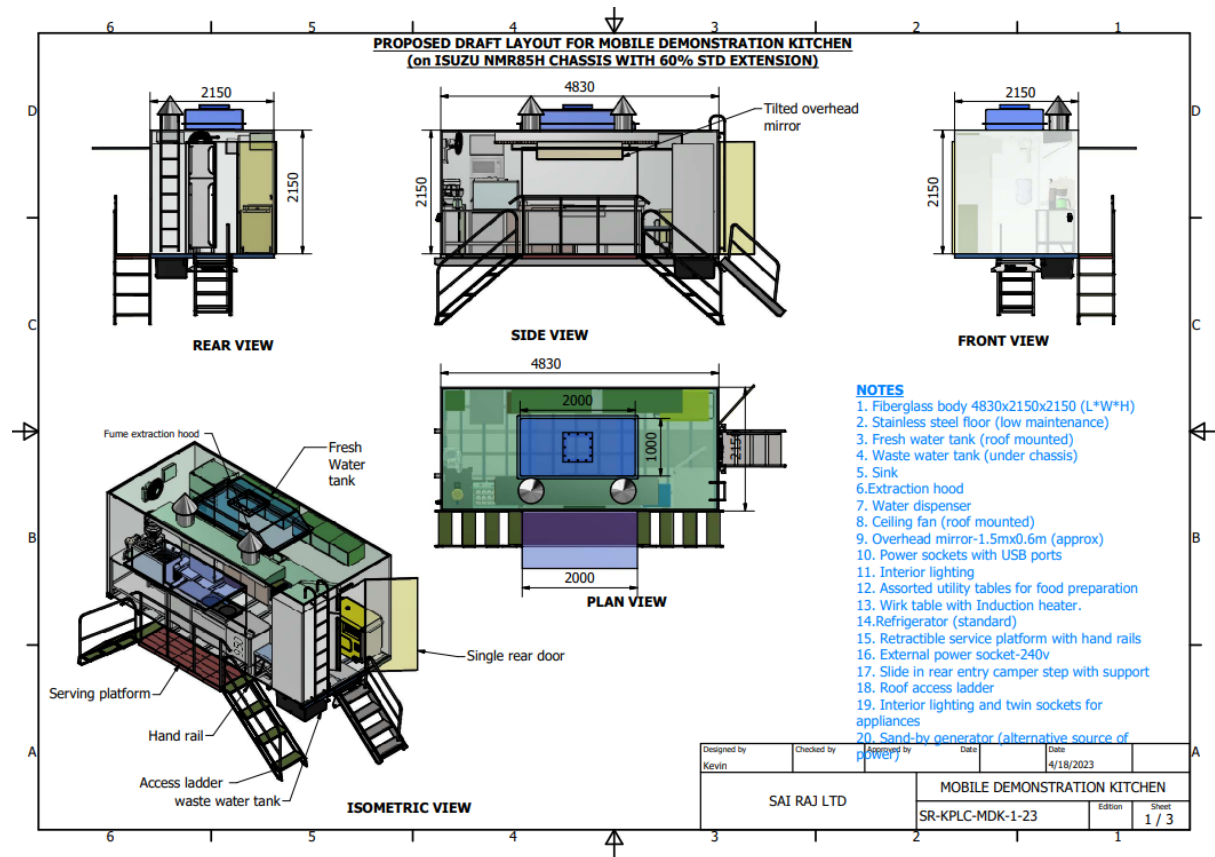
<b>Activity</b>	<b>Description</b>	<b>Deliverable</b>	<b>Responsible</b>	<b>Status</b>
<b>Design</b>	Identify a suitable vehicle and design the mobile demonstration centre, including a mobile power supply.	Design for mobile demo kitchen	Kenya Power Transport Division	Delivered
<b>Build</b>	Transform the standard vehicle into a mobile demonstration kitchen.	Mobile demo kitchen	Contractor	In progress

<b>Test Drive</b>	Carry out live cooking demonstrations on demand and in support of the other eCap activities.	10x live cooking demos	Pika na Power Team (Sales & Marketing Division)	Awaiting completion of mobile demo kitchen
<b>Report writing</b>	Synthesise project outcomes to inform the eCooking Strategy & KPLC's Board of Directors.	Final report	Kenya Power Sales & Marketing Division	Awaiting completion of mobile demo kitchen

Figure 2 shows the detailed designs that have been developed for the mobile demonstration kitchen, whilst *Figure 3* and *Figure 4* show the process of converting the standard vehicle into a mobile demonstration kitchen. The Contractor is in the process of converting the vehicle and equipping it with the main gadgets that a kitchen is expected to have, including:

- A clean water tank
- Storage cabinets
- Water sink, proper drainage and a waste disposal system
- Work surfaces with fitted electric sockets
- Overhead mirror
- Fitted oven
- Fitted microwave
- Safe overhead low voltage off taker for connecting to the Kenya Power grid from the field
- Fitted waste bins
- Backup generator
- Fitted refrigerator

Kenya power has already purchased all the other smaller appliances that will make the Mobile Kitchen a success. Specifically: all cutlery, energy-efficient electric cooking appliances, aprons and branding.





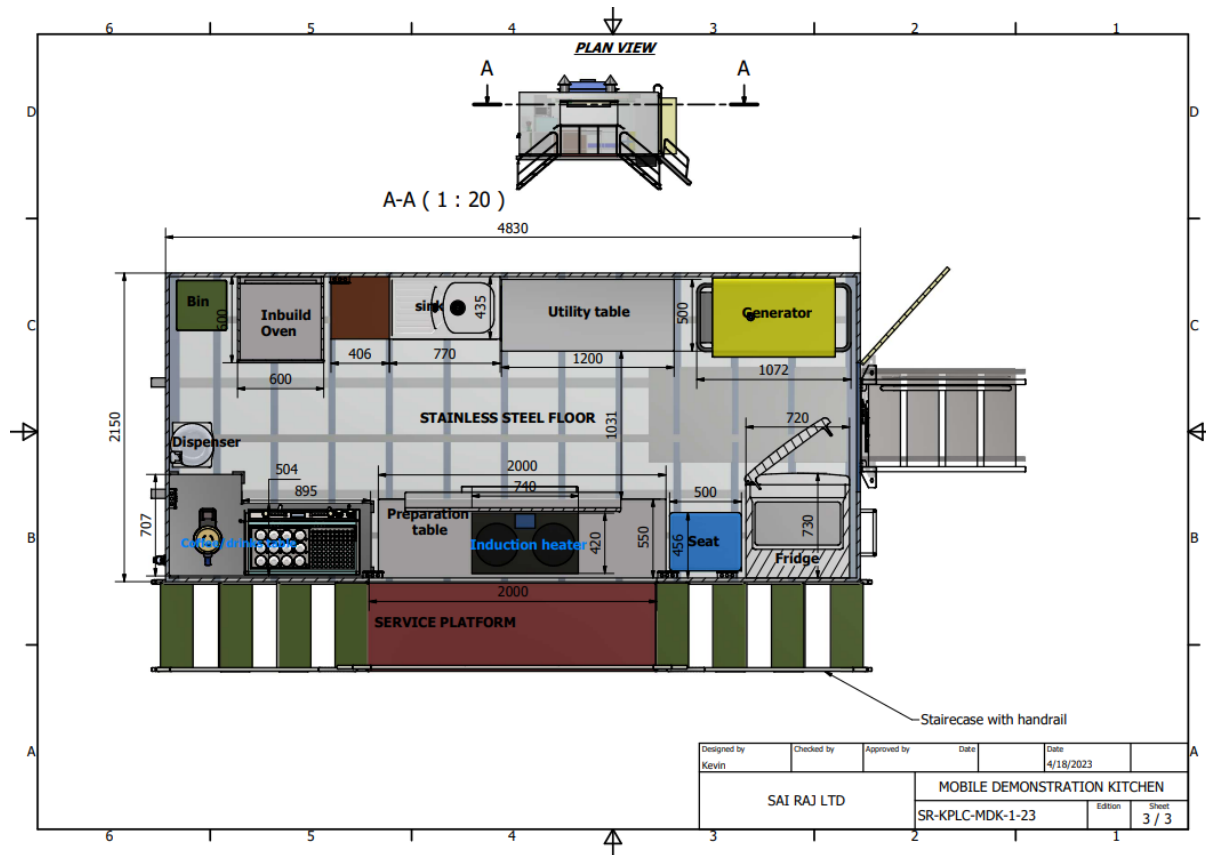


Figure 2: Detailed designs for the mobile demonstration kitchen.



Figure 3: Boards being used for the refurbishment.



*Figure 4: Wairimu Njehia of Pika na Power with the vehicle in the process of transformation into a mobile demonstration kitchen.*



## CONCLUSION

Once complete, the mobile demonstration kitchen will give a serious boost to Kenya Power's Pika na Power campaign. This vehicle will accelerate ecooking to the last mile customer, who has typically been using less than 15 units per month. Demand stimulation for this customer would be easy if they saw and believed that cooking with electricity can be beneficial for them. This would improve their lives by improving their health, saving them cooking time and money. The mobile demonstration kitchen will be a valuable tool for Kenya Power in creating demand for electricity and boosting unit sales.

Whilst this project has been severely delayed, we remain hopeful as the contractor is now undertaking the work and the vehicle is already part way through its transformation. It is expected that the refurbishment will be completed in February 2024, after which, a series of demonstrations will be carried out to test drive the new vehicle and ensure everything is working as expected.