

Nokero partners with OneLamp Uganda for Commercial Distribution



OneLamp Uganda distributes Nokero through retail outlets and field sales people.

Our customer: OneLamp Uganda is a solar light retailer based in Uganda with one store in Jinja and another store opening later this year.

The Situation: OneLamp wanted to enter the fast growing solar lighting business and was looking for a long-term partner. After looking at several lighting brands, they settled on Nokero because of our reputation for high-quality, durable products combined with our sales support.

The Solution: Nokero's in-country sales manager worked in partnership with OneLamp Uganda to develop a training program for field sales staff to sell solar products. OneLamp then implemented a mobile money "Pay-as-You-Go" for product financing and has established savings cooperative partners.



The Results: In just 6 months of business, OneLamp has become a thriving distributor of Nokero solar products and their customer base is growing daily.

- Over 52,000,000 UGX in sales revenue
- Over 1,200 units sold
- Over 5,000 lives improved

"A customer saved his money for two months and walked for days to my store so that he could buy a Nokero solar light after seeing an advertisement in his district. I'm selling so many that I can't keep up with the demand."

– Derrick Opio, OneLamp Uganda Store Owner

To learn how Nokero can help your organization, contact us at salesupport@nokero.com.