

# Making Inclusive Participation in the Energy Transition Work

External | Boards, IPPs, DFIs, Funders

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# Bridging the Gap Between Commitment and Outcome

## Leadership

We are a 100% black woman-owned South African participation infrastructure company, founded by an experienced energy and infrastructure development professional and admitted attorney with over 15 years' experience across project finance, governance, and socio-economic development.

Kani designs and operates credible, measurable systems enabling inclusive participation in the Just Energy Transition and the broader green economy.

## The Core Purpose

Kani exists to close the persistent gap between **institutional commitments** and real **participation outcomes**.

Where many organisations focus on policy, advisory services, or isolated interventions, Kani builds and operates the participation **delivery infrastructure** required to translate ESG, SED, Enterprise and Supplier Development (ESD), localisation, and Just Transition commitments into participation outcomes that are **traceable, auditable, and defensible**.

## Participation Delivery Solutions

### Traditional Focus

Advisory  
Policy  
Isolated  
Interventions

### Kani Focus

Participation  
Delivery  
Traceable Outcomes  
Auditable Evidence

**Kani operates as part of a deliberately structured ecosystem that includes a dedicated non-profit foundation to steward public-interest participation infrastructure and enable broader ecosystem readiness.**

## Bridging Institutions to Impactful Participation outcome

Kani works with institutions that are required to deliver participation outcomes at a project-level or at scale, with evidence.

### Primary partners



### Typical partner needs

- Energy & Infrastructure:** Independent Power Producers (IPPs) and project developers.
- Corporate Sector:** Large entities with specific ESG, SED, and ESD mandates.
- Financial Institutions:** Development Finance Institutions (DFIs) and global development partners.
- Public Sector:** Government agencies, municipalities, and regional entities.
- Governance Structures:** Community trusts and multi-stakeholder bodies.

## Closing the Participation Delivery Gap

South Africa's energy transition is accelerating but participation delivery is not.



**The Pressure:** Institutions are struggling to

- Localise procurement and demonstrate supplier pipeline development
- Enable meaningful participation of youth, women, communities, and SMMEs
- Move beyond compliance-driven inclusion approaches
- Provide defensible evidence of socio-economic impact



**The Critical Constraint:** Institutions are struggling to

- **The Reality:** The hurdle is not a lack of intent or funding.
- **The Missing Link:** It is the **absence of an integrated participation delivery infrastructure.**
- **The Consequence:** Without this infrastructure, efforts stay fragmented, short-term, and impossible to measure accurately.



Energy Transition



The infrastructure GAP



Participation Delivery



Kani builds and operates the delivery systems that convert transition commitments into verified participation outcomes.

## Our Core Operating Functions

# Integrated Infrastructure for Participation Delivery

Kani's work consistently spans three integrated functions.

### Participation Programme Design and Delivery

Design and delivery of structured programmes enabling awareness, capability, and access for communities, youth, and SMMEs.

### Participation Infrastructure Operations

Operation of physical and digital participation infrastructure, including engagements, clinics, readiness diagnostics, opportunity mapping, and performance tracking.

### Governance, Verification, and Reporting

Design and delivery of audit-ready

Kani's work consistently spans three integrated functions.



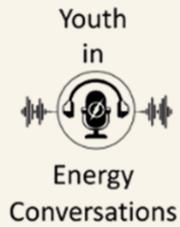
# Productised Offerings

Offering	Description	Typical Clients	Outputs
Participation System Design	End-to-end participation models	IPPs, DFIs, corporates	Delivery plans, MEL frameworks
Local Supplier Pipeline Builder	Verified supplier pipelines	IPPs, EPCs, corporates	Databases, diagnostics, reports
Community & Youth Enablement	Mobilisation linked to opportunities	DFIs, public sector	Engagement records, referrals
Transition Readiness Clinics	Practical readiness building	Mixed partners	Toolkits, assessments
Impact Measurement & Reporting	Defensible ESG and SED reporting	IPPs, DFIs	Dashboards, verification packs
Convening & Dialogue Platforms	Action-oriented ecosystem convening	Public & private partners	Action registers, outputs, engagement metrics

# Enabling Participation Infrastructure

## Flagship Platforms

Kani operates and supports enabling platforms that strengthen participation at scale.



a media and engagement platform, launched in partnership with the African Energy Leadership Centre at the Wits Business School supporting energy literacy, ecosystem dialogue, and informed participation.

Energy Conversations Media Platform

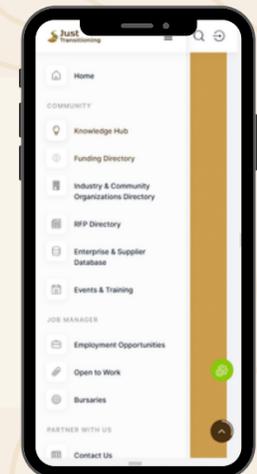
<https://www.youtube.com/@EnergyConversationsPodcast>



a participation-enabling digital platform, developed in partnership with the World Bank, initially being piloted in Mpumalanga, designed to scale nationally.

Just Transition Resource Portal

<https://www.capacitatete>



Kani builds and operates the delivery systems that convert transition commitments into verified participation outcomes.

# Institutional Architecture: Commercial & Public-Interest Vehicles

## Congruence Architects Foundation NPC

Congruence Architects Foundation NPC provides an appropriate institutional vehicle for grant-funded and public-interest participation programmes, aligned with funder governance and accountability requirements.

Grant-funded participation programmes and commercial delivery mandates operate under different governance and accountability frameworks. If these efforts are not intentionally aligned, participation tends to remain fragmented and project-specific, limiting the cumulative impact across the transition ecosystem.

Through broader public engagement, ecosystem learning, and participation enablement, the Foundation strengthens understanding, trust, and readiness for participation, creating fertile ground for a just and inclusive transition.

CAF therefore enables participation programmes to be funded, governed, and reported in a manner appropriate to their social mandate, while leveraging Kani Development Solutions' execution capability to deliver measurable outcomes.

### Dual-Vehicle Model

For IPPS & Corporates:  
Measurable, Project-Specific Outcomes



For DFIS & Public Sector-Ecosystem Learning Trust-Building

### Cumulative Impact

Aligned Governance & Shared Execution

Aligning social mandate with execution capability ensures long term, scaable impact

## From Compliance to Defensible Impact

Kani designs impact measurement into delivery from inception.

### Impact Domains

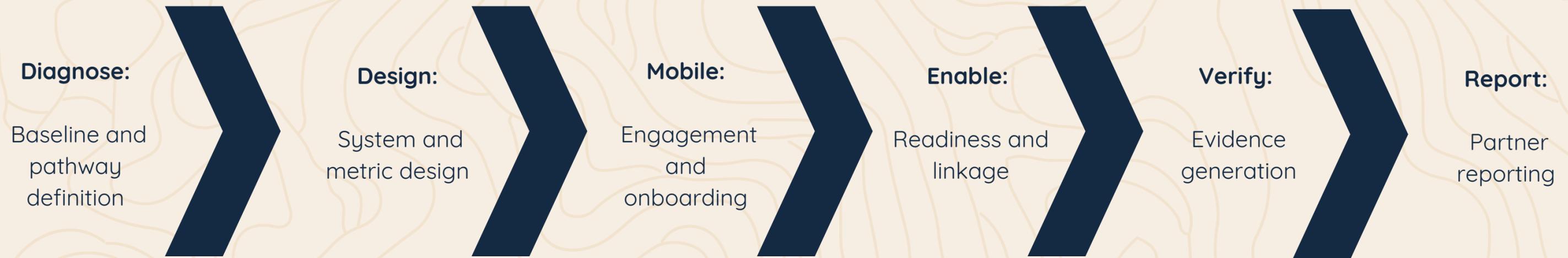
Domain	Focus	Evidence
ESD	Supplier pipeline readiness	Diagnostics, pipeline reports
SED	Participation uptake and activation	Registers, assessments
Governance	Accountability and transparency	Verification packs

### Sample Metrics

Product Suite	Indicator
Supplier Development	# verified, # improved readiness
Participation	# engaged, # activated
Reporting	# referrals, # conversions
Opportunity Linkage	Audit completeness

# Integrated Infrastructure for Participation Delivery

## Delivery Sequence



# Integrated Infrastructure for Participation Delivery

## Why Kani

### Engagement Models

- Retainer-based programme delivery
- Fixed-scope delivery contracts
- Portfolio and multi-site frameworks
- Consortium and implementation partner roles

### The Kani Promise

**Real-Not**, symbolic  
Measurble

**measurable**, not assumed

**Defensible**, not anecdotal

**Scalable**, not once-off

### Partners Receive

- Delivery and engagement plans
- Verified participation evidence
- Supplier pipeline diagnostics
- KPI dashboards and reports
- Audit-ready verification packs

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