



USAID
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RENEWABLE ENERGY AND SMART GRID SUPPLIERS FORUM

Emerging Market Opportunities for U.S. Firms



MAY 1, 2018

Embassy Suites Downtown Denver
1420 Stout Street
Denver, CO 80202

RENEWABLE ENERGY AND SMART GRID SUPPLIERS FORUM

Emerging Market Opportunities for U.S. Firms

BACKGROUND:

This Renewable Energy and Smart Grid Suppliers Forum, hosted by U.S. Agency for International Development (USAID) aims to

- Highlight opportunities for selling product and services in key emerging markets;
- Offer guidance on working with partners and potential sources of financing and investment;
- Discuss competitiveness challenges and export strategies and approaches; and
- Facilitate networking with partners and investors working in each market.

The forum's primary focus is on equipment sales for utility-scale wind and solar power, smart transmission and distribution, related information and communication technologies, energy storage, and demand-response tools.

The USAID-funded Climate Economic Analysis for Development, Investment and Resilience (CEADIR) and Environmental Communication, Learning and Outreach (ECO) activities are organizing this event with USAID. Bloomberg New Energy Finance (BNEF) is a media partner for the event.

RELATED EVENTS:

May 2: NREL Emerging Markets Day; see www.emergingmarketsday.com for additional details.

May 3-4: NREL Industry Growth Forum; see www.nrelforum.com for additional details



AGENDA

8:00	REGISTRATION CRIPPLE CREEK FOYER
8:30	<p>WELCOME AND OPENING REMARKS CRIPPLE CREEK SALON 2</p> <p>Forum Moderator: Mikell O’Mealy, <i>CEADIR</i> Opening Remarks: Matthew Ogonowski, <i>USAID</i> Keynote Address: Suzanne Leta, <i>SunPower</i></p>
9:05	<p>WELCOME AND OPENING REMARKS CRIPPLE CREEK SALON 2</p> <p>Trends and Projections by Technology and Region: Ethan Zindler, <i>Bloomberg New Energy Finance (BNEF)</i> Trends and projections in Latin America, Asia, and Africa for demand, technology costs, and competitiveness of U.S. suppliers of products and services for utility-scale wind and solar power, smart grids, demand-side management, and energy storage.</p> <p>Industry Insights on Global Power Systems: Brandon Owens, <i>GE</i> Key drivers creating opportunities for new business models and markets in developing countries.</p>
10:15	NETWORKING AND COFFEE BREAK CRIPPLE CREEK FOYER
10:30	<p>Panel discussion on WIND AND SOLAR TECHNOLOGY OPPORTUNITIES CRIPPLE CREEK SALON 2</p> <p>Opportunities for selling wind and solar equipment, technologies, and services in developing country markets, and insights for firms interested in initiating or expanding business in emerging markets.</p> <p>Moderator: David Riposo, <i>U.S. Trade and Development Agency (USTDA)</i> Speakers: Emily Puente, <i>First Solar</i>; Mark Lyons, <i>RES</i>; Suzanne Leta, <i>SunPower</i>; and Brandon Owens, <i>GE</i></p>
11:30	<p>Panel discussion on SMART GRID, STORAGE, AND DEMAND MANAGEMENT TECHNOLOGY OPPORTUNITIES CRIPPLE CREEK SALON 2</p> <p>Opportunities for sales of smart grid equipment, technologies, and services, including for transmission and distribution (T&D), information communication technologies (ICT), energy storage, and demand management, with first-hand insights on the needs of electric utilities in developing country emerging markets.</p> <p>Moderator: Ravi Vora, <i>Transventure Energy LLC</i> Speakers: Andre DuPlessis, <i>Schweitzer Engineering Laboratories</i>; Ty Roberts, <i>Itron</i>; and Hugh McDermott, <i>ESS Inc.</i></p>
1:00	LUNCH BREAK On your own (Purchase of a portable lunch is recommended to allow participation in the lunch session)
	<p>LUNCH SESSION: GENDER CONSIDERATIONS IN EMERGING MARKETS CRIPPLE CREEK SALON 2</p> <p>An overview and case studies on how companies, financial institutions, and donors are addressing gender and inclusion in the energy sector in developing country markets. Participants are invited to share their perspectives and experiences.</p> <p>Speakers: Nadia Scharen-Guivel, <i>CEADIR</i>; and Bethany Speer, <i>National Renewable Energy Laboratory (NREL)</i></p>
2:00	<p>Panel discussion on OPPORTUNITIES FOR FINANCIAL AND TECHNICAL SERVICES CRIPPLE CREEK SALON 2</p> <p>Prospects to support large-scale wind and solar power development, utility and grid planning, renewable energy zones, reverse power auctions, and variable renewable energy integration in developing countries.</p> <p>Moderator: Jason Whitney, <i>Overseas Private Investment Corporation (OPIC)</i> Speakers: Greg Poulos, <i>ArcVera Renewables</i>; David Spira, <i>Deloitte</i>; Nadia Scharen-Guivel, <i>CEADIR</i>; and Ignacio Rodriguez, <i>Tetra Tech</i></p>

<p>3:00</p>	<p>TECHNOLOGY-SPECIFIC BREAKOUT GROUPS CRIPPLE CREEK SALON 2</p> <p>Breakout groups focusing on technology-specific opportunities. Following initial remarks by the lead discussants, session moderators will invite all group participants to share their perspectives, experiences, and insights.</p> <p>A. WIND</p> <ul style="list-style-type: none"> • Lead Discussants: Pramod Jain, <i>Innovative Wind Energy</i>; Christopher Moné, <i>Senvion USA</i>; Mark Lyons, <i>RES</i>; and John Rezaian, <i>Tuatara Group</i> • Moderator: Ravi Vora, <i>Transventure Energy LLC</i> <p>B. SOLAR</p> <ul style="list-style-type: none"> • Lead Discussants: Emily Puente, <i>First Solar</i>; David Renne, <i>International Solar Energy Society</i>; and Rebecca Cantwell, <i>Colorado Solar Energy Industries Association</i> • Moderator: Bethany Speer, <i>NREL</i> <p>C. SMART GRID AND ENERGY STORAGE</p> <ul style="list-style-type: none"> • Lead Discussants: Andre DuPlessis, <i>Schweitzer Engineering Laboratories</i>; Peter Lilienthal, <i>HOMER Energy</i>; William Pott, <i>POWER Engineers</i>; and Steve Hauser, <i>Gridwise Alliance</i> • Moderator: Santiago Enriquez, <i>CEADIR</i>
<p>3:45</p>	<p>NETWORKING AND COFFEE BREAK CRIPPLE CREEK FOYER</p>
<p>4:00</p>	<p>REGIONAL MARKET BREAKOUT GROUPS CRIPPLE CREEK SALON 2</p> <p>Breakout groups focusing on regional market opportunities. Following initial remarks by the lead discussants, session moderators will invite all group participants to share their perspectives, experiences, and insights.</p> <p>A. AFRICA</p> <ul style="list-style-type: none"> • Lead Discussants: Ty Roberts, <i>Itron</i>; Raul Flores, <i>Power Africa</i>; Ryan Tramonte, <i>Power Africa</i>; and Paul Bergman, <i>U.S. Export Assistance Center</i> • Moderator: Jason Nagy, <i>Mainspring Innovation</i> <p>B. ASIA</p> <ul style="list-style-type: none"> • Lead Discussants: Victoria Gunderson, <i>U.S. International Trade Administration</i>; Rachel Posner Ross, <i>Allotrope Partners</i>; and Douglas Shuster, <i>Tuatara Group</i> • Moderator: Mikell O’Mealy, <i>CEADIR</i> <p>C. LATIN AMERICA</p> <ul style="list-style-type: none"> • Lead Discussants: Hugh McDermott, <i>ESS Inc.</i>; Greg Poulos, <i>ArcVera Renewables</i>; and Ulises Odio, <i>POWER Engineers</i> • Moderator: Santiago Enriquez, <i>CEADIR</i>
<p>4:45</p>	<p>HIGHLIGHTS FROM REGIONAL AND TECHNOLOGY-SPECIFIC BREAKOUT GROUPS CRIPPLE CREEK SALON 2</p> <p>Lead discussants from each breakout group will share themes from their discussions and new insights gained. Moderator: Victoria Gunderson, <i>U.S. International Trade Administration</i></p>
<p>5:15</p>	<p>KEY TAKEAWAYS AND CLOSING REMARKS CRIPPLE CREEK SALON 2</p> <p>Ethan Zindler, <i>BNEF</i></p>

SPEAKERS

KEYNOTE SPEAKER



Suzanne Leta
Global Market Strategy,
SunPower

GUEST SPEAKERS AND PANELISTS



Paul Bergman
Denver Director,
U.S. Export Assistance Center



Rebecca Cantwell
Executive Director,
Colorado Solar Energy Industries Association



Andre DuPlessis
International Business Development Manager,
Schweitzer Engineering Laboratories



Santiago Enriquez
CEADIR



Raul Flores
Private Enterprise Officer and USTDA Liaison,
Power Africa



Victoria Gunderson
International Trade Specialist,
US International Trade Administration



Steve Hauser
CEO,
Gridwise Alliance



Pramod Jain
President,
Innovative Wind Energy



Peter Lilienthal
CEO,
HOMER Energy



Mark Lyons
Senior Project Development Manager,
RES



Hugh McDermott
Senior VP Business Development & Sales,
ESS Inc.



Christopher Moné
Senior Manager, Sales Execution and Operation
Senvion USA



Jason Nagy
Founder,
Mainspring Innovation



Mikell O'Mealy
CEADIR



Ulises Odio
Engineer,
POWER Engineers



Matthew Ogonowski
USAID



Brandon Owens
Global Energy Strategy & Analytics Director,
GE



William Pott
Senior Project Manager,
POWER Engineers



Greg Poulos
CEO,
ArcVera Renewables



Rachel Posner Ross
Director of Partnerships for Energy Policy
and Investment, Allotrope Partners

SPEAKERS

GUEST SPEAKERS AND PANELISTS



Emily Puente

Manager, Corporate Renewables Global USA,
First Solar



David Renne

President,
International Solar Energy Society



John Rezaian

Principal,
Tuatara Group



David Riposo

Implementation Manager,
USTDA



Ty Roberts

Director Electricity Product Marketing,
Europe, Middle East and Africa Region, Itron



Ignacio Rodriguez

Director of Power Sector and Energy Reforms,
Tetra Tech



Nadia Scharen-Guivel

CEADIR



Douglas Shuster

President of Emerging Markets Infrastructure,
Tuatara Group



Bethany Speer

International Projects Analyst,
NREL



David Spira

Managing Director,
Deloitte



Ryan Tramonte

Power Africa Liaison to the US Department
of Commerce



Ravi Vora

Transventure Energy LLC



Jason Whitney

Project Finance Analyst,
OPIC



Ethan Zindler

Head of Americas,
BNEF

Additional information available online at
<https://www.resgforum2018.com/speakers>.