



Off-Grid Strategy Workshop: What else will the off-grid business be in 2020?

Brussels, 10 March 2010

Why Now?

System prices are falling, innovation is accelerating, developing countries adopt promotion schemes for renewable energy. Some African countries kick-off their own production of RE systems. There are new supporters, like IRENA and new competitors. What is the impact of all this to the off-grid sector? What are the right strategies to benefit from these trends?

In this workshop we take a close look at these factors and work out scenarios for the off-grid sector. Together we set a foundation for the elaboration of solid company strategies.

Who?

This workshop is targeted to off-grid professionals: Manufacturers, system-integrators, consultants.

Central questions

Context: What are the significant trends by 2020, and what are the best industry-wide strategic actions to take? For example, price evolution of commodities such as copper, fossil fuels etc; or growth of the on-grid PV volume impacting off-grid system costs.

Customers and Consumers: How can the end-consumers of off-grid power, and your customers that sell electricity to the end-consumers, be better served?

Finance Sources: What else can the off-grid industry be in 2020, what should it do to better engage sources of finance to get there?

Policy and Government: What should policy and government be doing in the off-grid sector, and how can we best engage them jointly for the benefit of all?

Change: Our world is changing more and more rapidly. So there are many conflicting views of where the industry will be in 2020. How should the off-grid sector best embrace this change to the advantage of the off-grid market?

Cost and Venue

Free: ARE members and participants from low income countries.

€300: All other participants.

10 March 2010, 9.30-17.00 h

Renewable Energy House

Rue d'Arlon 63-65, 1040 Brussels, Belgium

The Facilitator

Dr Graham Boyd of tetraLD (<http://www.tetraLD.com>) will be the lead facilitator. He has previously been a successful PV entrepreneur, physicist, manager and consultant

Please register by 27 February 2010 with the attached registration form!