



Federal Ministry
for Economic Affairs
and Energy



MITTELSTAND
GLOBAL
ENERGY SOLUTIONS
MADE IN GERMANY

energy solutions – made in Germany

*Meet German companies and learn about German
energy solutions*



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About the German Energy Solutions Initiative

With energy prices on the rise and fossil fuel resources becoming scarce, both economic prosperity and competitiveness increasingly depend on our ability to use new energy sources and energy efficiency solutions. This applies to all countries worldwide. The use of innovative energy solutions offers enormous potential for energy conservation in all fields.

The promotion of smart and sustainable energy solutions in Germany has resulted in the establishment of an industry which offers some of the world's leading technologies. This industry encompasses several thousand small and medium-sized enterprises specialised in the development, design and production of renewable energy systems, energy efficiency solutions, smart grids and storage technologies. Also new energy technologies like Power-to-Gas and fuel cells are the basis for cutting-edge energy solutions.

Benefits of using smart and sustainable energy solutions

- Reduction of greenhouse gas emissions and contribution to climate change mitigation
- Contribution to innovation, growth and employment
- Independence from fossil fuel imports



Coordination Office of the German Energy Solutions Initiative

office@german-energy-solutions.de

www.german-energy-solutions.de/en

The transfer of energy expertise, the promotion of foreign trade and the facilitation of international development cooperation are part of the German Energy Solutions Initiative. We offer:

- networking and business opportunities both in your country and in Germany
- showcasing of reference projects
- capacity building

Coordinated and financed by the German Federal Ministry for Economic Affairs and Energy (BMWi), the initiative is implemented in cooperation with partners such as German bilateral chambers of commerce (the AHKs), the German Energy Agency (dena) and the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ).

The initiative creates benefits for Germany and the participating countries by:

- boosting global interest in renewable and smart energy efficiency technologies
- encouraging the use of renewables and energy efficiency technologies
- improving economic, technical and political cooperation between Germany and partner countries
- generating jobs in Germany and abroad



Networking & business opportunities

Are you looking for first-hand information about German smart and sustainable energy technologies and solutions and face-to-face meetings with German companies? The German Energy Solutions Initiative offers you a number of different possibilities to do so.



AHK Trade Missions

The AHKs – Germany’s network of bilateral chambers of commerce – are an important point of contact in establishing business ties with German companies. As part of the German Energy Solutions Initiative, the chamber in your country organises visits by German business representatives. The programme includes a one-day seminar showcasing the expertise and the latest energy solutions from Germany and your country. This conference provides a forum for networking, specialist talks, discussing current developments and the policy environment for smart energy solutions. If there is a business trip to your country, the chamber will organise individual business meetings with German companies. This way you can gain insights into the products and services they offer and explore business possibilities with them. Make use of this opportunity to link up with German companies: do get in touch with the German chamber in your country!



www.ahk.de/standorte



German Pavilion at international trade fairs

Do you want a quick, face-to-face introduction to the German Energy Solutions Initiative? Meet with German companies and learn more about renewable energy technologies, energy efficiency solutions, smart grids and storage at international trade fairs. At the German Pavilion visitors can learn about state-of-the-art technologies and discover various reference projects. A list of upcoming trade fairs hosting German Pavilions focusing on energy solutions is available on our website.



www.german-energy-solutions.de/events



Project Development Programme for developing and emerging markets

The Project Development Programme (PDP) is implemented by GIZ in close cooperation with the local German Chambers of Commerce abroad. It supports the promotion of smart energy solutions with focus on renewable energy technologies and energy efficiency as a feasible alternative to conventional power generation in developing and emerging countries. By facilitating business partnerships and the exchange of experience and expertise between German and local

PDP offers:

- Technical training courses and workshops, such as “German Training Weeks” (GTW) to build up local know-how
- Project development in PDP countries
- Sector-specific market analyses
- Policy advice for sustainable investment
- Fact-finding missions to Germany for companies and decision-makers*
- Business trips for German companies including a conference with specialist talks and networking opportunities*

*Organized by the local German Chambers of Commerce abroad

companies, the PDP forms a vital basis for sustainable market development. Currently, the PDP is being implemented in South-East Asia, South Asia, Sub-Saharan Africa, and in the Middle East.

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Fact-finding missions to Germany

We offer fact-finding missions to Germany for foreign company representatives and decision-makers from politics and public administration. Our aim is to enable you to gather first-hand information, especially on smart and sustainable energy technologies and solutions made in Germany.

These missions will provide you with the latest expertise and opportunities for on-site visits of e.g. best-practice renewable energy applications and energy efficiency measures, delivering insights into the German energy solutions sector and establishing business contacts with German companies. You will benefit from a comprehensive information and visitor programme designed to foster the transfer of expertise. This knowledge can be of tremendous value, particularly when policy decisions about energy solutions need to be made or tenders for services need to be issued in the near future.

Contact the bilateral German chamber in your country to take part in the next fact-finding mission to Germany.



www.ahk.de/standorte



Finding German partners online

The initiative has established an online database to help you find the right partner from Germany for your project. Selected companies present their products, services and reference projects. All of these companies offer innovative energy technologies, products and services, e.g. for using renewable energies and improving energy efficiency. Using our database, you can perform targeted searches for German vendors in a range of technologies and fields of application and thus find a suitable business partner, supplier or service provider. In addition to a company profile, the database also provides details of reference projects carried out by the listed vendors.



www.german-energy-solutions.de/finding_partners

Flagship projects

If you want to gain first-hand experience of the German Energy Solutions Initiative, you can also visit reference projects in your country. You are welcome to visit installations realised within the dena Renewable Energy Solutions Programme (RES Programme) or attend one of our technology showcases.

dena Renewable Energy Solutions Programme (dena RES Programme)

Projects of the dena RES Programme are implemented worldwide and serve as flagship projects for sustainable energy solutions expertise. All of the systems designed and installed demonstrate German technology and capabilities while operating under local conditions and providing tailor-made solutions. The programme, coordinated by dena, is meeting a growing international demand for German energy solutions and supporting German companies with an interest in – and the capacity to access – attractive international markets. This programme facilitates business partnerships and transfers expertise via a capacity-building component.

dena – German Energy Agency
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Energy efficient building at Loyola University Chicago Campus made with German technologies

Technology Showcase

Our Technology Showcase presents best-practice projects that have been implemented in your country and that use e.g. energy efficient technology made in Germany. See the innovation of German suppliers first hand and the advantages of energy efficient products made in Germany. Projects realised in your country using German technologies and expertise are presented at these events. You can meet all the companies involved in the implementation of the projects during the evening reception.

Find these and more flagship projects implemented with technology made in Germany on our website.



[www.german-energy-solutions.de/
flagship-projects](http://www.german-energy-solutions.de/flagship-projects)

Know-how exchange

The German Energy Solutions Initiative wants to share information about smart and sustainable energy solutions. To foster know-how exchange, we offer seminars and provide a wide range of publications about German energy solutions.



Information

On our website the section 'News from Germany' provides the latest information about new developments regarding climate-friendly energy solutions from Germany. Also, check out the media room. Here you can download interesting publications, watch the "energy solutions – made in Germany"-film and take a look at presentations of German companies from our events.

Sign up for our Newsletter and stay up to date about upcoming events in your county.





Innovation Seminars

In order to bring students closer to innovative German technologies and to foster an exchange of know-how, the German Energy Solutions Initiative in cooperation with the AHKs organises Innovation Seminars at different universities in your country. The half-day seminars provide an ideal platform to build long-lasting relationships with universities and tomorrow's decision makers. The involvement of professors and teaching staff helps to build networks with the goal of integrating smart energy solutions into the universities' curricula.



www.german-energy-solutions.de/en
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