WEDNESDAY, 24 APRIL 2019

Session 1: Solar Energy Market Update & Outlook in the Sultanate of Oman

09:00am-09:15am  Conference Opening: Setting the Scene for Sustainable Solar Market Development in Oman
Markus A.W. Hoehner, CEO, Joint Forces for Solar

09:15am-09:45am  Keynote Presentation | Creating a Bright Solar Energy Market in Oman: Short-term Benefits and Future Energy Scenarios
• Renewable energy targets in Oman – Policy outlook
• Understanding the tendering process
• A review of the electricity market, renewable energy market and related organizations
Bushra Al Maskari, Planning & Economics Director, Oman Power & Water Procurement Company

09:45am-10:15am  Keynote Presentation | Assessment of the Industry’s Future Roadmap: The Way Towards Successful Energy Transition
• Strategy and policies needed to create a sustainable solar market in Oman
• New business opportunities in the residential and small commercial segments from a regulatory point of view
Dr. Ahmed Al Busaidi, Program Manager – Renewable Energy Research, The Research Council

Kathrin Goldammer, Managing Director, Reiner Lemoine Institut

10:45am-11:00am  Networking Coffee Break

Session 2: Critical Factors to Maintain Sustainable Solar Market Growth in the Middle East and Oman in Particular

11:00am-11:20am  Holistic Approach: Solar Energy Market Status and Perspectives in MENA Region
• From the very beginning: A look back since the start in order to understand some of the key factors behind solar success in the Middle East
• Shedding light on the specific market trends that will arise over the next decade
Dr. Nabih Cherradi, Partner, Chief Technology Officer, Desert Technologies
11:20am-11:40am  The Regional Specifics of the Omani Solar Market: Where is Untapped Potential and How Can it be Leveraged?
- Technical and administrative requirements to connect a Solar PV to the distribution system
- Steps to simplify the connection of Solar PV to the distribution network
Dr. Firas A H Al-Abduwani, CEO, HTC (Hussam Technology Company)

11:40am-12:30pm  Executive Roundtable Discussion: Synchronizing Domestic & International Efforts to Fuel Solar Market Growth in Oman
- Smooth market take-off: Best practices from other renewable energy programs
- Successful strategies to promote solar energy in the Sultanate – Highlighting the local and international view
- How to enter the solar market in Oman? Basics of a successful market entry for international players
Panelists:
Eng. Aiman Shukaili, Head of Renewable Energy, Petroleum Development Oman
Eng. Ahmed Al Subhi, CEO, ACWA Power Oman
Chris Petrov, Project Lead, innogy Middle East
Cristobal Lopez, Renewable Energy Manager, EREDA
Dr. Hassan Qasem, General Manager, Alternative Energy Project Co.

12:30pm-1:00pm  Networking Coffee Break


1:00pm-1:20pm  Advanced PV Technologies and Storage applications for commercial & utility scale solar plants
- Real-world field experiences and insights by key stakeholders
- Harvesting the sun: Gained field experience and lessons learned
Shashidhara Naik, Sales Manager – Middle East and North Africa Region, Ingeteam Power Technology

1:20pm-1:40pm  An International Perspective: Best Practices and Lessons from the Global Solar Rooftop Market
- Driving force behind growth in the global rooftop market
- Challenges & Opportunities from technical, implementation
and asset management perspective
• Way forward - Towards growth and success of distributed solar in the region

Parag Bhamre, Managing Director, APSUN Power Private Limited

1:40pm - 2:00pm
Technological Advancements in the Market: How to Maximize Project ROI?
• Review of technologies available in the marketplace incl. solar modules, inverters, mounting systems, trackers and balance of system components
• What fits best in the Middle East and Oman in particular?
• Latest key insights into successful solar operations, maintenance and asset management

Dareen Ayyad, Business Development Manager Middle East, Jinko Solar

2:00pm - 2:30pm
Domestic Best Practice: Solar into Schools Project
• Objectives of Shell initiative Solar into Schools Project
• First-hand insights: summary of project progress
• Plan forward and updates

Dr. Malek Abu Rumman, Project Manager Solar, Shell Development Oman

2:30pm - 4:00pm
Business Lunch & Networking

4:00pm
Conference Closing