

**German Energy Agency (dena)**

dena is Germany's centre of expertise for energy efficiency, renewable energy sources and intelligent energy

systems. As **Agency for Applied Energy Transition** we help achieve energy and climate policy objectives by developing solutions and putting them into practice, both nationally and internationally. In order to do this, we bring partners from politics and business together, across sectors. dena's shareholders are the Federal Republic of Germany and the KfW Group.

www.dena.de/en

**German Energy Solutions Initiative**

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, which is coordinated and financed by the German Federal Ministry

for Economic Affairs and Energy. The initiative offers networking and business opportunities in Germany and abroad, it showcases reference projects and facilitates capacity building.

www.german-energy-solutions.de/en

dena Renewable Energy Solutions Programme (dena RES Programme)

The dena RES Programme was developed by the Deutsche Energie-Agentur (dena) – the German Energy Agency. This programme, co-financed by the Federal Ministry for Economic Affairs and Energy within the German Energy Solutions Initiative, helps German renewable energy companies enter new markets. Within the framework of the programme, reference and demonstration projects are installed near prestigious institutions. The installation is accompanied by comprehensive PR, marketing and training programmes. These projects showcase high-quality German renewable energy technology and help participating companies gain a foothold in new markets.

www.german-energy-solutions.de/en/res

**Please contact us for further information:**

Deutsche Energie-Agentur GmbH (dena)
German Energy Agency
Gabriele Eichner
Team Leader International Pilot Projects
Renewable Energies and Mobility
Chausseestrasse 128 a, 10115 Berlin, Germany
Tel.: +49 (0)30 66 777-714
Fax: +49 (0)30 66 777-699
E-mail: eichner@dena.de or res@dena.de

www.german-energy-solutions.de/en/res

Publisher

Deutsche Energie-Agentur GmbH (dena)
German Energy Agency
Chausseestrasse 128 a, 10115 Berlin, Germany
Tel.: +49 (0)30 66 777-0
Fax: +49 (0)30 66 777-699
E-mail: info@dena.de

Date November 2017

All rights reserved. Any use is subject to consent by dena.

DENA RENEWABLE ENERGY SOLUTIONS PROGRAMME

(dena RES Programme)

www.german-energy-solutions.de/en/res

Supported by:



on the basis of a decision
by the German Bundestag

Your switch to renewable energies with the dena Renewable Energy Solutions Programme

Around the world, willingness to use renewable energy technology is growing. An increasing number of companies and institutions are actively considering alternative energy supply and energy efficiency measurements. Meanwhile, renewable energy companies in Germany are looking for attractive new markets. The RES Programme, developed and coordinated by the Deutsche Energie-Agentur (dena) – the German Energy Agency – brings together growing international demand for renewable energy technology and German companies with an interest in and the capacity to access attractive international markets. The dena RES Programme is part of the German Energy Solutions Initiative and co-financed by the Federal Ministry for Economic Affairs and Energy (BMWi).

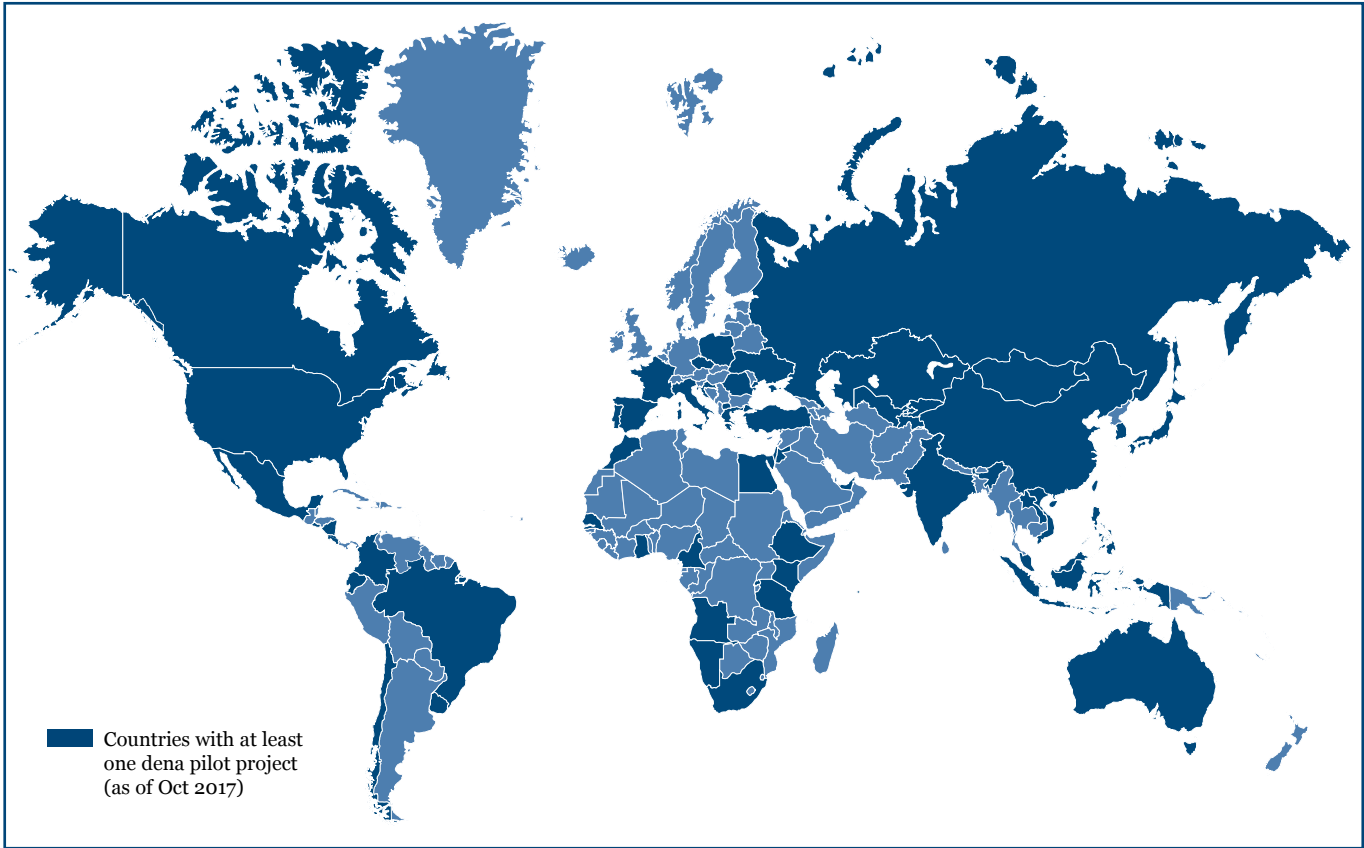
Renewable energy reference projects around the world

The idea behind the dena RES Programme is to install reference projects that demonstrate high-quality renewable energy and energy efficiency technologies from Germany. The installation of these projects is accompanied by comprehensive marketing and training programmes.



The dena RES Programme welcomes projects from all branches of the renewable energy sector: here in Colombia, local water pumps operate on power produced by a plant combining hydropower and PV panels.

Each RES project aims to create an understanding of the technology, to train local experts and to build local sales and marketing partnerships. The companies and institutions involved are actively supported by dena and its network, which includes embassies and the German Chambers of Industry and Commerce abroad as well as political and economic decision makers.



As part of the dena RES Programme, an off-grid hybrid system was installed at a research and training facility of the Mongolian University of Life Sciences. It combines a small wind turbine, a PV plant, an emergency back-up generator and a storage system.

A win-win-win partnership

- Partner institutions and companies in the target market benefit in many different ways from the dena RES Programme. Participation in the project improves their image. Their staff are trained to operate the energy plant. Furthermore, the institutions and companies directly benefit from reduced operating costs, increased property value and the possibility of using renewable energy technology for pedagogical purposes. Since 2004, dena has worked with numerous prestigious institutions worldwide, including the Space Port of Baikonour, Accra Polytechnic, Attica Zoological Park, Oak Ridge National Laboratory, Broadcast Australia and the Mongolian University of Life Sciences.
- Participating countries benefit from the fact that the newly installed project helps build acceptance of renewable energy. The accompanying knowledge transfer supports the development of a new market and creates local value in sales and marketing, installation and servicing. By using renewable energy systems, the country not only contributes to global climate protection but also increases its independence from conventional energy sources.
- Participating companies are helped to quickly, professionally and effectively enter the market. They benefit from support to navigate legal hurdles, customs regulations and approval procedures, gain practical experience with local sales and installation partners and build long-term networks. Moreover, the installed systems showcase what the companies can offer. The accompanying media coverage and the newly established network come

together to create broad public awareness, which is very important for further endeavours. Most participating companies go on to complete follow-up projects and to establish local subsidiaries – a clear sign that the dena RES Programme successfully fulfills its function.

Projects around the world

The dena RES Programme extends the successful dena Solar Roofs Programme to all branches of the renewable energy industry. Since 2004, the dena RES team has built up an international network of high-level representatives from industry, politics, business and the public sector by implementing around 80 market development projects in approximately 60 countries. The institutions involved promote renewable energies and companies showcase German expertise in this field.

Jim Hassel, CEO Broadcast Australia:

“As a service provider that relies heavily on external market forces, it’s exciting to think that soon we’ll be able to generate much of our own power. The longer-term outcome of this project will prove beneficial for our customers in many ways, as we’ll be able to provide them with a lower carbon footprint, more cost certainty and improved reliability against the grid in remote locations.”

Rudy Rallis, Co-owner, Attica Zoological Park:

“We were impressed with modern German professionalism. And during the hot Greek summer we were looking at the real-time energy output of the inverter and realised the electricity cost-savings and the environmental contribution by us all. We felt really smart and very proud!”