



# Off-Grid Power Workshop

**at the Intersolar Europe 2022, as part of  
The smarter E Europe at Messe München**

May 12th 2022 (Room B.11), 9:30–18:00

Off-Grid Power Partners:



## **Introducing this year's Off-Grid Power Workshop – Meet the practitioners**

With high-efficient solar technology, Off-Grid power is one silver bullet for electrifying rural areas and alleviating poverty. At Intersolar Europe, you can learn about the latest trends on future markets, technological solutions and smart applications and technology in the Off-Grid sector. The German Solar Association (BSW-Solar) and its partners Alliance for Rural Electrification (ARE) and Intersolar Europe invite you to this year's Off-Grid Power Conference on 12<sup>th</sup> May 2022 in Munich. The conference is the opportunity for manufacturers, system integrators and project developers to meet high-ranking delegations, policy makers, investors and the international press by taking part in the Off-Grid Power Workshop. The Off-Grid Power Workshop 2022 is supported by the German Federal Ministry for Economic Cooperation and Development (BMZ) and will take place in exhibition conference room B.11 (second floor above Hall B1) in a one-day program. Participation is for free. You only need an Exhibition Ticket.

## **Programme overview**

**May 12<sup>th</sup> 2022 (Room B.11)**

**09:30–10:00**

**Introduction and Key Note**

**10:00–11:30**

**Session 1:** Sustainable business model for off-grid renewables in the Energy, Water and Food Nexus

**12:00–13:30**

**Session 2:** Photovoltaics' smart solutions for irrigation systems and agriculture

**13:30–14:30**

**Off-Grid Lunch Reception**

**14:30–16:00**

**Session 3:** Premium hard- and software components for off-grid power systems: the backbone of sustainability

**16:30–18:00**

**Session 4:** Training the off-grid workforce of the 21<sup>st</sup> century

## May 12, 2022 (Room B.11)

### Introduction and Key Note

09:30–10:00	<b>Introduction and Key Note</b>
09:30–09:40	<b>Welcome and Introduction</b> <b>David Wedepohl</b> , Managing Director, German Solar Association (BSW-Solar) & <b>David Lecoque</b> , CEO, Alliance for Rural Electrification (ARE)
09:40–09:50	<b>Keynote speech</b> <b>Bärbel Höhn</b> , BMZ Special Representative for Energy in Africa, Federal Ministry for Economic Development and Development (BMZ)
09:50–10:00	<b>Keynote and short market overview</b> <b>Koen Peters</b> , Executive Director, GOGLA

### Session 1

#### Sustainable business model for off-grid renewables in the Energy, Water and Food Nexus

In this session, speakers with first-hand experience of international projects will discuss the cost trends in new technologies, examine progress made to date, and highlight areas where energy, food and water solutions can combine to maximum effect and to enable sustainable models for off-grid renewable energy projects.

10:00–11:30	<b>Session 1</b> Moderator: <b>Deepak Mohapatra</b> , Senior Officer – Business & Market Development, ARE
10:00–10:20	<b>Energy-Water-Food belong together</b> <b>Bärbel Höhn</b> , BMZ Special Representative for Energy in Africa, Green People Energy (GBE)
10:20–10:40	<b>Solar Energy, Water, and the Productive Use of Renewables</b> <b>Dr. Hamed Behesti</b> , CEO, Boreal Light GmbH

10:40–11:00	<b>Selfchill – Modular Solar Cooling Solutions</b> <b>Géraldine Quelle</b> , Project Manager Research and Innovation, Phaesun GmbH
11:00–11:20	<b>Business Case: Solar Powered Irrigation Systems (SPIS) for Cocoa Farms in Ghana</b> <b>Luz Aguilar</b> , Senior Project Manager, & <b>Ulf Lohse</b> , Consultant, BSW – German Solar Association
11:20–11:30	<b>Q&amp;A</b>

### Session 2

#### Photovoltaics' smart solutions for irrigation systems and agriculture

This session will present some innovative off-grid applications and solutions as well as business models to boost the use of smart solutions using photovoltaics in the water irrigation and agricultural sector. The session will be followed by a moderated discussion along with audience Q&A.

12:00–13:30	<b>Session 2</b> Moderator: <b>Olivier Drücke</b> , International Energy Transition Consultant
12:00–12:20	<b>Solar Power Beyond Water Pumping: Solar Water Desalination and Solar Water Treatment</b> <b>Jürgen Raach</b> , General Manager, Raach Solar GmbH
12:20–12:40	<b>Remote Monitoring for Off-Grid Solar and Water Pumping Systems</b> <b>Sebastian Zenz</b> , CEO, EcoPhi Renewables Engineering GmbH
12:40–13:00	<b>Decentralised Renewable Energy Innovations to Boost Agri-Sector Productivity &amp; Address Global Food System Challenges</b> <b>Deepak Mohapatra</b> , Senior Officer – Business & Market Development, Alliance for Rural Electrification
13:00–13:20	<b>Agrivoltaics – The Current State of Research</b> <b>Lisa-Marie Bieber</b> , Research Assistant, Fraunhofer Institute for Solar Energy Systems ISE
13:20–13:30	<b>Q&amp;A</b>

### Session 3

#### Premium hard- and software components for off-grid power systems: the backbone of sustainability

This session will highlight innovations in both hard- and software components for off-grid systems as the backbone of increased efficiencies, improved sustainability and to drive down costs in the sector in the years to come.

14:30–16:00	<b>Session 3</b> Moderator: Michael Wollny, Managing Director, Wollny Consulting
14:30–14:50	<b>Next generation of inverter-charger for offgrid and associated services</b> Pierre-Olivier Moix, CTO, STUDER INNOTECH SA
14:50–15:10	<b>Remote Management Technologies in Distributed Power</b> Patrick Cousins, VP Customer Success, Odyssey Energy Solutions
15:10–15:30	<b>CEGASA - Tradition Meets Innovation – High Performance Battery Systems From Europe to the World for Off- And On-Grid</b> Hubert Deubler, Business Development, CEGASA
15:30–15:50	<b>From Basic Electrification to Productive Use of Renewable Energies: The Role of Reliable and Resilient Solar Home Systems Thriving Sustainability</b> Ulrich Zimmermann, Chief Operating Officer, Zimpertec GmbH & Co. KG
15:50–16:00	<b>Q&amp;A</b>

### Session 4

#### Training the off-grid workforce of the 21<sup>st</sup> century

This session will discuss how to fill that gap with more vocational training, efficient syllabuses, more training of trainers and the use of remote as well as on-site learning options.

16:30–18:00	<b>Session 4</b> Moderator: Ines van Oldeneel, Business & Market Development Officer, ARE
16:30–16:50	<b>Local Ownership as Success Factor for Resilient Training</b> Antje Klauss-Vorreiter, Managing Director, Green Solar Academy
16:50–17:10	<b>“HandsOn” Training Experience Offgrid Lodge Tanzania</b> Sebastian Seidl, Business Development Manager & Technical Sales Manager, SMA Sunbelt Energy GmbH
17:10–17:30	<b>Building up Solar Training Structures – Example from Mozambique</b> Jens Brand, Project Director, Renewable Academy AG (RENAC)
17:30–17:50	<b>GIZ-Delegation from Togo</b>
17:50–18:00	<b>Q&amp;A</b>

# Meet panelists of these companies and organizations at the Off-Grid Power Conference

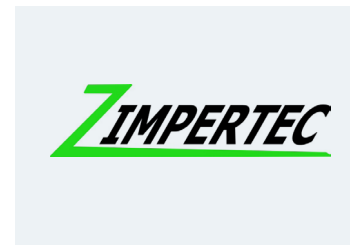
## Session 1



## Session 2



## Session 3



## Session 4



## Solarize Africa Lunch Reception

**The Off-Grid Lunch Reception will take place on May 12<sup>th</sup> 2022 at 13:30–14:30 in Room B.11 (second floor above Hall B1 & B2). The Off-Grid Lunch Reception 2022 is sponsored by Solarize Africa.**

Even in times of crises, the sun shines and demonstrates its strongest side with its decentralized energy solutions. The electrification and expansion of renewable energies were also an important topic in many African countries in 2021. Instead of this year's Solarize Africa Report, we therefore invite some representatives of the African solar industry to personally explore two questions: What has the solar year been in 2021 in the African markets? And what is the best way to take advantage of the opportunities of the coming years? Listen to the engaging discussion during a savory snack between off-grid sessions.



### Imprint

BSW – Bundesverband Solarwirtschaft e.V.  
EUREF-Campus 16,  
10829 Berlin – Germany

[www.solarwirtschaft.de/en](http://www.solarwirtschaft.de/en)  
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