

Solar Operation & Maintenance Best Practices in Mexico

Workshop organised by ASOLMEX and SolarPower Europe, September 6th, 2018, Mexico City (Room Tajin-Peten, The Green Expo, World Trade Center Mexico City Montecito 38, Nápoles, 03810 Mexico City)

[Click here to register.](#) Registration is free but mandatory.

SolarPower Europe and ASOLMEX are organising a joint workshop on Operation & Maintenance (O&M) best practices and business opportunities in Mexico – a highly exciting new Gigawatt-scale solar market. The workshop will take place on 6 September 2018 at the Green Expo and it will be the occasion of launching the Spanish version of SolarPower Europe’s [O&M Best Practices Guidelines](#). The workshop is supported by the “Large Scale Solar Energy” Program of the German-Mexican bilateral cooperation, implemented by SENER and GIZ on behalf of the German Ministry for Economic Cooperation and Development (BMZ). In case of questions, please contact Viridiana Vazquez at vvazquez@asolmex.org.

Agenda

8:00-8:15	Registration and welcome coffee	
Session 1 – Introduction – O&M in Europe and Mexico		
8:15-8:30	Welcome notes and presentation of the associations ASOLMEX and SolarPower Europe	Hector Olea, President, ASOLMEX Aurélie Beauvais, Policy Director, SolarPower Europe Joscha Rosenbusch, Principal Advisor Solar Program, GIZ
8:30-8:45	Overview presentation of the SolarPower Europe O&M Best Practices Guidelines	Máté Heisz, SolarPower Europe
8:45-9:00	Utility-scale solar O&M in Mexico	Félix Arroyo, Atlas Renewable Energy Mexico
9:00-9:15	O&M in distributed solar in Mexico	Arturo Duhart, ASOLMEX
Session 2 – Bankability of solar power plants and O&M services		
9:15-9:35	Risk mitigation, bankability and O&M services	Nelsy Santiago, Ulrike Jahn, TÜV Rheinland
9:35-9:55	Contractual framework for bankable O&M services	Neil Bautista, BayWa r.e.
10:00-10:30	Panel discussion and Q&A	Nelsy Santiago, TÜV Rheinland Neil Bautista, BayWa r.e. Jaime Martinez, Proyecto Terra Francisco Cervantes, Energon <i>Moderator: Máté Heisz, SolarPower Europe</i>
10:30-11:00	Coffee break	
Session 3 – Best Practice requirements in solar power plant operations, maintenance, monitoring and module cleaning		
11:00-11:20	Best Practices in Power Plant Operations and Power Plant Maintenance	Carlos Salas, Enel Green Power
11:20-11:40	Data & Monitoring best practices and Key Performance Indicators (KPIs)	Paul Nist, QOS Energy
11:40-12:00	Module cleaning best practices	Steve Williams, Clean Solar Solutions
12:00-12:30	Panel discussion and Q&A	Carlos Salas, Enel Green Power Paul Nist, QOS Energy Steve Williams, Clean Solar Solutions Julian Willenbrock, Enlight Carla Ortiz, RER Energy <i>Moderator: Arturo Duhart, ASOLMEX</i>
12:30-12:45	Closing remarks	Hector Olea, President, ASOLMEX Aurélie Beauvais, Policy Director, SolarPower Europe Joscha Rosenbusch, Principal Advisor Solar Program, GIZ

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List of speakers



Félix Arroyo, Senior Business Development Manager, Atlas Renewable Energy Mexico

Félix Arroyo is Senior Business Development Manager, Atlas Renewable Energy Mexico. Before that, he worked for IEnova and SunEdison, and was responsible for engineering and procurement coordination for development and construction phases of PV & Wind Utility Projects.



Neil Bautista, Director of Service, BayWa r.e.

Neil joined BayWa r.e. in May of 2017 as director of service taking on the responsibility to deliver Operations & Maintenance and Asset Management service commitment for the solar fleet in the Americas. Neil's experience in the service and power industry include working for SunPower as O&M Senior Manager where he was responsible for the distributed generation system fleet in the west region United States. He worked for Emerson Electric where he held several roles to support the uninterrupted power supply's service division (UPSS). Neil served as District Manager, Account Manager, and Service Sales Executive during his 15-year term. Neil, who served honorably in the US Air Force, holds a Bachelor of Science degree in Business Management from the University of Phoenix.



Aurélie Beauvais, Policy Director, SolarPower Europe

As SolarPower Europe's Policy Director, Aurélie is in charge of developing and implementing the association's political strategy and advocacy. She also manages the policy team and coordinates the deliverables of SolarPower Europe's Taskforces, providing members with high-quality market intelligence and technology-focused reports, and events. Prior to joining Solar Power Europe, she headed the European Affairs department of the French Union of Electricity.



Francisco Cervantes, General Manager of ENERAGON SOLAR

With more than 6 years of experience in the manufacturing industry, joined Eneragon Solar in 2017 and led its operations through a historic +86% growth YoY, bringing the benefits of solar power to more than a 1000 customers. Francisco's management policy has been characterized by taking a 4 priorities approach: safety, quality, delivery and cost, through a continuous improvement journey. Eneragon Solar offers a first class service and an accessible premium solar product supported by a high performance team, which in turn, takes this company to Top 5 level in the Mexican DG market.



Arturo Duhart, Co-founder, Sunwise; distributed solar expert, Asolmex

Arturo's passion has been clean and cost effective energy solutions that can help ensure the future of our planet. In 2008 by the age of 18 installed his first PV grid tied system, which would become one of the first 5 systems installed in Mexico. In 2011 created Ecotiza, to help optimize his installation business practices, creating the first solar software proposal tools in the Mexican Market. Today he is a co-founder in Sunwise a SaaS platform designed to combine functions that optimize, simplify and control a Solar PV Mexican business. Also co-founded ExelSolar, Mexico's leading PV products and solutions wholesaler. A member in both Mexican solar energy associations ASOLMEX and ANES. His personal mission is to push the sustainability revolution in Mexico, to help ensure the future of our planet.

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Máté Heisz, Business Analyst, SolarPower Europe

Máté leads is the coordinator of the Operation & Maintenance workstream and the Emerging Markets workstream of SolarPower Europe. Before joining SolarPower Europe in February 2017, Máté spent four years in Tunisia, working as a Renewable Energy Advisor at the Tunisian Ministry of Energy, on behalf of the German Society for International Cooperation (GIZ).


Jaime Martinez, Founder, Proyecto Terra

Jaime is the founder of "Proyecto Terra", with more than 11 years of experience in the energy sector. He is a Chemical Engineer from the Universidad Iberoamericana and has a postgraduate degree in energy, and a Master's degree in business from Cornell University.


Paul Nist, Senior Project Manager, QOS Energy

Paul Nist, Senior Project Manager at QOS Energy, partners with the leading US Solar PV O&M Service providers developing advanced, analytical tools designed to transform renewable plant data into actionable intelligence. QOS Energy's cloud-based Renewables Performance Management Solution, Quantum², provides renewable asset owners and operators machine learning backed insights, empowering system stakeholders to optimize energy production and maximize profitability. Based in Portland, Oregon, for the past 18 years, Mr. Nist has worked as a business analyst and senior software developer in the web software space, focusing on Solar PV Performance Management tools since 2011.


Hector Olea, President & CEO, Gauss Energía; President, Asolmex

With more than 23 years of experience in the Mexican energy sector, Hector Olea has actively participated in the promotion and development of renewable energy in the country. Since 2004, Hector Olea is President and CEO of Gauss, a business development firm specialized in the energy sector. Gauss activities are focused in the identification, development and structuring investment opportunities in renewable energy projects, which accounts for more than US\$700 million in greenfield projects. Before, he acted as CEO of Suez in Mexico, where he led its transformation into a nationwide energy company. From 1995 to 2000, Mr. Olea acted as Chairman of the Mexican Energy Regulatory Commission (CRE). He is President of the Asociación Mexicana de Energía Solar Fotovoltaica (Asolmex) and Chairman of the Mexican Section of the Mexico-US Business Energy Council. He is an economist from ITAM (Mexico) and earned his Master and PhD in Economics at Rice University (US). In 1989, he was distinguished with the Banamex Economics Award.


Carla Ortiz, Director of Business Development, RER Energy Group

Carla Ortiz is Director of Business Development at RER Energy Group, where she is involved in the development of the solar market in Mexico and helping build new financial solutions for distributed solar projects in the US.

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Joscha Rosenbusch, Principal Advisor, Large Scale Solar Energy Program in Mexico, Deutsche Gesellschaft für Internationale Zusammenarbeit GmbH (GIZ)

Mr. Joscha Rosenbusch is a principal advisor at the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH, an implementing agency of the German federal government focusing on sustainable development. Since January 2016 he has been working in the Mexico-German cooperation program “Large Scala Solar Energy” on behalf of the Federal Ministry for Economic Cooperation and Development (BMZ) in Mexico. Previously, Mr. Rosenbusch was seconded by the BMZ to the German Solar Association (BSW-Solar) as liaison officer to the private sector. From 2010 to 2013, Mr. Rosenbusch supported the Federal Ministry for the Environment (BMUB) in the establishment of the International Renewable Energy Agency (IRENA). Mr. Rosenbusch is a political scientist and a certified expert in climate and renewable energy financing.



Carlos Salas, Director of Operation & Maintenance, Enel Green Power México

Carlos, with more than 15 years of experience in the sector, is the Operation & Maintenance Director of Enel Green Power México. He is responsible for the management of 12 plants, Hydraulic, Solar and Wind technologies, 1.7 GW Capacity in Mexico. His career has been characterized by the development of Processes and Operational Strategies, for the Management, Operation and Maintenance of generation plants, based on Energy Management Indicators, resulting in the Operational Availability Compliance, reduction in the control of costs, continuous improvement, logistics and strategic planning. Previously he was Service Manager at GE Granite Service International, as well as Operations and Energy Efficiency Manager at CCC Iberdrola Energía Altamira (1036 MW).



Nelsy Santiago, Solar Business Development, TÜV Rheinland

Nelsy Santiago is Solar Business Development at TÜV Rheinland.



Julian Willenbrock, Cofounder & CEO Enlight

Julian Willenbrock - is Enlight's Cofounder and CEO. Julian has over 10 years of experience in the German, Spanish and Mexican Photovoltaic market. He cofounded Enlight in 2011 and today Enlight is one of the leading companies in the Distributed Generation segment in Mexico. Julian led the company to close their Series A funding with Engie beginning of 2017. Prior to Enlight, he found and operated the distribution center Operadora Farmaderm, for a 50-store pharmaceutical chain in Mexico. Julian also worked for the german Photovoltaic company SEN - Solare Energiesysteme Nord on utility projects in Germany and Spain. Julian holds a BS in Industrial Engineering (Tecnológico de Monterrey) and an Executive MBA from IPADE Business School.



Steve Williams, Founder and Managing Director, Clean Solar Solutions

Steve has over 20 years of experience in the external cleaning industry. Having set up his first cleaning business the day after he left school, his entrepreneurial spirit has driven him to spot an opportunity, embrace new technology and adapt to the needs of his clients. He set up the UK's first professional solar panel cleaning company, Clean Solar Solutions Ltd, in July 2013. His knowledge of cleaning means he is a true pioneer of solar panel cleaning and he has benefitted the UK industry as a whole. His vision has led Clean Solar Solutions to develop into a turn-key O&M company for the U.K. and has overseen expansions into Australia and Ireland.

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