“The most complete event on Solar Operations & Maintenance and Asset Management in North America”
The most complete event on Solar Operations & Maintenance and Asset Management in North America

With over 300 participants expected, this second installment of the highly successful 2-day conference and exhibition provides you the unique opportunity to learn from the industry’s top experts, deepen your insights into the different perspectives and accelerate your business development in the Solar Asset Management segment. Attending this leading event is a highly efficient investment towards deeper understanding of optimizing solar power plant performance, management of PV assets and fleets and maximizing financial returns.

THE must-attend event fully dedicated to Solar O&M and Asset Management

+40 experts on stage sharing their vision, expertise and experience

300+ attendees from across North America, representing the value chain from service provider to asset manager and investor

+20 sponsors and exhibitors profiling themselves and their leading products/services
Programme Outline /// Day 1
1 april 2015

- Registration & coffee

**SESSION 1 /// THE STATE OF SOLAR**
- Welcome and opening by Conference Chairman
- Opening keynote: The state of Solar as an asset class
- The evolving solar O&M and Asset Management landscape
- Networking break

**SESSION 2A /// SYSTEM UNDERPERFORMANCE**
- Analyzing system underperformance
- Discussion: Priorities for risk mitigation and OPEX reduction
- Networking lunch

**SESSION 2B /// MAINTENANCE BEST PRACTICES**
- Maintenance best practices
- Discussion: Effectively reacting to failures and loss

**SESSION 2C /// SECONDARY MARKET FOR PV ASSETS**
- The evolving Secondary market for PV assets in North America
- Discussion

**SESSION 3A /// PERFORMANCE ENGINEERING**
- Monitoring and Performance Engineering
- Discussion
- Networking break

**SESSION 3B /// OPERATIONS BEST PRACTICES**
- Leading O&M strategies beyond maintenance
- Discussion

**SESSION 3C /// OPTIMIZING FINANCIAL ASSET MANAGEMENT**
- Optimizing financial asset management
- Discussion: Asset underperformance and revenue impact

**SESSION 4 /// LENDER AND INVESTOR PERSPECTIVE**
- Panel discussion: Lender & investor requirements
- Networking drinks

NETWORKING DINNER (registrants and sponsors only)
Programme Outline /// Day 2
2 april 2015

• Registration & coffee

SESSION 5 /// PV AND THE GRID: FROM ENEMIES TO FRIENDS
• Welcome and opening by Conference Chairman
• PV grid integration challenges and opportunities
• Discussion: How PV can shift from problem to solution for grid balancing and security of supply

• Networking break

SESSION 6A /// RESIDENTIAL PV ASSET MANAGEMENT
• Small scale PV asset management
• Discussion: Challenges in effective management of small scale portfolios

• Networking lunch

SESSION 6B /// OPTIMIZING SREC MANAGEMENT
• Overview of performance based/, rebate/, and ongoing incentives
• Discussion: Optimizing SREC management

SESSION 6C /// CLAIM MANAGEMENT IN THE OPERATIONAL PHASE
• Claim management in the operational phase
• Discussion: Dealing with legal, warranty and insurance issues

SESSION 7 /// LOOKING AHEAD
• Discussion: Solar Asset Management Outlook for 2015-2017

• Networking drinks

For the most updated version of the programme, please visit www.solarassetmanagement.us
Speakers & Panelists

Cedric Brehaut
Managing Director /// Solichamba

Jamie Ormond
Lead Analyst /// CPUC

Nicholas Culver
Lead Solar Analyst /// BNEF

Vladimir Chadliev
Director Grid Integration /// First Solar

Yoseff Tucker
Manager Systems Diagnostics /// SolarCity

Dirk Michels
Partner /// K&L Gates LLP

Evan Riley
Head Solar PV /// Black & Veatch

Clyde Loutan
Senior Advisor /// California ISO

Steven Eisenberg
CEO /// SREC Trade

Kent R. Williams
Vice President of Asset Management /// Vivint Solar

Nick Stoker
SREC Manager /// Sunedison

Sarah Disch
VP Asset Management /// Wells Fargo

Mike Eckhart
Managing Director /// Citibank

Coy Ross
Renewable Energy Asset Manager /// Google

Steve Royall
Director /// PG&E

Bob Schaeffer
President /// Also Energy

Larry Barr
Executive VP O&M /// EDF Renewable Services

Leigh Zanone
Sales Director North America /// meteoinfo

Andy Karetsky
President /// Skyview Ventures

Jorge E. Vargas
Vice President /// Morgan Stanley

Tom Tansy
Chairman /// Sunspec Alliance

For the most updated version of the speaker line up, please visit www.solarassetmanagement.us
EDF Renewable Services is an industry leader, providing O&M services to more than 8.5 gigawatts of wind, solar and biomass projects across North America. With over 25 years of experience, EDF Renewable Services employs 500 people in positions ranging from on-site technicians to control center operators, data analysts and performance engineering. Asset Administration is the art and science of helping project owners to make the right decisions to optimize the lifecycle performance and profitability of a project. EDF Renewable Services Asset Administration Group brings an owner-operator sensibility to the management oversight of wind and solar projects by managing the projects and their commercial agreements to optimize returns over a project’s lifecycle, ensuring long-term operational performance and profitability.

Learn more /// meet EDF Renewable Services at Solar Asset Management North America or learn more at www.edf-re.com
Gold Sponsors ///

Meteocontrol is a technological leader and one of the most innovative service providers in the solar energy sector. The company has supported solar projects for more than 30 years. Meteocontrol currently has provided independent technical consulting, weather, and energy services for over 34,000 projects totaling 8.5+ GW of capacity and valued at more than $16 Billion. This foundation of experience and expertise makes Meteocontrol a coveted consultancy partner with large-scale national and international projects.

Learn more /// meet Meteocontrol at Solar Asset Management North America or learn more at www.meteocontrol.com

First Solar is the global leader in photovoltaic (PV) solar energy solutions. First Solar has developed, financed, engineered, constructed, and currently operates many of the world’s largest grid-connected PV power plants in existence. By integrating technologies, services, and expertise across the entire solar value chain, First Solar delivers bankable PV energy solutions that enable a world powered by reliable and affordable solar electricity.

Learn more /// meet First Solar at Solar Asset Management North America or learn more at www.firstsolar.com

Alectris is a global service provider for the integrated care of solar photovoltaic (PV) energy assets. Honed in the mature solar market in Europe, the comprehensive suite of Alectris services reduces the risk and delivers maximum financial returns for solar investors and plant owners regardless of site location. Powered by ACTIS, the company’s proprietary solar asset management and monitoring platform, Alectris provides a full service approach to solar asset protection, including solar operations and maintenance, asset management, check-up and diagnostic, engineering and improvement services. Performance excellence is the company’s mission, empowering it to redefine O&M and outperform client expectations.

Learn more /// meet Alectris at Solar Asset Management North America or learn more at www.alectris.com

AlsoEnergy has deployed many thousands of monitoring and control solutions for PV systems of every size and description, including comprehensive SCADA functionality. We empower the business of renewable energy with software that clarifies the relation between system performance and financial returns, and that streamlines asset management tasks to reduce costs. AlsoEnergy never leaves you hanging: we offer guaranteed issue resolution with the industry’s most responsive and knowledgeable support resources.

Learn more /// meet AlsoEnergy at Solar Asset Management North America or learn more at www.alsoenergy.com
SunEdison is a global leader in transforming how energy is generated, distributed and owned. SunEdison manufactures solar technology and develops, finances, installs and operates distributed solar power plants, delivering predictably priced electricity and services to its residential, commercial, government and utility customers. SunEdison also provides 24/7 asset management, monitoring and reporting services for hundreds of solar systems worldwide via the company’s Renewable Operation Center (ROC). SunEdison has offices in North America, Europe, Latin America, Africa, India and Asia. SunEdison’s common stock is listed on the New York Stock Exchange under the symbol “SUNE.”

Learn more // meet SunEdison at Solar Asset Management North America or learn more at www.sunedison.com

Networking Sponsors //

PowerHub is an asset management platform that utilizes innovative software and skilled personnel to ensure that energy projects are managed effectively. The PowerHub team has managed or supported the development, construction and operations of upwards of 2 gigawatts of wind energy projects and 750 megawatts of solar energy projects. PowerHub’s cloud-based software platform allows users to view and manage their projects and portfolios in real-time from any location. By leveraging both the company’s software and services, PowerHub simplifies asset management.

Learn more // meet PowerHub at Solar Asset Management North America or learn more at www.lcab.ca

Inacess provides monitoring and control solutions for the renewable energy and telecom infrastructure management. We design and develop state-of-the-art products and solutions, which provide our partners with invaluable access to information, enabling them to maximize effectiveness of their investments through performance optimization and OPEX reduction. With headquarters in London, UK and presence in Europe, North America and Asia, Inacess aims at becoming the leading global vendor of converged infrastructure monitoring platforms, by constantly being at the forefront of industry evolution.

Learn more // meet Inacess at Solar Asset Management North America or learn more at www.inaccess.com

Enertis is an Engineering and Consultancy company, focused on solar energy, headquartered in Spain and in US. Our consultants and engineers provide independent expert advice to along every stage of your project’s life cycle. We provide technical consulting, engineering and testing services to developers, owners, financial entities, equity investors and contractors. Our full range of services include: Development support, Owner’s engineering, independent engineering, bankability studies, quality assurance programs, modules manufacturing inspection, construction monitoring, Equipment and Power plants testing.

Learn more // meet Enertis at Solar Asset Management North America or learn more at www.enertis.us
**Exhibition Sponsors ///**

**Vaisala**

Branding Sponsor ///

Vaisala is a science-driven organization, passionate about weather, renewables and their impact on energy. We help you fully understand weather risk, and assist you in getting more power from your projects. We are uniquely qualified to support profitable energy decisions with an integrated suite of measurement, modeling and analysis tools.

[Learn more /// meet Vaisala at Solar Asset Management North America or learn more at www.vaisala.com](http://www.vaisala.com)

**Solmetric**

Solmetric develops software and hardware tools for the solar installation industry. Solmetric’s top-notch engineering and management team is focused on producing the highest quality products. Our PV Analyzer is the leading US I-V curve tracer used for field verification applications such as commissioning, auditing, and ongoing O&M of PV arrays.

[Learn more /// meet Solmetric at Solar Asset Management North America or learn more at www.solmetric.com](http://www.solmetric.com)

**InspecTools**

InspecTools’ novel infrared (IR) inspection methods enable solar energy producers to understand the condition of their assets quickly & inexpensively. Aerial data, along with sophisticated data processing & mapping techniques, reduce time & cost of inspection, while increasing accuracy & confidence. Plus, data can be archived & compared to future inspection results to determine how assets are aging and which need frequent monitoring.

[Learn more /// meet InspecTools at Solar Asset Management North America or learn more at www.inspectools.com](http://www.inspectools.com)

**Viasys**

Viasys Intelligent Video Analytics bridge the gap between basic motion detection and enterprise-class analytics. We provide analytics which require minimal memory and processing power consumption. Our software includes features such as adaptive outdoor analytics, electronic fence, trip-wire, sabotage detection, directional recognition and 3D video awareness, which make Viasys analytics the optimal solution for all platforms.

[Learn more /// meet Viasys at Solar Asset Management North America or learn more at www.viasys-iv.com](http://www.viasys-iv.com)

**Ecovacs Robotics**

Based in Suzhou, China, Ecovacs Robotics has pioneered engineering research dedicated to the development of innovative robotic products designed for consumer, commercial and industrial uses. Our newest innovation, RAYBOT, is an environmentally friendly Water-Free Solar Panel Cleaning Robot.

[Learn more /// meet Ecovacs at Solar Asset Management North America or learn more at www.ecovacsrobotics.com](http://www.ecovacsrobotics.com)
Summary /// Solar O&M North America ///  
25-26 March 2014, San Francisco

On 25 & 26 March 2014, Solarplaza organized Solar O&M North America - a 2-day conference and exhibition hosted in San Francisco. With nearly 270 participants and 12 sponsors in its first year, the event has positioned itself as the most focused and complete event in North America on PV O&M and Asset Management.

TESTIMONIALS OF PARTICIPANTS:

**SoliChamba**  
**DIRECTOR**  
As a solar professional focused on O&M, this is the best conference I ever attended.

**First Solar**  
**VICE PRESIDENT ENGINEERING**  
Excellent overview of the O&M industry and what needs to be done for the industry to live up to its potential.

**entersolar**  
**GLOBAL MANAGER OM TECH PROGRAMS**  
Definitely one of the best - if not the best O&M conference I have been to!

**Recurrent Energy**  
**ANALYST ASSET MANAGEMENT**  
All aspects of Solar O&M were addressed - from drafting the contract, insuring the project, outsourcing vs. in house, monitoring. A great learning experience!

**meteocontrol**  
**SALES & MARKETING DIRECTOR**  
My only regret is that I didn’t bring my work colleagues so that we could have gotten even more from the event.

**Sunrun**  
**DIRECTOR OF O&M**  
Great conference, already looking forward to next year’s event.

**ITC**  
**TECHNICAL DIRECTOR**  
Must attend for those who intend to be long term players in the industry.

**AleCris**  
**O&M BUSINESS DEVELOPER**  
It covered every major aspect of the technical and business challenges and solutions facing the industry as a whole. I highly recommend attendance at next year’s O&M conference.

WE THANK OUR SPONSORS/EXHIBITORS:
Exhibition Floorplan
The conference and exhibition ‘Solar Asset Management North America’ is a unique, yearly event that offers plenty of opportunities to build and promote your brand towards a focused target group.

Options include:

• Visibility at the leading event of its kind in North America
• On- and offline brand promotion through the event campaign
• Facilitated 1-on-1 meetings
• Limited number of compact exhibition booth spaces
• Two days of unparalleled networking opportunities with all relevant service providers, operators, IPP’s, utilities, asset managers and financial stakeholders

Sponsor and exhibiting spaces are limited, so make sure you reach out in time.

For more information on the opportunities, please contact:

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About Solarplaza

“Providing every professional in the world with valuable contacts and information to grow their solar PV business. Wherever.”

Solarplaza is a private company based in Rotterdam, The Netherlands. Today, Solarplaza has trusted friends and personal contacts all over the world. Solarplaza was founded in 2004 and has now been leading and inspiring the solar industry with high level events and trade missions for nearly ten years.

Services
The services of Solarplaza include:
- Organization of international solar PV expert conferences
- Organization of international solar PV trade missions
- Free daily solar industry newsletter SUN
- Market information
- Personal connection and deal making
- Strategic consultancy

Track Record
Solarplaza has organized more than 60 international PV trade missions and expert conferences in Germany, China, Spain, Italy, Greece, Turkey, the USA, Taiwan, India, Indonesia, Saudi Arabia, the UK, the Netherlands, Belgium, South Africa, Brazil, Chile, Mexico, Denmark and France.

Nearly 20 years of experience in the global solar industry has resulted in Solarplaza’s database of more than 40,000 solar energy businesses contacts. The solar industry newsletter SUN is distributed every working day to thousands of PV professionals all around the world.

Contact
Contact us for any questions about:
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- Sponsoring
- Contributing
- Partnering

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