

# ITALIAN GREEN SOLUTIONS

## B2B WORKSHOP IN RENEWABLE ENERGY, WATER & WASTE TREATMENT

Amman, 22 – 23 July 2019





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**ITALIAN TRADE AGENCY**

**ITA Amman**

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## ITA - Italian Trade Agency

The Italian Trade Agency – Amman Office, is a branch office of the Italian Trade Agency (ITA) that is a Government organization which promotes the internationalization of the Italian companies and to strengthening commercial ties between Italy and other countries, in line with the strategies of the Ministry for Economic Development.

ITA provides information, support, advice and services to Italian and foreign companies.

In addition to its Rome Headquarters, ITA operates worldwide from a large network of Trade Promotion Offices (79 offices in 65 countries) linked to Italian Embassies and Consulates and working closely with local authorities and businesses. ITA provides a wide range of services overseas helping Italian and foreign businesses to interact with each other:

- Identification of possible business partners
- Bilateral trade meetings with Italian partners
- Trade delegation visits to Italy
- Official participation in local fairs and exhibitions
- Trainings and seminars with Italian experts
- Delegation's organization to visit Italian International Exhibitions





**Edama**

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**EDAMA**

EDAMA is a Jordanian NGO that was established in 2009. Our mission is to maximize the business viability and potential in the Energy, Water and Environment sectors. We enable the growth and maturation of a resilient private sector that plays a leadership role in securing Jordan’s energy and water independence, and conserving Jordan’s environment.

We envision Jordan as the regional hub and successful model for green growth. EDAMA is the NGO recognized for creating a thriving green economy, where businesses are empowered to play a leadership role in transforming Jordan’s energy, water, and environment.

EDAMA contribution is represented in, advocacy, training, capacity building, raising awareness and community-oriented initiatives. EDAMA services Jordan on a sector-level and nation-wide support. Suffice to say that, EDAMA offers the private sector an opportunity to extend its reach and optimize its impact on the local community and the environment through their Corporate Social Responsibility programs (CSR).

We boast a colorful membership base of 94 organizations, which is inclusive of a variety of different sectors of the Jordanian economy. Those members are an indication of the willingness of the Jordanian market to support EDAMA in fueling Jordan’s green economy.

Finally, we are an entity well known for its active efforts in bridging the gap between the private and the public sector. Furthermore, a quick response to all the changes that take place in the sector.



Shaping a Better Energy Future

**CESI Spa**

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**CESI**

CESI is a world-leading technical consulting and engineering company with more than 60 years of experience operating in more than 40 countries around the world providing testing and certification services to the electromechanical industry as well as consulting and engineering services to the energy sector. The company's key clients include governments, regulatory authorities, utilities, Transmission System Operators, Distribution System Operators, generation companies, system integrators, electromechanical and electronic manufacturers.

Furthermore, CESI works in close cooperation with international financial institutions. CESI is a fully independent joint-stock company and it is headquartered in Milan, with facilities in Berlin, Mannheim, Dubai, Washington DC, Knoxville, and Rio de Janeiro, Santiago de Chile and Bogotá.





**CMP Impianti Srl**

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## **CMP IMPIANTI**

CMP IMPIANTI supply state-of-the-art installation and maintenance of all systems for the private and the business construction sectors: electrical, lighting, automation, anti-intrusion, video surveillance, fotovoltaic, solar thermal, water, plumbing, HVAC, fire prevention, air conditioning and sanitation of aeraulic systems in general.

We service the Commercial, Industrial and Public sectors and are committed to implementing the latest technologies and industry practices to provide our customers with ever improving solutions in today's marketplace.

# Technical systems

Systems Design  
Supply  
Installation  
Maintenance

[www.cmpimpianti.eu](http://www.cmpimpianti.eu)



Private houses  
Residential buildings  
Shops  
Shopping centers  
Industrial buildings  
Offices  
Schools  
Hospitals  
Public buildings

Quality  
Effectiveness  
Safety  
Assistance  
Research &  
Development

**CMP**  
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*Experience is professionalism!*

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## EEMAXX ENGINEERING Srl

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# EEMAXX ENGINEERING

## Project Development

As a turnkey project developer, we are able to offer project development up to completion as a turnkey solution. We develop our own projects or acquire project rights. Our business model is BOT (Build Operate and Transfer). Once the project is completed, we will transfer the SPV to the final client. We also provide EPC services

As the general contractor, we deliver all the services towards the completion of turn-key PV plants, including procurement or production of all necessary equipment and parts, as well as the installation. We have a strong network of equipment suppliers and service providers in place and work with experienced local or international EPC and/or BOS partners.

We take care of the connection to the grid, including tests, provisional acceptance and final acceptance certificate.

We can provide asset management and O&M services to the PV plant together with our service partners around the world

We developed a new approach to PV by offering distributed energy and market parity services including dispatching energy on and off grid if needed.





## GBE Spa

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## GBE

GBE SpA is an Italian company specialised in the production of cast resin and VPI transformers from a few kVA to 30 MVA in all voltage classes up to 52 kV (BIL 250 KV), and oil immersed transformers from 50 kVA to 50 MVA, 145kV (650 kV BIL), air insulated, resin and oil reactors, with and without magnetic core from a small kVA value up to 10 MVA and transformers with amorphous core from 100kVA up to 2500kVA.

The three plants have enabled the maximum specialisation in both Cast Resin and Oil Immersed transformers. GBE is also equipped with its own Steelworks facility for the production of profiles, core clamp, chassis, oil transformers tanks, protection box and whatever is necessary to allow the creation of a customised product according to customer requirements.

GBE has also three test rooms for different types of products, with all the equipment certified to perform routine tests, type tests and special tests.

The experience, the constant research & development and the flexibility of the internal organisation allow GBE to respond to various requests, even for special units such as transformers for conversion (6-12-18-24-36 pulse), transformers for marine application, auto-transformers, transformers for solar systems, earthing transformers, three-winding transformers, MV/ MV, three-single phase transformers, Scott type transformers, traction motors.





**Ingeteam Srl**

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## INGETEAM

Ingeteam is an international group specializing in power and control electronics (inverters, frequency converters, controllers and protections) and electrical engineering and automation projects. Its range of products includes Indar generators, electric motors, and submersible motors & pumps.

The Group completes its products and systems portfolio with operation & maintenance services. Ingeteam develops its products, systems and services for many different sectors: wind, PV, hydro and fossil fuel power generation; metal and mineral processing; mining; marine; rail traction; waters; e-vehicle charging; power grid, always striving towards more sustainable energy generation, transmission, distribution and consumption. Leader in manufacturing and supplying a wide range of PHOTOVOLTAIC and STORAGE INVERTERS as well as solutions tailored to suit any type of PV system.

In this regard, last year Ingeteam has been entrusted with the supply, commissioning and provision of services for the largest solar PV project in the world of 1.17 GW, now online in Sweihan Abu Dhabi – U.A.E. and this year is supplying its Inverter Power Station for the largest project in Jordan, the Baynouna PV plant of 256 MW.

Furthermore, Energy Storage is a key sector for Ingeteam. In fact, the company is marketing its battery converters for both segments and, in 2018, the company supplied this equipment primarily for hybrid systems that combine PV generation with energy storage both at a residential level as well as on a large scale.

The company operates throughout the world, and is permanently based in 22 countries, with a headcount of 3,900. R&D is the backbone of its business activity, in which 5% of the its turnover is invested annually.

Ingeteam by numbers:

59,5 GW of power converters for renewable energy plants installed worldwide  
+13 GW dedicated to Operation & Maintenance of renewable plants worldwide



## Ingeteam

**AROUND THE WORLD**

67 COUNTRIES  
are powered by  
**INGECON® SUN**  
inverters

**ENERGY  
BUSINESS  
DIVISION**

Power conversion and Controls

PLANT	Wind	Energy storage
<b>14,500</b>	<b>4500</b>	<b>1000mm</b>
Service		
Service points	15.000	
<b>1,600 People</b>	<b>1300</b>	



## LEITWIND

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## LEITWIND

Wind is LEITWIND's mission. A free, endless force of nature, which can easily and intelligently be converted into energy. But, wind is also a symbol of change. We try to feel it in advance, anticipating tomorrow's trends while remaining focused on our customers' needs at all times.

As an energy company we design, build and install wind turbines with direct drive permanent magnet synchronous generators. A simple solution, which has demonstrated its extreme reliability in every situation. We cannot know exactly what the future will bring, but we are sensing strong tailwinds in the right direction and we know that we will be ready to transform it into new energy.

LEITWIND produces gearless wind turbines with a synchronous generator using permanent magnets (DirectDrive), with production facilities in Italy, Austria, France and India. LEITWIND's gearless wind turbine impresses with its simplicity, reducing maintenance, wear and operating costs. LEITWIND offers a full portfolio from 0.25 MW to 3.0 MW, adapting every project to customer's needs.







## SAET Spa

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## SAET

Founded in 1956 as an electromechanical company, SAET has been operating for over fifty years in the Energy field for protection & control, turnkey HV substation up to 420kV, EPC/BOP contracting for Solar and Wind farms and Battery Energy storage Systems.

SAET diversified later its activities by entering the markets of weighing and dosing systems and, since the early 70's, that one of the industrial automation systems. In the late 80's SAET became part of an important multinational group of engineering and plant engineering, acquiring new working methods and the ability to assume responsibility for Turn-Key systems supplies, on the international market too. The company has a technical office with modern facilities, a section of automation that develops its own software applications, and a large factory for construction activities. The research and development, with a traditional partnership with the University of Padua, allows SAET to provide solutions that are technologically advanced.

SAET's Operations are divided into these main areas: Energy, Process and Handling. SAET develops Systems and Turn-Key supplies based on the following core competencies:

### ELECTRICAL SYSTEMS

- \* HV Substations, MV-LV Distribution Systems, Protection Metering & Control Systems

### HANDLING & WEIGHING SYSTEMS

- \* Weighing & Dosing systems, internal Handling systems

### INDUSTRIAL AUTOMATION SYSTEMS

- \* PLC & DCS control systems, SCADA systems

# ENERGY SOLUTION PROVIDER

## HV SUBSTATION



## EPC FOR RENEWABLES



## ENERGY STORAGE ON GRID / OFF GRID / SMART GRID





**SIEL Spa**

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## SIEL

We are an Italian company specialized in energy security that since 1983 produce and sell UPS all over the world through 9 branches and dozens of local distributors.

Since 2000 we have also started the production of solar Inverters. Innovation, customer care and a sound inclination towards international business have enabled SIEL to gain a prominent position in the PV and renewables field with his 2GW of power installed worldwide.

Our products developed for photovoltaic application, can be grid connected, used for water pumping in standalone application or can store the energy for a later use.

The last installations participated by SIEL are a PV plant of 86,25 MW in Colombia and another of 36 MW in Chile. For these, as for other plants, we also have a maintenance contract for the next few years.

We have many projects in the foreground, especially in Africa, both of large plants and minigrids. By the end of the summer, we should begin work on a 140 MW photovoltaic plant in Ethiopia.

SIEL can boast innovative projects and technologies along with top quality components. Its wide product range can guarantee high performance levels, total reliability, low running costs and a fast maintenance.

The seriousness and reliability of SIEL Group in the market of Renewable, led to the recognition of several certificates on the SIEL product quality that attest to the reliability of the proceedings.

Since its establishment, SIEL has been pursuing quality, environmental and health and safety policies, embracing an Integrated Management System in compliance with ISO 9001, ISO 14001 and OHSAS 18001.

As a warranty for its Customers' investments, SIEL can also certify its product efficiency





COLD ROLLED PROFILES

Sika Cold Rolled Profiles Srl

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## SIKA

SIKA has been operating in the field of metal forming for several years accumulating a wide experience in national and foreign markets.

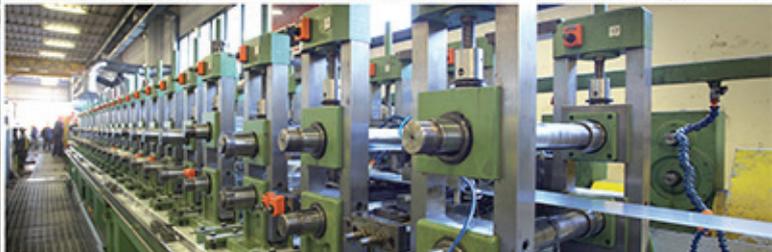
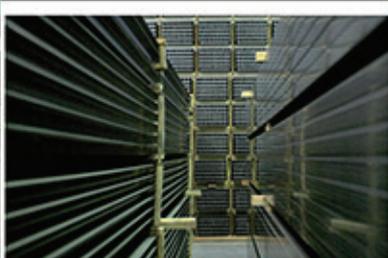
Nowadays its experience has allowed Sika to be in strong command of a high level of technology used for the cold roll-forming of various types of sections: open, closed, welded and seamed. We believe that the best can be achieved only by dedicating yourself unreservedly to something and doing it better than anyone else.

The success of Sika products comes from a policy of constant technical improvements dictating quality care to the whole production process: starting from the designing which is developed in close cooperation with the Customer up to the production, package and stock. We focus on developing long term relationships with our customers. As a matter of fact, since manufacturing special profiles for the first time in the 1995, we have constantly invested in our technology to improve the quality of our products and services.

Our profiles are mostly tailor-made for: building industry, photovoltaics, lifts, furniture, agriculture, animal feeding, air-filters, lighting, etc.

**sika**  
COLD ROLLED PROFILES

WE ROLL FORM YOUR PROFILE













**ITALIAN TRADE AGENCY**

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