

THE LEADING PLATFORM FOR  
THE ENERGY EFFICIENCY,  
SUSTAINABILITY & RETROFITTING  
PROJECTS IN THE REGION



Hosted and Strategically Endorsed By:

الاتحاد  
Etihad  
لخدمات الطاقة  
Energy Services

طاقتي  
TAQATI  
الخدمات  
Energy Services

# RetrofitTech SUMMIT

**7 - 8 SEPTEMBER 2020**

RODA AL BUSTAN, DUBAI, UAE

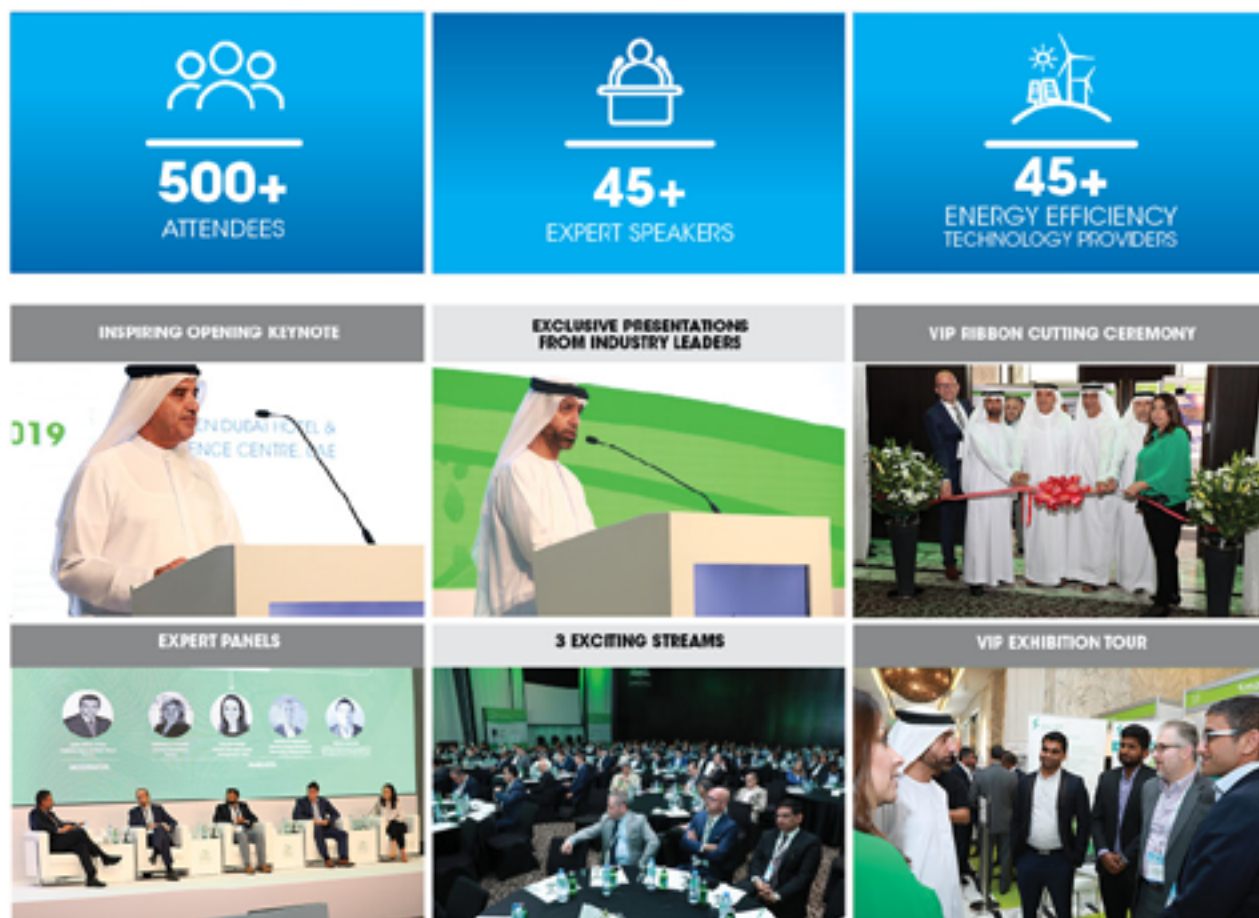


[retrofitechmena.com](http://retrofitechmena.com)

## 2019 HIGHLIGHTS

The Retrofit Tech series of events are the most prominent platform for the key players in the Energy Efficiency, Sustainability and Retrofitting sectors to meet, network, and exchange ideas on achieving the MENA region's ambitious sustainability goals.

The highly successful 5th edition of the MENA Summit in 2019 included high-level presentations and panel discussions, innovative technology showcases, industry-leading case studies, and countless networking opportunities.



## WHAT'S NEW IN 2020?

**Sustainability, Energy Efficiency & Resource Optimization** are key goals in the MENA region. Ambitious plans such as the **UAE Vision 2021, Saudi Vision 2030, Kuwait Vision 2035, Oman Vision 2040**, and many more, are setting the stage for immense spending, research and practical implementation of key sustainable strategies.

The **6<sup>th</sup> Annual Retrofit Tech MENA Summit**, hosted and strategically endorsed by **Ethad Energy Services** and **TAQATI** is taking place on **7-8 September 2020** in Dubai.

This prestigious annual gathering of high-level decision makers and industry trailblazers presents an ideal **platform for energy efficiency management services companies** and solution providers to showcase their innovative technologies and solutions, and learn more about the **exciting upcoming projects in the UAE and the MENA region** as a whole.



### Retrofitting



Roadmap to Sustainability & Energy Efficiency in the MENA region



GCC projects and strategies breakdown from key stakeholders and ESCOs



Procurement criteria & future retrofit opportunities from Building Owners' Associations, Facility Management Offices, Hotel Operators, & Developers



Sustaining growth through strategic partnerships & PPP



Implementing innovative financing models for retrofits and energy efficiency



Role of the private sector developers in retrofitting initiatives



Effective retrofitting through sustainable Facilities Management



Measurement and Verification (M&V) of Energy Efficiency and Retrofit Projects



Project specific sustainability and retrofitting case studies from Malls, Hotels, Schools, Mosques, Hospitals and more



### Lighting



### Solar

#### PLUS AN IN-DEPTH LOOK AT THE FOLLOWING EXCITING INNOVATIONS IN:

- ✓ Solar and Renewable Energy Integration with Retrofitting
- ✓ Net-Zero Energy Buildings
- ✓ Energy Storage for Retrofitted Buildings
- ✓ Energy Efficient Lighting Systems
- ✓ Smart Buildings and BIM
- ✓ Data Analytics as a Catalyst for Maximum Retrofitting Optimization
- ✓ Sustainable HVAC and Central AC
- ✓ Water Saving and Water Re-Use Technologies
- ✓ Sustainable Insulations and Materials
- ✓ Building Energy Modelling

## PARTNERS & SPONSORS

HOSTED AND STRATEGICALLY ENDORSED BY	GOLD SPONSOR	THOUGHT LEADER PARTNER	EXCLUSIVE SILVER SPONSOR	ENERGY OPTIMIZATION PARTNER	ASSOCIATE PARTNERS
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### NETWORKING PARTNERS



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## ADVISORY BOARD MEMBERS



**ALI AL JASSIM**

Chief Executive Officer,  
Etihad ESCO



**ENG. AFRA AL OWAIS**

Chief Efficiency Officer,  
Sharjah Electricity & Water  
Authority



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Dean of Faculty of Engineering &  
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British University in Dubai



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Director of Sustainability &  
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**DR. RAED BKAYRAT**

Senior Advisor,  
Clean Energy Business  
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Head of Sustainability,  
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**HASSAN YOUNES**

Director,  
Griffin Consultants  
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**JOYCE HONEINE**

Senior Program Manager, Awareness &  
Capacity Building,  
TAGATI

## SPEAKERS



**ALI AL JASSIM**  
Chief Executive Officer,  
Etihad ESCO



**ENG. AFRA AL OWAIS**  
Chief Efficiency Officer,  
Sharjah Electricity &  
Water Authority



**GRAEME SIMS**  
Executive Director,  
Regulatory and  
Supervisory Bureau  
(RSB) Dubai



**FAISAL RASHID**  
Director - Demand Side  
Management, Dubai  
Supreme Council of Energy



**SAID MOULINE**  
Chief Executive Officer,  
Moroccan Agency for  
Energy Efficiency



**ANDREA DI GRIGORIO**  
Executive Director, Energy  
Efficiency & Renewables,  
Ras Al Khaimah Municipality



**PRADEEP SINGH**  
Assistant Director for  
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Etihad ESCO



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Dubai Carbon Centre  
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Advisor - Water Resources  
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Chair of the MSc and PhD  
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Projects Manager, Municipal  
Roads & Infrastructure,  
Abu Dhabi City Municipality



**NATHAN HONES**  
Chief Operating Officer  
/ Partner, Carter  
Associates



**BACHIR RAJJI**  
Area Director Engineering  
& Design MEA, Radisson  
Hotel Group



**HASSAN YOUNES**  
Director, Griffin  
Consultants &  
Chapter President,  
ASHRAE Falcon



**JASON JOHN**  
Technical Engineer,  
Emirates Green  
Building Council



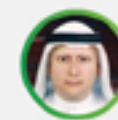
**THIRU SUBRAMANIAN**  
Lead Mechanical,  
Jacobs



**NANDAN TAVKAR**  
Sr. Sustainability Engineer,  
BuroHappold Engineering



**DR. ARZU TOPAL**  
Associate Director -  
Project & Construction  
Services, AECOM



**HAMDAN AL DOUKHI**  
Sr.EHS Engineer,  
ENOC

# AGENDA DAY 1 MONDAY, 7 SEPTEMBER 2020

08:00	REGISTRATION AND COFFEE BREAK
08:55	Opening Remarks from Organizer
09:00	Chairman's Welcome Remarks <b>Hassan Younes</b> , Director, Griffin Consultants & Chapter President, ASHRAE Falcon
09:05	<b>Keynote Opening Address</b>
09:15	<b>Keynote Presentation:</b> Etihad ESCO Retrofit Program: Announcement of New Projects and Initiatives <b>Ali Al-Jassim</b> , Chief Executive Officer, Etihad ESCO
09:30	<b>Presentation:</b> How the ESCO Market Performed in 2019 <b>Graeme Sims</b> , Executive Director, RSB Dubai
09:50	<b>Technology Keynote Presentation:</b> Session reserved for Lead Sponsor
10:10	<b>Executive Panel Discussion:</b> The State of the Energy Efficiency and ESCO market in the MENA region  Moderated by:  Panelists: <b>Ali Al-Jassim</b> , Chief Executive Officer, Etihad ESCO <b>Graeme Sims</b> , Executive Director, RSB Dubai <b>Said Mouline</b> , CEO, Moroccan Agency for Energy Efficiency <b>Eng. Afra Al Owais</b> , Chief Efficiency Officer, Sharjah Electricity & Water Authority <b>Andrea Di Grigorio</b> , Executive Director, Energy Efficiency & Renewables, Ras Al Khaimah Municipality
10:50	VIP EXHIBITION TOUR AND NETWORKING COFFEE BREAK

	BALLROOM A PROMOTING AND FINANCING ENERGY EFFICIENCY AND RETROFITS	BALLROOM B CROSS-SECTOR CASE STUDIES
11:50	<b>Presentation:</b> The Fundamental Advantages of the Super ESCO/ESCO Retrofitting Model <b>Pradeep Singh</b> , Assistant Director for Business Development, Etihad ESCO	<b>Presentation:</b> M&V - Measuring the Success of your Retrofits <b>Hassan Younes</b> , Director, Griffin Consultants & Chapter President, ASHRAE Falcon
12:10	<b>Presentation:</b> Overview of the ESCO Market in the MENA region <b>Dr. Raed Bakayret</b> , Senior Advisor, Clean Energy Business Council (CEBC)	<b>Technology Presentation:</b> Making the most of Smart Lighting & Building Controls to Enhance Energy Efficiency <b>Szymon Ulanowski</b> , Area Marketing & Business Development Director, Grundfos
12:30	<b>Technology Presentation:</b> Troubleshooting the Common Challenges with Starting a Retrofit or EE Project	<b>Hotel Case Study:</b> Maximizing EE in the Service Industry <b>Bechir Rajji</b> , Area Director Engineering & Design, METR, Radisson Hotel Group
12:50	<b>Financiers &amp; ESCO Panel Discussion:</b> Engaging and Persuading Investors and Project Owners to Retrofit <b>Pradeep Singh</b> , Assistant Director for Business Development, Etihad ESCO <b>Dr. Raed Bakayret</b> , Senior Advisor, Clean Energy Business Council (CEBC) <b>Dr. Arzu Topal</b> , Associate Director - Project & Construction Services, AECOM	<b>Project Owners Panel Discussion:</b> Cost-savings & energy optimization through retrofitting  Panelists: <b>Bechir Rajji</b> , Area Director Engineering & Design, METR, Radisson Hotel Group <b>Jason John</b> , Technical Engineer, Emirates Green Building Council <b>Nathan Hones</b> , Chief Operating Officer / Partner, Carter Associates
13:30	NETWORKING COFFEE BREAK	
14:00	<b>Presentation:</b> Independently Financed Retrofits - Challenges Faced and Lessons Learned <b>Dr. Arzu Topal</b> , Associate Director - Project & Construction Services, AECOM	<b>Presentation:</b> Benchmarking of energy and water performance <b>Jason John</b> , Technical Engineer, Emirates Green Building Council
14:20	<b>Technology Presentation:</b> Using Strategic Partnerships and PPP for successful Retrofit Projects <b>Françoise Ramalheira</b> , Business Development and Marketing Director, Enova	<b>Technology Presentation:</b> HVAC Retrofits - Where to start, and what to expect
14:40	<b>Presentation:</b> Impacts of Retrofits on Asset Value <b>Nathan Hones</b> , Chief Operating Officer / Partner, Carter Associates	<b>Case Study:</b> SEWA's Successful Experience in Lighting Retrofits <b>Eng. Shaima ABeem</b> , Sustainable and Renewable Energy Engineer, Sharjah Electricity and Water Authority (SEWA)
15:00	NETWORKING LUNCH AND END OF DAY ONE	

# AGENDA DAY 2 TUESDAY, 8 SEPTEMBER 2020

08.00	REGISTRATION AND COFFEE BREAK	
	BALLROOM A LIGHTING AND RETROFITTING	BALLROOM B SOLAR AND RENEWABLE ENERGIES
09:25	Chairman's Opening Remarks	Chairman's Opening Remarks
09:30	<b>Keynote Opening Presentation: Making the Most of Energy Data and Analytics</b> Ali Al-Jassim, Chief Executive Officer, Ethad ESCO	<b>Keynote Opening Presentation: The Shams Program - Generating Solar Energy in Residential Buildings</b> Faisal Rashid, Director - Demand Side Management, Dubai Supreme Council of Energy
09:50	<b>Technology Presentation: Integrated Smart Building Controls for Energy Management &amp; Optimization</b>	<b>Presentation: Net Zero-Energy Buildings - How can we get there, and how long will it take?</b> Thomas Bosse, Head of Programmes, Dubai Carbon Centre of Excellence (DCCCE)
10:10	<b>Presentation: Screening and Ranking of Parameters Influencing Site Cooling Energy Using Urban Building Energy Modelling (UBEM)</b> Thiru Subramanian, Lead Mechanical, Jacobs	<b>Case Study: IoT-Enabled Solar Street Lighting - Advantages of OS-Network Solutions Enhanced by IoT</b> David Andrew Dunn, Projects Manager, Municipal Roads & Infrastructure, Abu Dhabi City Municipality
10:30	<b>Technology Presentation: Using Digital Twins and BMS Data to Maximize Resource Optimization</b>	<b>Technology Presentation: Energy Storage - Enabling and Expanding Renewables in Buildings</b>
10.50	SPEED NETWORKING AND COFFEE BREAK	

	BALLROOM A LIGHTING AND RETROFITTING	BALLROOM B SOLAR AND RENEWABLE ENERGIES
11:20	<b>Panel Discussion: How do we Distinguish the Good from the Phenomenal when Looking at New Technologies</b> Moderated by: Professor Bassam Abu Hijleh, Dean and Atkins Chair, Head of the Sustainability MSc & PhD Programmes, Faculty of Engineering and IT, British University in Dubai Panelists: Thiru Subramanian, Lead Mechanical, Jacobs Nandan Tavkar, Sr. Sustainability Engineer, BuroHappold Engineering	<b>Panel Discussion: Solar and Renewable Energies in Buildings - Implementation Challenges and Benefits</b> Moderated by: TBC Panelists: David Andrew Dunn, Projects Manager, Municipal Roads and Infrastructure, Abu Dhabi City Municipality Dr. Mohamed Dawoud, Advisor - Water Resources and Environment Quality, Environment Agency Abu Dhabi Hamdan Al Doukhi, Sr. EHS Engineer, Emirates National Oil Company Limited (ENOC)
12:00	<b>Technology Presentation: Optimizing Resource Use in Buildings through BIM</b>	<b>Case Study: Powering Desalination Plants through Solar Energy</b> Dr. Mohamed Dawoud, Advisor - Water Resources & Environment Quality, Environment Agency Abu Dhabi
12:20	<b>Presentation: Driving building efficiency through energy optimization and digital maintenance</b> Nandan Tavkar, Sr. Sustainability Engineer, BuroHappold Engineering	<b>Case Study: Solar-Powered Fuel Stations</b> Hamdan Al Doukhi, Sr. EHS Engineer, Emirates National Oil Company Limited (ENOC)
12:40	NETWORKING COFFEE BREAK	
13:10	 <p><b>RETROFIT TECH MENA AWARDS CEREMONY</b></p>	
14:00	NETWORKING LUNCH AND END OF DAY TWO	



## WHO YOU WILL MEET:

### SECTORS



**25%**

GOVERNMENT  
& MUNICIPALITIES



**15%**

DEVELOPERS AND  
BUILDING OWNERS



**25%**

CONSULTANTS



**10%**

FACILITIES MANAGEMENT



**5%**

CONTRACTORS



**30%**

TECHNOLOGY &  
SOLUTION PROVIDERS



### JOB TITLES



- HEAD OF FACILITIES MANAGEMENT
- **HEAD OF BUILDING CONSULTANCY**
- HEAD OF MAINTENANCE
- **HEAD OF MEP DIVISION**
- HEAD OF SUSTAINABILITY
- **ENERGY SOLUTIONS ENGINEER**
- DIRECTOR OF ENGINEERING
- **HVAC ENGINEER**
- OPERATIONS DIRECTOR
- **PROJECT DIRECTOR**

## SPONSORSHIP AND EXHIBITION OPPORTUNITIES

RetrofitTech MENA Summit 2020 is a gateway of opportunity for you and your business – a chance to connect with the right audience and find partners that will propel your business development goals.

**AS A SPONSOR OR EXHIBITOR AT THE RETROFIT TECH MENA SUMMIT 2020 YOU WILL:**



### CONNECT DIRECTLY WITH THE RIGHT PEOPLE

The Summit's attendees are a carefully selected audience of stakeholders who are excited to learn about the latest technologies and solutions that sponsors can provide, to enable their success and provide them with a competitive edge.



### PROMOTE YOUR COMPANY

Stay top-of-mind for the key decision-makers in the energy and retrofitting industry in the MENA region. This Summit provides you with a unique opportunity to expose your brand to all the relevant stakeholders and buyers across the public and private sectors, in one go.



### SHOWCASE YOUR INDUSTRY EXPERTISE

Take advantage of being face-to-face with hundreds of current and potential clients by sharing your knowledge and expertise through presentations, technology showcases and booth demonstrations.



### INCREASE ROI AND GET NEW CUSTOMERS

Many of our Sponsors come back year after year, not only because it provides them the opportunity to meet their key clients, but also because it allows them to meet new ones and get a substantial return on their investment.



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## WHAT IS CPD?



CPD (Continuing Professional Development) is the term used to describe the commitment to lifelong learning, a skill that is invaluable to all people across every segment of society.

Continuing Professional Development is a largely holistic approach to the concept of 'professionalism'. CPD combines different methodologies to learning, such as training, workshops, conferences and events, e-learning programs, best practice techniques and ideas sharing, all focused for individuals to improve their personal proficiencies.

Engaging in CPD activities ensures that both academic and practical qualifications do not become outdated or obsolete; allowing individuals to continually 'up skill' or 're-skill' themselves, regardless of occupation, age or educational level.

CPD allows an individual to focus on what specific skills and knowledge they require over a short-term period, in order to be confident there is recognisable improvement within their proficiency and skillsets.

### BENEFITS OF CPD

CPD Certification is an internationally recognized professional development certificate, and all content presented at CPD accredited events and training workshops are assessed by the CPD team based on the UK.

CPD is essential in helping individuals, organisations or entire industries to keep skills and knowledge up to date. Providing CPD enables organisations to become a knowledge bank to key stakeholders of an organisation. CPD accredited training courses, workshops and events allow professionals to use the learning time towards individual CPD requirements.

Benefits of CPD for Individuals – CPD helps individuals to regularly focus on how they can become a more competent and effective professional. Training and learning increases confidence and overall capability, and compliments career aspirations.

Benefits of CPD for Organisations – Providing CPD accredited learning benefits your organisation

through recognition and increased brand perception. Internal use of CPD encourages and promotes a healthy learning culture for your organisation, leading to a more fulfilled workforce and retaining valuable staff within their proficiency and skillsets.

### CPD AT THE RETROFIT TECH MENA SUMMIT

The 6th Annual Retrofit Tech MENA Summit is a CPD accredited event. This means that all presentations and content presented at the Summit are assessed by the CPD team based in the UK, providing delegates who attend both days of the Summit gain access to the highest educational standards and international benchmarks in learning.

All registered delegates can request CPD certification at least 3 weeks after the Summit, so long as they attend both days.

## REGISTRATION

RETROFITTECH MENA	EARLY BIRD DISCOUNT REGISTER AND PAY BEFORE 19 JUNE 2020 TO SAVE 10%	STANDARD PRICE
DELEGATE FEES	US\$ 1799	US\$ 1999

### THE CONFERENCE FEE INCLUDES THE FOLLOWING:

- Access to all presentations and seminar networking breaks
- All food and refreshments during the seminar sessions (includes evening meals and only applies to refreshments served in the dedicated conference networking area)
- Access to international subject matter experts

### CORPORATE GROUP RATES

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### PAYMENTS TERMS

Full payment is due at the time of your registration. Your registration will not officially be confirmed until full payment has been received. Attendance to the event on-site is only permitted once full payment has been confirmed.

If your registration is received 14 days or under prior to the event date or if full payment has not yet been received, a credit card number will be requested to confirm your place. All registrations that include the "Early Bird" discount must be paid in full before the Early Bird deadline, otherwise the full rate will be applied and charged.

All tailored or team discounts offered by Advanced Conferences & Meetings also require full payment at the time registration. One discount offer cannot be combined with another.

### PROGRAMME CHANGES

All agenda details, including timings, speakers and topics were confirmed in writing at the time of publication. Should circumstances beyond the control of the organisers necessitate any alterations, Advanced Conferences & Meetings reserves the right to modify the advertised agenda and format where required. Any such alterations will be communicated directly or updated on the event website as soon as possible.

### CANCELLATION POLICY

Cancellations of delegate bookings require written notice. If the written notice is received more than seven days prior to the event date, a credit note worth 85% of the delegate contract fee will be issued for use of another Advanced Conferences & Meetings event to take place within a 12-month period from the date of issuance. The remaining 15% will be retained by Advanced Conferences & Meetings as an administration fee. If the written notice is received seven days or less from the event date, no credit will be issued.

Substitutions between colleagues of paid delegate places are permitted if any time prior to the event date, provided that Advanced Conferences & Meetings has been given reasonable notice.

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For any requested changes to your details, or if you would like to suggest a colleague to receive this or future event information, please email us at [mailing@acm-events.com](mailto:mailing@acm-events.com)

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