



## ENERGY EFFICIENCY STRATEGY DIALOG

DÜSSELDORF  
5<sup>th</sup>-6<sup>th</sup> JUNE 2018



### Solution Partners Offer:

#### Energy Efficiency Strategy Dialog

5<sup>th</sup>-6<sup>th</sup> June 2018, Düsseldorf, Van der Valk Airport

Decision makers come for your solutions.  
Real business development made by CINTONA

It is our core business to connect key decision makers with innovative suppliers to discuss strategies and projects in face-to-face meetings. We identify corporate projects and search for suitable suppliers. We help you to identify and address new corporate customers in a very efficient and convenient way. We know face-to-face meetings with qualified suppliers are of great value for CxOs as long as these meetings deliver real value-ads. That's why we specialised in finding these value-ads with our analytic methods and tools. Our advanced easy-to-use business matching tools enable you to meet the best potential customers.

- **Decision Makers:** You'll meet decision makers being interested in your solutions in one-on-one meetings
- **Workshops** included in packages „Elaborated“ and „Premium“
- **Qualified:** Tough pre-qualification grants for decision makers with true interest in vendor meetings
- **Matchmaking** of your solutions and competencies with projects and interests of corporate decision makers
- **You select your meeting partners** based on detailed well-documented matching results
- **Market focus:** Invitation-only combined with market focus lead to relevant meetings
- **Ultra efficient:** Up to 20 CxO meetings in two days. Invest below your internal cost of sales
- **Real Business Meetings:** Your meeting partners authorize each meeting and have clear expectations
- **Sales Support:** We present your solutions before the event in calls, newsletter, online presentations and campaigns
- **Reduced opportunity cost:** We fill your sales pipeline for a reasonable invest while you can close your „low hanging fruit“
- **Online Community:** Stay in touch and interact with your new contacts

#### Energy Efficiency Strategy Dialog Enables Corporate Energy Decision Makers to Access Solutions, Knowledge and Experiences from Suppliers very Specifically in One on One and Group Meetings Based on the Matchmaking of Actual Projects and Competencies

Heads of energy, technology, production or facilities need to achieve security of supply, sustainability and efficiency in a business environment radically changing from centralised to decentralised models.

Domestic generation, CHP technology, contracting, energy sourcing, heat recovery or the optimisation of controls, plants, machines and building technology are some challenges to be discussed. During the Dialog managers gain new ideas and inspiration when exchanging

these and other topics with peers and suppliers.

Topics to be discussed (your individual Agenda will be based on your wishes and selections):

- Energy Strategy
- Energy Management
- Certificates and QM
- Regulation (Germany, Austria, Switzerland)
- Public Funding Instruments
- Process Management
- Controlling
- Monitoring
- Contracting
- CO2 Reduction
- Energy Awareness
- Production Optimisation
- Measurement and Control
- Sustainability
- Facility/Building Management
- Renewable Energies
- Process Heat
- Process Cooling
- CHP / CHPC
- Heat Recovery
- Media Supply
- Electrical Grids
- Lighting
- Heating
- Ventilation
- Compressed Air
- Pumps
- Climate Control
- Biogas / Sewage Gas
- Photovoltaics
- Solar Thermal Systems
- Wind Power
- Hydropower
- Storage Systems
- Water / Sewerage
- Geothermal Energy
- Biomass / Wood
- Waste / Residues
- Natural Gas
- Coal
- Oil

## 5<sup>th</sup> June 2018, Düsseldorf, Van der Valk Airport

8:00  
Start Registration / Breakfast

9:00  
Opening

9:15  
Business Case

9:50  
Business Case

10:25  
Coffee Break / Peer Networking

10:40-11:40

- **Workshop 1:TBA** -- oder
- **Networking Session 1** (10:40-11:10)
- **Networking Session 2** (11:10-11:40) -- or
- Round Table Discussions

11:40-12:40

- **Workshop 2:TBA** -- oder
- **Networking Session 3** (11:40-12:10)
- **Networking Session 4** (12:10-12:40) -- or
- Round Table Discussions

12:40  
Lunch / Peer Networking

13:40  
Business case

14:20-15:20

- **Workshop 3: TBA** -- oder
- **Networking Session 5** (14:20-14:50)
- **Networking Session 6** (14:50-15:20) -- or
- Round Table Discussions

15:20-16:20

- **Workshop 4: TBA** -- oder
- **Networking Session 7** (15:20-15:50)
- **Networking Session 8** (15:50-16:20) -- or
- Round Table Discussions

16:20  
Coffee Break / Peer Networking

16:35  
Business Case

17:10  
Business Case

18:00  
We invite you for drinks and snacks at the hotel bar - Chill out and networking after an exciting day

19:30 End Day I

## 6<sup>th</sup> June 2018, Düsseldorf, Van der Valk Airport

8:00  
Start Registration / Breakfast

8:30  
Opening

8:40  
Business Case

9:15  
Business Case

9:50  
Coffee Break / Peer Networking

10:05-11:05

- **Workshop 5: TBA** - oder
- **Networking Session 9** (10:05-10:35)
- **Networking Session 10** (10:35-11:05) -- or
- Round Table Discussions

11:05-12:05

- **Workshop 6: TBA** -- oder
- **Networking Session 11** (11:05-11:35)
- **Networking Session 12** (11:35-12:05) -- or
- Round Table Discussions

12:05-13:05

- **Workshop 7: TBA** -- oder
- **Networking Session 13** (12:05-12:35)
- **Networking Session 14** (12:35-13:05) -- or
- Round Table Discussions

13:05  
Lunch / Peer Networking

14:05  
Business Case

14:40  
Business Case

15:15  
Wrap-up and Closing Discussion

15:30  
End of official part  
Drinks, snacks and rooms remain available

**Send booking fax to +41 21 52 13 633  
or mail scan to sven.hardt@cintona.com**

**We book the following package to become a solution partner of  
Energy Efficiency Strategy Dialog, 5th-6th June 2018, Düsseldorf:**

<input type="checkbox"/> Premium	3 representatives	20 meetings + Workshop	10,000 EUR + VAT
<input type="checkbox"/> Elaborated	2-3 representatives	15 meetings + Workshop	8,000 EUR + VAT
<input type="checkbox"/> Advanced	2 representatives	10 meetings	6,000 EUR + VAT
<input type="checkbox"/> Basic:	1 representative	5 meetings	4,000 EUR + VAT

Company name and address:

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Attendees (name(s), job title(s), email(s), can also be named later in time):

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Main point of contact for us on your side (name, email, phone):

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City, date

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Signature

**CINTONA Ltd | Hauptstrasse 14 A | CH-8280 Kreuzlingen**

Sven Hardt | sven.hardt@cintona.com | +41 79 246 67 0

**Terms & Conditions**

- The booking becomes valid when confirmed by CINTONA.
- CINTONA guarantees for the services stated in this brochure.
- Payment is due prior to the event after booking, because CINTONA starts to work for the client immediately after booking (presentation of solutions, research etc.) and needs to pay services in advance herself.
- CINTONA is not liable for damages caused by technical malfunctions or force majeure like e.g. acts of God, war, riots, terrorist threats or activities, political constraints or trade disputes.
- The regular cancellation fee is 25% of the invoice. In a period starting 4 weeks before the event the fee is 100% of the invoice.
- The solution partner bears expenses for damages caused by the partner's representatives during the event.
- Place of jurisdiction shall be Kreuzlingen, Switzerland