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The Benefits of Taking your Network Sola



Green Power for Mobile – Dubai 2009

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BP Solar

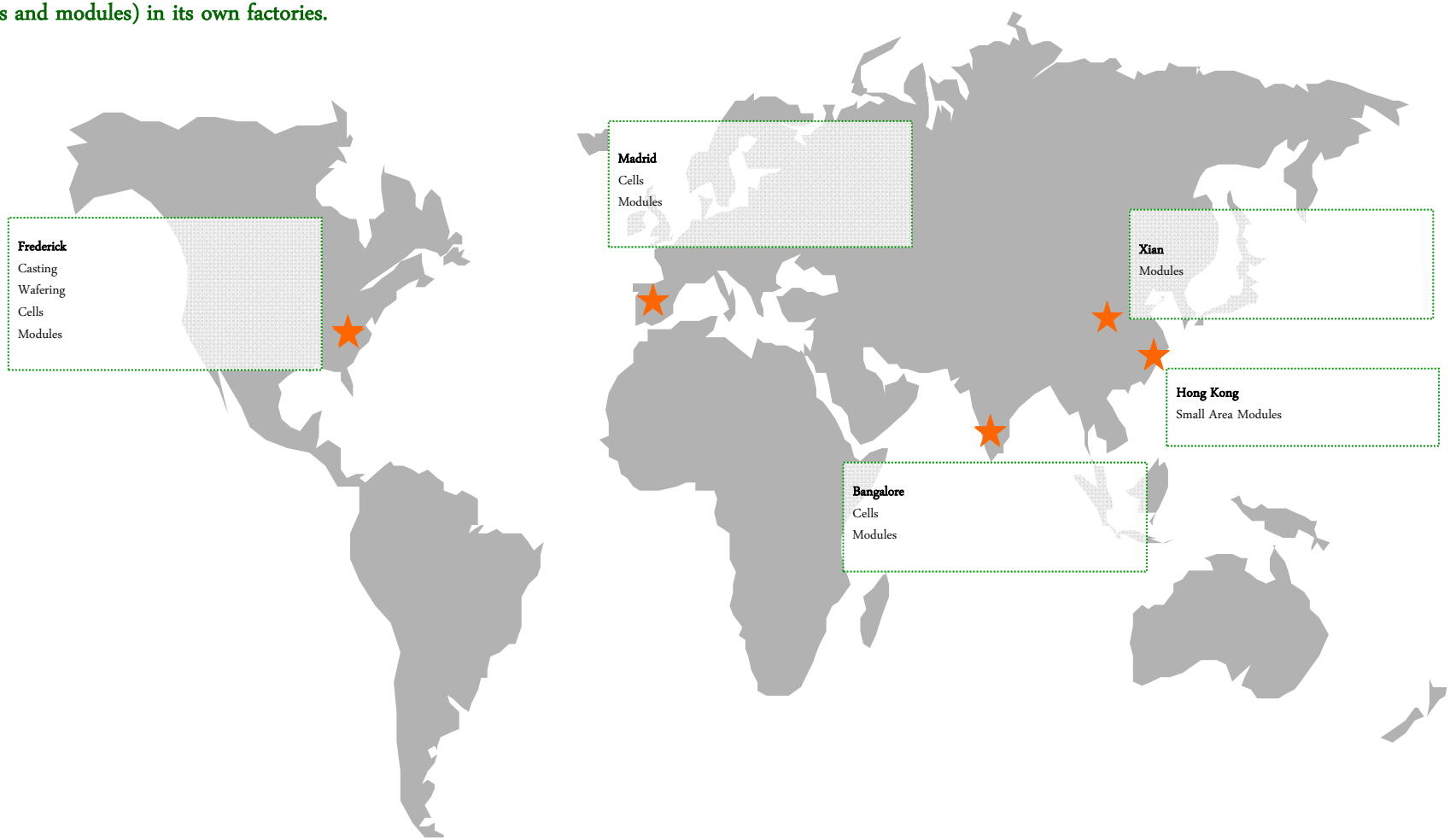
- Wholly owned subsidiary of BP and a major part of BP Alternative Energy
- BP Solar is one of the leading companies in the PV sector world-wide, with more than 30 years experience
- BP Solar directly employs more than 2,000 people worldwide
- BP Solar has offices and manufacturing plants located around the world





BP Solar Manufacturing plants

BP Solar ensure quality by manufacturing all elements of the value chain (wafers, cells and modules) in its own factories.



Solar as a sustainable solution for rural areas

- Proven reliability in Rural Infrastructure projects for more than 30 years
- Material PV market worldwide improving CAPEX
- Very low OPEX
- Capabilities in both developed and emerging countries
- Existing distribution network with spare part availabilities
- Complex design but easy installation



Current market considerations

- Strategic segment for the PV industry
  - Integration of PV as an energy solution in emerging countries
  - Growing market
  - New generation of solar solutions
  - Synergy with existing networks
- Solar solution development programs
  - Technology package improvement
  - TCO optimization (CAPEX/OPEX on hybrid)



Current technical considerations

- Modular pure solar sites up to 2 000 W loads
- Hybrid solar and diesel sites up to 20 000W (AC or DC)
- Data logging and remote control software
- Arrays antitheft various solutions
- Support in site design and planning



Technology for more benefit from solar

- Telecom equipment
  - Loads reduction for optimized generators (CAPEX)
- Solar Package
  - Smart remote monitoring devices for O&M (OPEX)
- Energy storage
  - Improved solar algorithm for battery lifespan optimization (OPEX)



Smart Operational schemes for more synergies

- Social corporate responsibilities policies
  - Integrate the network as part of the communities infrastructure to improve local standards of living
- Local capacity building policy
  - Involve local private sector to create economical activity around the telecom infrastructure
- Maximization of synergies with existing actors
  - Rationalize the approach to create a standard label and a “state of the art” for the eligible actors



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Thanks for your attention