

SAM Mexico Virtual - DG Forum - 20 October

start time	end time	Format	Theme	Topics	Speakers
11:00	11:05	Keynote	Introduction		Marcel Langone - Solarplaza
11:05	11:50	Panel discussion	A maturing distributed generation market	<ul style="list-style-type: none"> - How investors and financiers select the right technology partners - How the lack of compliance inspections of system installation and product certification hinders the market? - Mitigating off-taker bankability risks for the years to come 	Marian Aguirre - Bancomext Gilberto Sánchez - Sanba Energía Angélica Quiñones - ANES
11:50	12:20	Case study	Managing a distributed generation portfolio	<ul style="list-style-type: none"> - Effective dispatch by optimizing maintenance schedules and local field labor - Benchmarking key performance indicators and performance guarantees in the C&I segment - Priorities for automation of functions 	Marcos Ripoll - Kiwa Energía Aaron Muñoz - Proterra Capital
12:20	13:00	Networking	Topical networking - technical table // financial & regulatory table		

SAM Mexico Virtual - Corporate Forum - 22 October

start time	end time	Format	Theme	Topics	Speakers
11:00	11:05	Keynote	Introduction		Marcel Langone - Solarplaza
11:05	11:50	Panel discussion	Solar from the off-taker perspective	<ul style="list-style-type: none"> - Consumption profiles and investment variables: Self-supply, becoming a qualified end user, or participating directly in the market- - The role of the qualified supplier: why the market needs them and how this market figure is evolving - PPAs trends: contract tenures, pricing, and potential regulatory improvements 	Moderadora: Ruth Guevara - Zumma Consulting Raúl González - CFE Calificados Juan Guichard - Ammper Salvador Trejo - Coca-Cola FEMSA
11:50	12:20	Panel discussion	On-site >500 kW project development	<ul style="list-style-type: none"> - Legal differences among "self-supply" and "local generation". - Energy regulatory concerns: interconnection, generation permit, CELs. - Environmental authorization and social impact assessment. - The role of local authorities 	Moderador: José María Lujambio - CCN Law Casiopea Ramirez - Fresh Energy Consulting Mario Pani - Baywa R.E
12:20	13:00	Networking	Topical networking - corporate PPAs		

SAM Mexico Virtual - 27-28 October /// Day 1

Session 1 - State of the market

start time	end time	Format	Theme	Topics	Speakers
11:00	11:10	Keynote	Introduction		Marcel Langone - Solarplaza
11:10	11:25	Keynote	State of the market	<ul style="list-style-type: none"> - Is Mexico on the right path to fulfill its destiny as a solar nation? - Installed capacity and solar contribution towards 2024 targets - A health-check on the national's energy security reality - An update on the solar investment landscape: where are the opportunities and how are they evolving? - Key priorities to unlock Mexico's full solar potential 	Jeff Pavlovic - Bravos Energia
11:25	12:05	Debate	An integrated regulatory map	<ul style="list-style-type: none"> - Pending regulation elements in the distribution, transmission, wholesale and storage frameworks - Policy and regulatory disputes between the industry and the government: latest status and outlook for resolution - Mapping regulatory risks and its impact on the solar value chain 	Jonathan Pinzón - Invenergy Leopoldo Rodríguez - AMDEE
12:05	12:20	Networking			

SAM Mexico Virtual - 27-28 October /// Day 1

Session 2 - Maximizing revenue streams

start time	end time	Format	Theme	Topics	Speakers
12:20	12:35	Presentation	Operating under PPA and merchant models	<ul style="list-style-type: none"> - Production forecast: TSO requirements; how to minimize deviations and penalties? - Impact of grid congestion on project returns and expected trends - Changes on the dispatching rules of the electricity market and its effect on plant returns 	Alfonso Gutierrez - Antuko
12:35	13:15	Panel discussion	Discussing alternative revenue streams in the Mexican market	<ul style="list-style-type: none"> - Modelling market revenues from energy sales - Modelling revenues deriving from other market products: capacity, clean energy certificates, and ancillary services - Is merchant still a viable business model in Mexico? - Risk mitigation priorities for financiers and hedging mechanisms 	Esaul Ramirez - NADBank Héctor Vela - Sabadell Angie Soto - Nexu Energia
13:15	13:30	Networking			

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Session 3 - Benchmarking AM

start time	end time	Format	Theme	Topics	Speakers
13:30	14:00	Debate	Benchmarking asset management in Mexico	<ul style="list-style-type: none"> - Comparing service and technology offerings in Mexico and internationally - Effects of price pressure on operational excellence - How to define best in class asset management based on global experience 	Juan José Bonilla - Atlas RE Bernhard Schuetz - SMA
14:00	14:30	Closure & Networking			

SAM Mexico Virtual - 27-28 October /// Day 2

Session 4 - AM planning

start time	end time	Format	Theme	Topics	Speakers	
11:00	11:10	Keynote	Introduction		Marcel Langone - Solarplaza	
11:10	11:50	Panel discussion	Building a long term strategy - planning debate	<ul style="list-style-type: none"> - Analyzing ownership trends: a quest for vertical integration? - Adaptable solutions for diverse investment strategies and scales - Identifying and resolving grey areas in the scope of work - Drivers and hidden hurdles for internalizing O&M and Asset Management 	Rafael Sanchez - Kino Holding Energy	
11:50	12:10	Presentation	Building a digital strategy	<ul style="list-style-type: none"> - Determining the true value of data for asset managers and O&M - What matters for whom? Deriving the right information from data - To develop or not to develop software 		
12:10	12:25	Networking				

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Session 5 - Quality Assurance

start time	end time	Format	Theme	Topics	Speakers
12:25	12:50	Case Study	A health scan of the operational project map in Mexico	<ul style="list-style-type: none"> - Common faults and installation mistakes observed in the market - Identifying root causes and incorporating solutions in new project development - Why it might not be that early to speak about repowering? 	Jeff Wang - Staubli
12:50	13:15	Case Study	Construction monitoring for asset durability	<ul style="list-style-type: none"> - Construction monitoring using aerial inspections - How to compliment on-site inspections with aerial data 	Vishal Punamiya - Sitemark
13:15	13:30	Networking			

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Session 6 - The future of solar

start time	end time	Format	Theme	Topics	Speakers
13:30	14:00	Debate	The road for solar in Mexico	<ul style="list-style-type: none"> - Two years after the new paradigm: has the market proved its resilience? - How society and consumers are benefiting from the sustainable energy transition? - An early talk about portfolio-level asset management strategies and M&As - Post-COVID-19 investment scenarios 	Michael Ratliff - NADBank Carlos Egido - X-Elio
14:00	14:30	Closure & Networking			