



October 22nd, 2009

**Colorado and Grenoble-Isere:
Regional Collaborations in New Energy Technologies**

**AEPI and TENERDIS to Welcome a Colorado Delegation to
Explore Collaborations in Solar Photovoltaics and the Smart Grid
October 19th to 23rd, 2009**

Back in March 2009, a French delegation made up of new energy technology experts from Grenoble-Isere spent a full week in Colorado. Today, key players from the state are welcomed in our region in order to continue their investigation of concrete partnership opportunities.

This initiative, aimed at both promoting our local territory to Colorado representatives, and strengthening existing technological partnerships between the TENERDIS renewable energy cluster and NREL (The U.S. National Renewable Energy Laboratory), is piloted by AEPI (The Grenoble-Isere Economic Development Agency) and TENERDIS, within the framework of CORA (Colorado Rhone-Alpes Partnership).

Through various exchanges over the last few months between stakeholders from the regions, two key thrusts have emerged: SOLAR PV and SMART GRIDS, illustrating the players' strong respective capacities for innovation and potential synergies. The TENERDIS cluster, which aims to assist and reinforce networking between research centers, companies and universities, has already facilitated funding for 40 collaborative R&D projects in solar PV and smart grids. The leaders of the TENERDIS programs in these technological areas are already working in close relationship with their NREL colleagues.

The agenda for the Denver delegation includes three strong themes:

- One full day dedicated to solar PV
- One full day dedicated to smart grids
- VIP meetings with local authorities

The delegation will spend their first day at the Rhone-Alpes regional headquarters where they will meet with Mrs Helene Blanchard, vice-president in charge of environment within the Rhone-Alpes Region. Next, they will spend a full day at INES (The National Institute for Solar Energy) to meet with key solar PV players. The third day will be dedicated to smart grids at G2Elab at Grenoble INP (Grenoble Institute of Technology), including a visit of the PREDIS technological platform. The members of the Colorado delegation will then be welcomed by Claude Graff, chairman of TENERDIS, at a VIP business luncheon gathering, and by Alain Cottalorda, president of AEPI and CAPI; Genevieve Fioraso, member of the

French Parliament; Senator Jean-Pierre Vial; Erwan Binet, vice-president in charge of economy at the Grenoble Isere County Council; Paul Jacquet, president of Grenoble Institute of Technology, and Didier Marsacq, director of CEA-Liten.

The US delegation includes the following members:

David Hiller, executive director of CREC (The Colorado Renewable Energy Collaboratory), invited by ERAI (Entreprise Rhone-Alpes International) within the framework of their « Cluster Mobility » program, Bob Snyder, president of CORA; NREL representatives including William Farris (vice-president for commercialization and technology transfer) and Ron Benioff (manager, international programs), as well as Sunil Cherian, CEO of Spirae, Inc.

« Facilitating exchanges between companies and research centers leverages the economic development of a region. AEPI is playing an active role in this partnership policy with specific strategic regions of the world. It was not by chance that we made the decision to engage ourselves within CORA, a talented partner in Colorado, a state which shares a significant number of similarities with the Rhone-Alpes region, » declares Alain Cottalorda, president of AEPI.

« This visit is fully in line with the international strategy of the TENERRDIS cluster, whose objective is to network with the best laboratories in the world (in the United States of course, but also in Japan and the United Kingdom, as well, where we recently coordinated a French delegation at the Grove Fuel Cell Symposium). TENERRDIS, the cluster of reference for new energy technologies, and NREL, reference laboratory in this domain, are confirming today their willingness to further cooperate at a technological scale, » declares Claude Graff, chairman of TENERRDIS and Executive VP, Renewable Energies at Schneider Electric. «It is an unprecedented event for TENERRDIS, which, having pioneered the cluster's international development, is helping the cluster to reap the benefits of its strategy».

“The visits to Colorado by representatives of TENERRDIS and the Grenoble-Isere research institutions highlighted the many research, industry and environmental values that our regions share,” reports David Hiller, Director of the Colorado Renewable Energy Collaboratory, a research consortium of NREL and three universities. “We are very pleased to bring leaders of Colorado’s clean energy community here to France to continue this dialogue. This busy week of formal and informal discussions among research and industrial leaders of both communities will chart a course to a future of cooperative research that will serve both nations and the world at large.”



From the left to the right:

- David Hiller, executive director, CREC (The Colorado Renewable Energy Collaboratory),
- Claude Graff, President, TENERDIS
- William Farris, vice-president for commercialization and technology transfer, NREL
- Bob Snyder, president, CORA (Colorado Rhone-Alpes Partnership)
- Alain Cottalorda, President, AEPI
- Véronique Pequignat, Manager, International Business Investment, AEPI
- Hervé Fradet, Director, AEPI
- Susan Brushaber, lawyer
- Ron Benioff, manager, international programs, NREL

About CORA:

<http://www.coranetwork.org/>

The Colorado Rhone-Alpes Network) an initiative of the Rocky Mountain Chapter of the French-American Chamber of Commerce (FACC), the largest and most active of the European Chambers of Commerce in the state. CORA's mission is to facilitate crossborder investment between Colorado and the Rhone-Alpes region.

About AEPI:

<http://english.grenoble-isere.com/>

AEPI, the Grenoble-Isere, France, Economic Development Agency, a not-for-profit organization with offices around the world, including in Los Angeles, California for North America. AEPI provides complimentary information, introductions & services to assist

companies to explore business opportunities in the Grenoble-Isere area, 'silicon valley' of France and hub of renewable energy technologies.

About TENERRDIS:

<http://www.tenerrdis.fr/en/>

TENERRDIS is the renewable energies cluster in the Rhone-Alpes region of France with a worldwide outlook, 200+ members (of whom 50% are industrial partners) counting 2,500 researchers. Goals are to develop the renewable energies (solar, biomass and hydraulic) and their transformation into current and future vectors of energy (electricity, heat, hydrogen and bio-fuels). Paramount is optimization of the use of these energies in the building and transport sectors, and also to develop the market for new energy sources for on-board systems.

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