

Executive-Led Clean Energy and Energy Efficiency Trade Mission to Saudi Arabia



APRIL 14-18, 2012

**APPLICATION DEADLINE: MARCH 1
APPLY NOW!**

Website:

<http://www.export.gov/saudiarabia/SaudiEnergy>

Trade Mission Details



- **April 14: Arrival in Riyadh**
- **April 15-16: Riyadh**
 - Briefings
 - Group meetings with senior Saudi government officials
 - One-on-One meetings with potential partners/buyers
 - Networking events – e.g. reception at Ambassador’s residence
- Travel to Dhahran--*
- **April 17: Dhahran**
 - Briefings
 - Group meetings with Saudi officials, etc.
 - One-on-One meetings with potential partners/buyers
- **April 18: Dhahran and Departure**

Who Should Participate? Fees?



- **Targeted sectors:**
 - Solar power systems, components, and services
 - Smart grid systems, components and software
 - Transmission and distribution systems, components, and services
 - Energy efficiency systems and solutions
 - Green building materials, technologies and services
- **Participant fees:**
 - \$3,020 for small & medium size enterprises (<500 employees)
 - \$3,502 for large companies
 - \$500 for additional company participant
 - *Fees do not cover travel, lodging or incidentals. Funding assistance may be available from [state STEP grants](#). SBA can [finance](#) SME mission fees. Participants may use USG room rates at hotels.*

Why participate?



- Individually-tailored matchmaking appointments with pre-screened potential buyers, agents, distributors, and JV partners
- Meetings with government officials managing sector policies/programs
- High-level networking events and briefings
- Official U.S. industry delegation with U.S. executive lead (vs. individual travel) will enhance companies' ability to secure meetings
- Press/Media attention

How do I apply? What is the process?



- **Application deadline is March 1, 2012**
 - **Complete application form on website and submit by email or fax: 202-482-5665**
 - Rolling vetting of applicants begins February 1. Max of 25 companies accepted.
 - Once accepted, applicants pay trade mission fees and apply for visa to Saudi Arabia (takes 4-6 weeks)
 - Individual call with U.S. staff in Saudi Arabia to discuss company's mission goals
 - U.S. staff arranges schedule of matchmaking appointments
 - Group calls on doing business in Saudi Arabia and trade mission logistics (hotels, flights, etc.)

Questions? Contact information



- **Project Officer: Jen Derstine**
 - Email: jennifer.derstine@trade.gov
 - Phone: (202) 482-3889
 - Fax: (202) 482-5665

- **Trade Mission:**
 - Website: <http://www.export.gov/saudiarabia/SaudiEnergy>
 - Application (pdf) is on the website
 - [Market research](#)