

**SOLAR ENERGY CONFERENCE –  
 PROFESSIONAL DEVELOPMENT SESSION  
 WEDNESDAY 4 MAY 2016**



Developed by SEIA in  
 conjunction with the ASC

<b>9.00am</b>	Welcome	<b>Glen Morris</b> , Vice-President, Australian Solar Council/ Energy Storage Council
<b>9.05am</b>	Introduction	<b>Brian England</b> , Chair, Solar Energy Industries Association (SEIA)
<b>9.15am</b>	Energy Diversion and Load Switching: What technologies and hardware are available to utilise surplus energy from grid connected solar system rather than export	<b>Adam Falzon</b> , Director, Australian Wind and Solar <b>Luke O'Shea</b> , Managing Director, Efergy <b>Barbara Elliston</b> , Director, Easy Warm
<b>10.25am</b>	STCs Market and Industry Update: Trends, clearing house and deeming changes in 2017	<b>Ric Brazzale</b> , Managing Director, Green Energy Trading
<b>10.45am</b>	<b>MORNING BREAK</b>	
<b>11.15am</b>	Sponsor - AC Warehouse: Design considerations for new and retrofit residential energy storage systems using AC batteries	<b>Grant Behrendorff</b> , Managing Director, AC Solar Warehouse/Enphase
<b>11.35pm</b>	Current and Emerging Battery Technologies: Batteries are the game change of our future, but which battery?	<b>Sean Jobe</b> , Business Development Manager, Ecoult; <b>Alkyra Hutchison-Menzer</b> , Product Manager, RFI; <b>Keith Bithell</b> , Marketing Specialist, SWS Australia; <b>Jurgen Israel</b> , Managing Director, Blitzability Pty; <b>Adam Champion-Sales</b> , Director Oceania, Aquion
<b>12.45pm</b>	<b>LUNCH</b>	
<b>12.30pm</b>	CER Workshop Update on how the Small-scale Renewable Energy Scheme is tracking as we head towards the next solar installation milestone and outcomes of inspections	<b>Luke Scott</b> , Manager: Crediting and Certification, Clean Energy Regulator  <b>Hospitality Suite</b>
<b>1.45pm</b>	Battery Standards	<b>John Grimes</b> , CEO, Australian Solar Council/ Energy Storage Council
<b>2:05pm</b>	Audit procedures, audit results, common mistakes, Grid back-up and off-grid battery system audit	<b>Glen Morris</b> , Managing Director, Solaris
<b>2.25pm</b>	<b>AFTERNOON BREAK</b>	
<b>2.55pm</b>	Network Issues: What are they and how can they be fixed?	<b>Max Rankin</b> , Distributed Energy Lead, AusNet
<b>3.25pm</b>	New Installation Guidelines: Installers not only need to meet the Standards but also the recently released new Installation Guidelines. A look at some of the changes	<b>Thomas Bywater</b> , Engineer, Jinko
<b>3.55pm</b>	Opportunities for Electric Vehicle Integration with PV	<b>Bede Doherty M.Eng (Sustainable Energy), HDEd, BSc</b> , Business Development & e-Mobility Manager, Alphabet Australia
<b>4.25pm</b>	Thank you	<b>Geoff Bragg</b> , Secretary, Australian Solar Council, NSW Chair, SEIA
<b>4.30pm</b>	<b>CLOSE</b>	

## SOLAR ENERGY CONFERENCE – PROFESSIONAL DEVELOPMENT SESSION THURSDAY 5 MAY 2016



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Australia's future is SOLAR  
 Solar Energy Industries Association INC

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 conjunction with the ASC

<b>9.00am</b>	Welcome	<b>Steve Blume</b> , President, <i>Australian Solar Council/ Energy Storage Council</i>
<b>9.05am</b>	Introduction	<b>Brian England</b> , Chair, <i>Solar Energy Industries Association (SEIA)</i>
<b>9.15am</b>	Turnkey Hybrid Packages verses a customised system, which is better?	<b>James Sturch</b> , Technical Marketing Manager, <i>Redback Technologies</i> ; <b>Andrew Kempster</b> , Global Sales Manager, <i>Redflow</i> ; <b>Rod Scott</b> , Executive Director, <i>Selectronic</i> ; <b>Duncan MacGregor</b> , APAC Product Trainer & Field Applications Engineer, <i>Enphase</i>
<b>10.35am</b>	<b>MORNING BREAK</b>	
<b>11.05am</b>	Alpha ESS Australia: Safety, installation and capital make the difference. Safety, installation and price are the three key factors in the decision making process of customers. Find out how Alpha ESS can assist you in ticking all the boxes	<b>Dong Lin</b> , Managing Director, <i>Alpha - ESS</i>
<b>11.25am</b>	Emerging Technologies, an exiting an changing landscape for our industry	<b>Kevin Davies</b> , Engineer, and <b>Alex Davies</b> , <i>Sunvertech</i> ; <b>Luke Osborne</b> , Director/COO, <i>Reposit</i>
<b>12.25pm</b>	<b>LUNCH</b>	
<b>12.30pm</b>	<b>CER Workshop: Opportunities for Agents to Expand the Business Models into the Emission Reduction Fund</b>	<b>Michelle Crossbie</b> , General Manager: Participating and Processing, <i>Clean Energy Regulator Network Lounge</i>
<b>1.25pm</b>	Helping Professional Solar Installers	<b>John Grimes</b> , CEO, <i>Australian Solar Council/ Energy Storage Council</i>
<b>1.45pm</b>	Designing for Storage: From back up systems to off-grid, understanding the difference is critical to the right solution	<b>Geoff Stapleton</b> , Managing Director, <i>GSES Global Sustainable Energy Solutions</i>
<b>2.15pm</b>	<b>AFTERNOON BREAK</b>	
<b>2.45pm</b>	Standards: AS4777 Revision, AS4086 Storage requirements and IEC62109 Implications for upgrades	<b>Glen Morris</b> , Managing Director, <i>SolarQuip</i>
<b>3.15pm</b>	Adaption in a fast changing solar industry The effects on you and your business as a player and how to meet the future needs of your potential customers	<b>Blair Pester</b> , Regional Manager, <i>WINAICO Australia</i>
<b>3.35pm</b>	Business Profitability in a volatile market: Determining the threshold between profit and loss, the impact of discounting, increased costs and stock turn on profitability. How do you differentiate yourself in a competitive market?	<b>Brian England</b> , Managing Director, <i>Self Sufficiency Supplies</i>
<b>4.00pm</b>	Business Ethics: Is competitiveness sacrificing business ethics? When do you walk away from a sale? Considering consumer law, profile endorsements	<b>Geoff Bragg</b> , Consultant, <i>New England Solar</i> ; <b>Brian England</b> , Managing Director, <i>Self Sufficiency Supplies</i>
<b>4.30pm</b>	Thank you and close	<b>Geoff Bragg</b> , Secretary, <i>Australian Solar Council</i> , NSW Chair, <i>SEIA</i>
<b>4.35pm</b>	<b>CLOSE</b>	