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IGFOTON and NetEnergy have established a close working relationship during the kick-off meeting at the beginning of the project. Both partners held several meetings with small RE Jordanian companies to identify possible commercial partners, discuss potential new markets in Jordan and in Spain, ways to have better networking activities between Jordanian and EU enterprises and to start solid commercial cooperation and mutual knowledge of the European and Jordan renewable energy markets. This collaboration was an important step to define different profiles and needs to introduce renewable energy in Jordan to large scale and may be a good basis for a new strategy to develop together R&D project in renewable energy which is focused on commercial application and developing of new equipment and products. The visits to different potential customers for RE applications in Jordan have mainly taken place during other main activities of the project:

1. The first visit was made on 7 November 2013 to PHILADELPHIA SOLAR Showroom Company which is a manufacturer of PVs and solar systems. The modules produced have good quality and reasonable price according the situation in world market. The availability of these PV modules and electronic devices such as regulators and inverters was enough to answer to the Jordan market needs. The majority of electronic components were in fact made in China while other devices were from EU countries.

A separate meeting was held with an investor who was interested in importing RE equipment with European Quality to introduce these elements in the Jordan market.

A visit to an industrial plastic manufacturer was then carried out to have a first-hand look at the quantity of electric energy consumed and cost incurred during the industrial process. The customer needed PV installation in a grid connected application in self-consumption mode to find the best way to reduce the electricity budget.

2. Another meeting was held in Amman on 28 January 2014 with a directive of PETRA SOLAR Company to explore possible cooperation in the use of the micro-inverters systems for PV application developed by this Jordan-American company. The uses of these micro-inverters could be interesting for Jordan and Spain RE markets.

The meeting was then followed by another with a potential customer who was interested in the use of solar thermal for domestic purposes. A study on the cost of such a system was conducted and offered to the customer for further consideration.

Another customer, with a great opportunity for commercialization in RE Jordan market, was detected in a meeting with directive team of a secondary school. This sector needs different RE option, normally solar thermal for water heating and as the majority of needs detected, PV for grid connected to reduce cost in the electricity budget.

The conclusions drawn from these visits were that the renewable energy market is growing fast with greater demand for professional and specialized engineers and technicians to help in moving this field forward. The majority of needs identified are oriented towards use of PV installation from medium-large scale for industrial profile to small-scale for domestic profile of customers. The use for these customers is mainly to self-consumption of electric energy to reduce cost. Therefore, the development of stand-alone applications for RE needs greater boosts to improve the growing demand in rural areas. There is a very good opportunity for rural electricity, water pumping, water treatment with solar energy and drying food with solar thermal system. In addition, regulations need to be improved and more freedom given for investors to encourage them to invest in this field. There is also a need to develop an RE technology transfer strategy from universities to industrial sector.

IGFOTON in cooperation with NetEnergy and Mutah University has organised a technical exposition spin-off support workshop on the latest development in new application of RE by knowledge transfer from university research activities to the company world. The workshop was organised at MUTAH on 24 November 2014 to showcase new products development by IGFOTON that to give technical presentations on their projects and activities. Dr. Rafael actually presented several projects including 100 kW, 50 kW and smaller scale systems distributed all over Spain, as well as a desalination plant using only renewable energy sources. In addition, new 3 kW integrated RE system was introduced to the audience of over 100 participants including professors, students and local electrical generation company, which contained inverters, string box, electrical protection controller and other capacities in one box.

Furthermore, Mr. Fathallah Alhallaj delivered a presentation introducing Netenergy company and its products, one of which was charging stations for electrical vehicles installed in the Greater Amman as a first step, then across the kingdom.