



USTDA

United States Trade and Development Agency

Nigeria Electricity Distribution Sector Reverse Trade Mission

October 15 – 25, 2013

Overview

As part of the Government of Nigeria's Power Sector Reform Roadmap, the sector is being overhauled to accelerate the expansion of power supply while dramatically improving service delivery, revenue recovery and efficiency across the power sector value chain. A cornerstone of this reform is the ongoing privatization of eleven distribution companies (DISCOs) in Nigeria. From October 15-25, 2013, executives from four DISCOs – Abuja, Benin, Eko, Ikeja – with a combined procurement budget of over \$800 million will participate in a Reverse Trade Mission (RTM) to the United States East Coast.

Opportunities for U.S. Businesses

The RTM will introduce the delegation to U.S. best practices and technologies, and provide U.S. companies the opportunity to discuss their solutions and services for distribution infrastructure improvements, modernization, and expansion (including smart grid technology applications) in Nigeria's distribution companies. U.S. companies are encouraged to participate in this RTM through:

- Attending the Business Briefing and Finance Roundtable in Arlington, VA on October 22.
- Attending or leading a training session in Washington, DC on October 21.
- Hosting the delegation at your facilities to discuss your expertise and capabilities.
- Arranging a site visit "in the field" to demonstrate technology in use.
- Sponsoring a private dinner or lunch meeting with the delegation.

The National Export Initiative was launched in 2010 in order to create jobs for Americans by doubling U.S. exports in five years and opening markets for U.S. firms. USTDA supports NEI's mission as a member of the President's Export Promotion Cabinet



The Nigeria Electricity Distribution Sector RTM is designed to foster the participation of U.S. companies in the modernization of Nigeria's electricity distribution infrastructure. The RTM will expose the delegates to U.S. technologies, equipment, and services, as well as policies, regulations, financing mechanisms and management structures that can support the implementation of smart grid infrastructure in Nigeria's distribution companies. The delegation will be comprised of senior decision makers from Nigeria's newly privatized electricity distribution companies, the Nigerian Electricity Regulatory Commission and other stakeholders.



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Goals and Objectives

The primary goals and objectives of the RTM are to:

- Provide an opportunity for the delegates to meet with U.S. industry leaders to discuss plans and approaches that will ensure effective and timely implementation of planned loss reduction measures as well as service expansion by the Nigeria DISCOs.
- Expose RTM delegates to U.S. technologies, equipment, and services, as well as policies, regulations, technical standards and financing mechanisms and management structures that can support the implementation of smart grid infrastructure in the Nigeria DISCOs.
- Exchange ideas and develop long-lasting and mutually beneficial relationships between sector experts, business persons and officials in the electricity distribution sector.

Background

The Nigerian grid network is in need of upgrading and expansion. There are locations within Nigeria's power grid that lose over 40 percent of the power transmitted. Application of smart grid technologies can help Nigeria's distribution utilities significantly reduce these losses, improve operability and stability of the grid network, and improve customer service and revenue collection.

The government is in the process of selling these government-owned DISCOs to private buyers. Nigeria's eleven DISCOs were offered through competitive tender and as a result became fully privatized in August 2013. The new owners have extensive plans for new investment, including reducing technical and commercial losses from over 40 percent to 10-15 percent. Key issues include the following:

- Metering, Billing, and Collection Software, Systems and Solutions
- IT Systems Master Planning
- GIS, SCADA, and Substation Automation.
- Institutional, Operational and Management Best Practices.

Business Briefing and Financing Roundtable

A full-day Business Briefing and Financing Roundtable will take place during the RTM in Washington, DC at the Ronald Reagan Building and International Trade Center on Tuesday, October 22, 2013. The Business Briefing and Financing Roundtable will provide a comprehensive description of the newly privatized DISCOs and their procurement plans as well as how to finance these opportunities. Individual meetings with delegates will give U.S. Companies the opportunity to meet one-on-one with key decision makers from the DISCOs.

For More Information

This RTM is being organized on behalf of USTDA by The Webster Group, in collaboration with Emerging Markets Infrastructure (EMI), 3E Consulting, the Towpath Group, and Tetra Tech.



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To learn more about the RTM and opportunities to participate, please visit <http://nigeriadiscortm.poweredbytwg.com> or contact:

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About USTDA

The U.S. Trade and Development Agency helps companies create U.S. jobs through the export of U.S. goods and services for priority development projects in emerging economies. USTDA links U.S. businesses to export opportunities by funding project planning activities, pilot projects, and reverse trade missions while creating sustainable infrastructure and economic growth in partner countries.

U.S. Trade & Development Agency

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