



USTDA

U.S. TRADE AND DEVELOPMENT AGENCY

Middle East, North Africa, Europe and Eurasia

Linking U.S. Businesses to Global Infrastructure Opportunities

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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 preparation and partnership building activities that develop sustainable infrastructure and foster economic growth in partner countries.

USTDA in MENA/Europe/Eurasia

USTDA's Middle East, North Africa, Europe and Eurasia Regional team works with key partners throughout the region, including Turkey, Egypt and Jordan, across a number of sectors such as energy, transportation and telecommunications. In evaluating which projects to support, the team looks for opportunities that represent both economic development priorities for host country sponsors and projects that present strong U.S. export potential.

In partnering with a variety of public and private sector project sponsors in MENA-EE, USTDA advances infrastructure projects that create market access for U.S. companies. The Agency's support comes in the form of feasibility studies, technical assistance, pilot projects, reverse trade missions, training, and workshops.



Kawar Energy developing the Ma'an region for construction of a 52 MW solar power facility

Energy Sector Successes

USTDA's early stage project preparation assistance laid the groundwork for the recent inauguration of a 52.5 MW solar power facility in Ma'an, Jordan. Working together with Kawar Energy, a private Jordanian energy company, and Colorado-based CH2M Hill, USTDA's support provided the justification for commercial financing of the largest private sector power project in the region. Arizona-based First Solar was selected as the project's Engineering, Procurement, and Construction (EPC) contractor, and was chosen to supply technology for the project. Phase I of the Shams Ma'an Solar Power Generation Plant was commissioned in late 2016 and has generated more than \$30 million in U.S. exports to date.

The plant, which accounts for approximately one percent of Jordan's total energy generation capacity, produces clean electricity using over 600,000 modules manufactured by First Solar. Its unique design allows the facility to generate up to 20 percent more energy than standard fixed solar power facilities.



Installation of a solar power facility in Ma'an Jordan



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Leveraging Partnerships for Win-Win Results

USTDA supported a pilot project to demonstrate how technology could improve the flow of freight traffic at the Port of Aqaba, Jordan's sole seaport. The project, led by U.S. technology provider NTELX (Vienna, Virginia), established 'Nafith,' the National Freight Information Transportation Hub, in an effort to provide a data-driven system to enhance the efficiency and security of Jordan's transport and trade sectors. The project led to the successful implementation of the Truck Control System (TCS) – the largest e-government system in Jordan, which minimizes wait times by processing trucks quickly and smoothly through the Port of Aqaba and its terminals.

Using Jordan as a model, Nafith expanded its efforts to new markets and recently launched a similar effort in Iraq, building and managing a system to process trucks passing through ports in the Basra region and across the Kuwaiti border.

Advancing Smart Cities

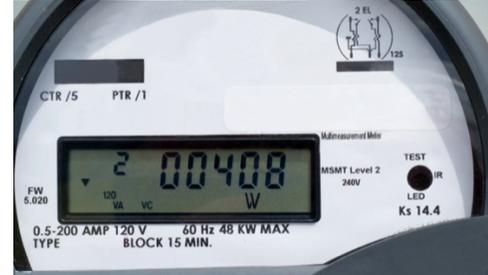
Partnering with the Istanbul Metropolitan Municipality (IBB), USTDA provided technical assistance to support Istanbul in improving city operations, enhancing crisis and disaster management, and delivering efficient, reliable public services for Istanbul residents. Astro Systems, Inc. (Bethesda, MD) provided a roadmap for procuring advanced IT solutions capable of aggregating data from existing municipal databases. The technical assistance was completed in 2017 and has positioned IBB to implement several of the project's big data recommendations, including a citizen services portal and an upgraded IT system.

USTDA has also recently signed grants for other smart cities projects such as the Middle East Technology University (METU) Smart Campus Project in Turkey, and the Greater Amman Municipality for a Smart City Roadmap and Traffic Monitoring Platform Project in Jordan.

Smart Grid Development

USTDA has supported multiple smart grid projects in the region, notably in Jordan and Turkey. Partnering with Virginia-based Tetra Tech and Jordan's three major power distribution companies, EDCO, IDECO and JEPSCO, USTDA funded three separate grants to design and support the development of a smart grid system in Jordan. USTDA followed up on those studies by hosting delegations in the United States to introduce them to U.S. smart grid and energy storage technologies that could advance Jordan's smart grid infrastructure development goals.

Additionally, USTDA has supported several smart grid projects in Turkey, including two Smart Grid Technical Workshops, which helped expose Turkish electricity distribution representatives to leading U.S. technologies, best practices, and standards. The workshops resulted in more than \$20 million in U.S. exports.



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