

REWATERGY – Training event 7

Business development

Aqualia

Webinar

Date (11th November)



www.rewatergy.eu

ROUTE TO CONNECT

[Link to Business Development seminar](#)

AGENDA

- 9:20 – 9:30** Welcome & introduction (Victor Monsalvo, Head of Eco-efficiency Area)
- 9:30 – 11:30** Business development at Aqualia: challenges & opportunities
- 9:30 – 9:50* Core elements of an effective compliance management system
Gemma Grande Martín - Aqualia
- 9:50 – 10:10* MENA projects and new business opportunities
Carlos García Díaz - Aqualia
- 10:10 – 10:30* Reform cycle
Mark Muller - Aqualia
- 10:30 – 10:50* Project validation and capital budgeting
Juan José Gayete Zamora - Aqualia
- 10:50 – 11:10* Why an in-house engineering department in a water cycle company?
Adrián Rodríguez Rodríguez - Aqualia
- 11:10 – 11:30* Questions and answers
- 11:30 – 11:45** → Video about Guijuelo Biofactory
- 13:00 – 16:30** Analysis of Case studies – Integration in water cycle management, BD and Canvas (Antonio Menéndez – Aqualia)