



For immediate release

Skipping Stone and Experient Awarded Jordan Reverse Trade Mission Contract

ATLANTA & WASHINGTON, February 8, 2016 - Skipping Stone, in conjunction with their strategic partner, Experient, a Maritz Travel Company, announced today the award of a contract through the United States Trade and Development Agency (USTDA) to conduct a one-week reverse trade mission (RTM) for grid scale energy storage for a delegation from Jordan.

The delegation will consist of approximately 14 delegates representing Jordan's power utility sector and regulatory authority, as well as representation from the local U.S. Department of Commerce at the U.S. Embassy in Jordan. The RTM will focus on how our leading grid scale energy storage technology and solutions providers can support the integration of Jordan's aggressive solar and wind renewable energy plans into the country's electric and distribution infrastructure.

"Internationally, the energy storage market is experiencing phenomenal growth," says Chip Smith, Experient Vice President, Government Markets. "Developing countries such as Jordan need grid scale energy storage to integrate new renewable energy power generation into their power transmission systems. With Skipping Stone as our Technical Advisor, we are proud to be the logistical host for the RTM."

Ross Malme, Skipping Stone Partner, goes on to say, "Jordan has announced over 2,000 megawatts of new wind and solar energy projects. The United States is one of the global leading technology developers and suppliers of grid scale energy storage. For the world to meet its sustainability objectives, it is critical that these technologies be deployed in the market at an accelerated pace. Through these USTDA RTMs, U.S. suppliers of these technologies get direct access to the buyers, representing billions in U.S. exports."

The Jordan Energy Storage RTM is slated to be conducted the week of March 14, 2016, in Washington, DC, and Los Angeles. The RTM will involve visits to U.S. vendors, utilities and operating energy storage facilities. Additionally, delegates will learn about international energy project financing options and the availability of U.S. federal government agency support.

About Skipping Stone

Skipping Stone is an energy markets consulting firm that helps clients navigate market changes, capitalize on opportunities and manage business risks. Our services include market assessment, strategy development, strategy implementation, managed business services and talent management. Market sector focus areas are natural gas and power markets, renewable energy, demand response, energy technology and energy management. Skipping Stone's model of deploying only energy industry veterans has delivered measurable bottom-line results for over 270 clients globally. Headquartered in Boston, the firm has offices in Atlanta, Houston, Los Angeles, Tokyo and London. For more information about what we do, visit www.SkippingStone.com

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About Experient

Experient, a Maritz Travel Company, leads the Meetings & Events Industry as one of the best-known and most respected brands in the world. This reputation is earned with each meeting, convention, tradeshow, conference, sporting event and exhibition produced for clients. Professionals are dedicated to Perfecting the Event Experience® through experience design, attendance building, risk management and security, revenue generation and cost savings, and event intelligence. Across the globe, association, tradeshow, sports and government clients turn to Experient for the best in unified registration and housing, event planning and management, site sourcing and contract negotiation, mobile event platform, lead retrieval, data management and marketing. Experient creatively engineers and fully integrates the total event experience—one that is distinct, memorable and remarkable—while driving data analytics and bottom line results. Visit www.experient-inc.com for more information.

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Tags: Skipping Stone, Experient, Jordan RTM, Reverse Trade Mission, Jordan energy storage reverse trade mission, grid scale energy storage