

(B)energy partner program

be part of the solution

Biogas has the potential to solve the everyday problems of many people. Lots of people are dependent on firewood or coal for cooking and have to dispose of organic waste. Our technology solves both. Those who want to generate income can sell their surplus gas in (B)packs and use or sell the processed waste as an excellent organic fertilizer.



With our simple biogas solution (B)plant and the mobile biogas rucksack (B)pack we have created the technical implementation for the decentralized production and usage of biogas. The systems are used on farms, in small businesses, schools, restaurants or households. The (B)pack is used to store and transport the biogas over short distances. It is a pillow-shaped balloon made of flexible plastic fabric and a gas tight inner layer. It is also equipped with a threaded flange to connect to a ball valve. The biogas flows from the biogas plant (B)plant into the backpack by simple pressure compensation. No expensive and energy-intensive compressor technology is necessary for this. To operate a gas stove with gas in the backpack, the (B)pack is simply weighted down and connected to the stove via a flexible hose.



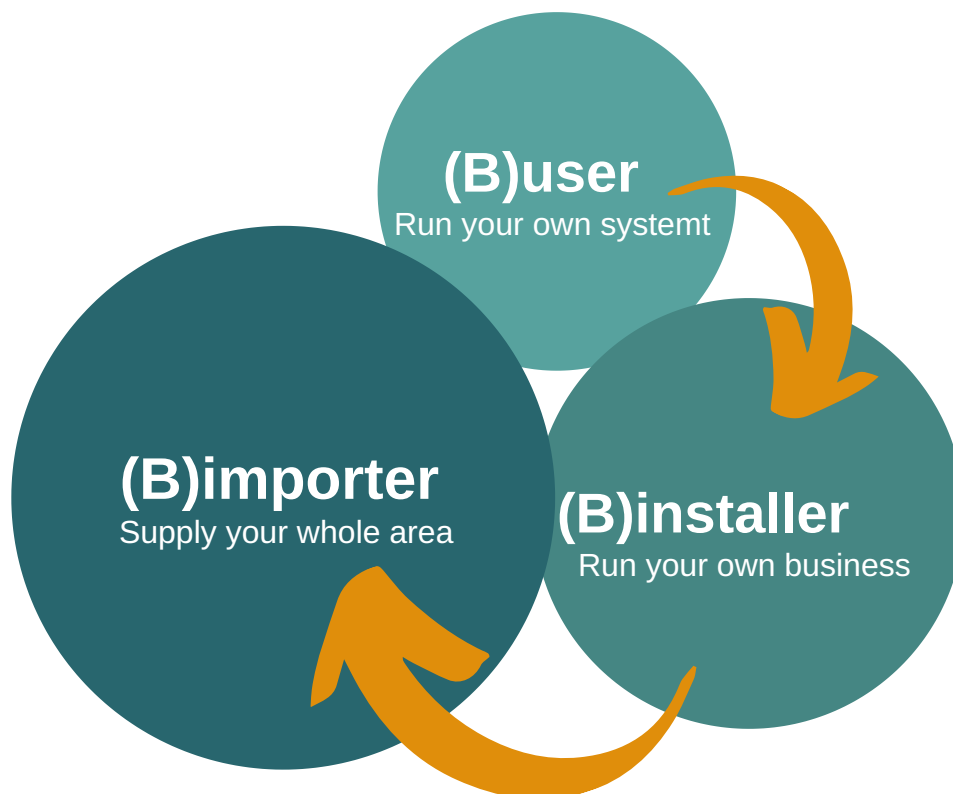
(B)energy's core goal:

Together with our (B)energy partners, we are building a service structure that ensures the availability of (B)energy products and a reliable on site maintenance of the customer's systems.

We establish biogas as an alternative cooking energy and enable the implementation in an entrepreneurial way. This strengthens the local economy and shows how local structures can be created completely independent of development funds from international donors, but by local trend setters.



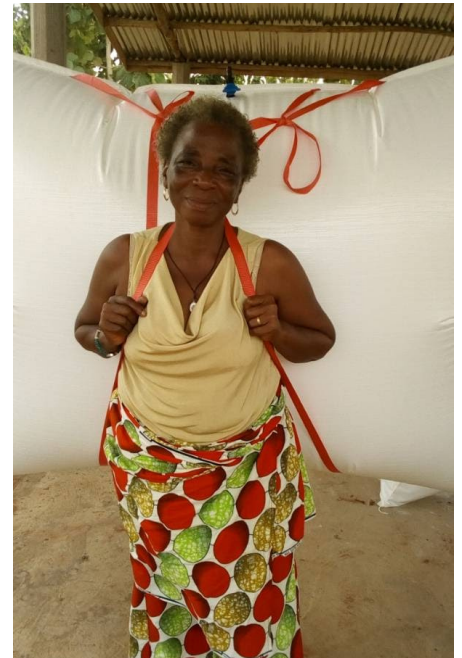
The three roles for (B)energy partners



The three roles for (B)energy partners

(B)user: Anyone who realizes the potential of biogas and uses our systems, backpacks and stoves can call themselves (B)users. Looking at the supply chain, they become end customers and thus trendsetters and role models for their region. Households with animals and kitchen waste or institutions with around 15 kg of organic waste per day are among the core target group.

(B)installer: Craftsmen, practitioners like plumbers or carpenters and independent companies in the fields of sanitation, construction, engineering or agriculture can acquire a license to install (B)energy products. The (B)installers are our technical experts. They are the service providers and consultants for (B)users. They install the products on site and generate additional income through the sale of accessories and maintenance work. They are usually free-lancers guided by and connected to (B)energy.



(B)importer: they are biogas experts of the next level. They are the link between (B)energy and the (B)installer. They determine the demand for biogas technology in their country and maintain contact with the (B)installers and potential customers. With this information they organize the import, temporary storage and transport of (B)energy products. They are familiar with the local tax and customs regulations and have the necessary capital to keep the products in stock.

(B)energy Germany: After more than 10 years of experience in the biogas field, especially in Africa, we still follow our vision for an independent biogas market development: We want to establish a functioning biogas infrastructure in countries of the global south. The three described partner roles are designed for both new and existing biogas entrepreneurs. It is not necessary to use only our products to become part of the professional biogas network. As a partner of (B)energy it is possible to integrate our products into functioning biogas plants at the customer's site.



(B)user - target group

- **Households and neighbourhood associations**
- **Farmers**
- **Schools, facilities, hotels and restaurants**

Our flexible (B)energy biogas plants are set up on the property, in the courtyard or on the field of the (B)users. The system impresses with its simple operation because a (B)user without any special biogas knowledge needs only a short briefing to get started.

(B)pack - sell and transport Biogas

Farmers

Animals produce manure every day. This must be collected and regularly filled into the system mixed with the same amount of water or wastewater.

Schools, institutions, restaurants and hotels

In addition to animal manure, organic food waste and kitchen waste can also be used to produce biogas. The following applies: The better they are shredded beforehand, the faster they produce gas. The table shows that the amount of biogas produced depends on the type of substrate.

Waste type	Daily Feeding Minimum	Expected Cooking Time
Cow Dung	One Bucket: 20L / 17kg	3 Hours
Kitchen Waste	One Bucket: 20L / 17kg (of a restaurant)	5 Hours
Mixed	One Bucket: 20 20L / 17kg	4 Hours

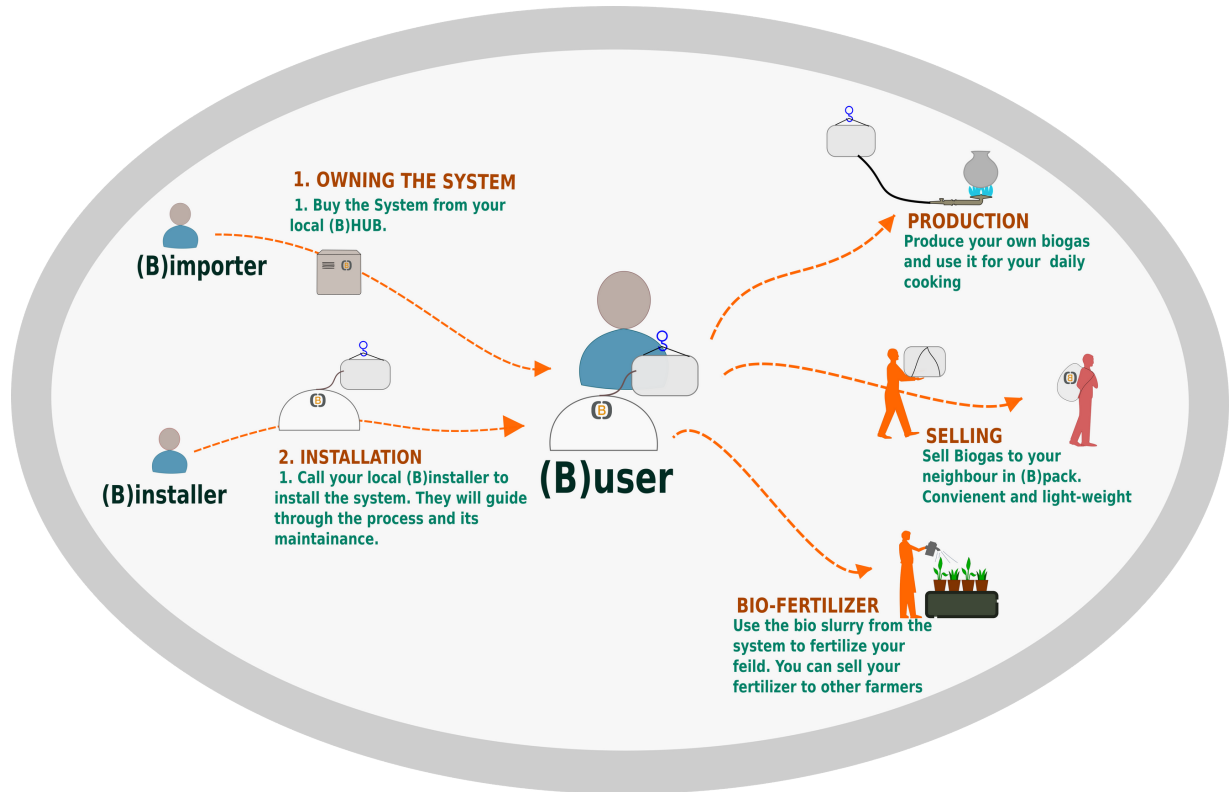
Households & neighborhood associations

To operate a biogas plant alone, approx. 17 kg of organic material are required daily. If individual households generate too little, it is possible to join forces with other households. Fixed structures must be created for this and there must be clear responsibilities allocated. The fair distribution of the generated biogas and organic fertilizer can be determined by using the calculator in the (B)app, the special biogas app of (B)energy for Android smartphones.

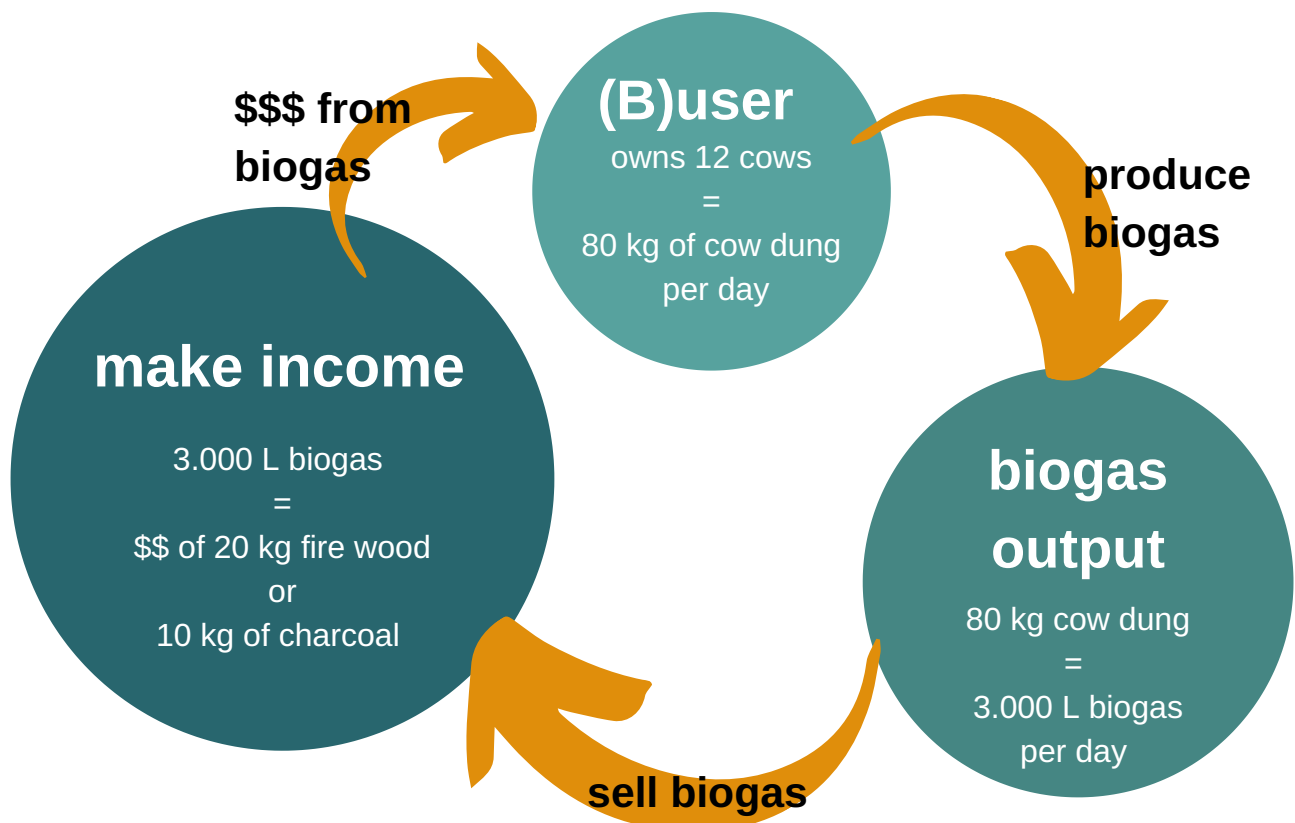


Unique with (B)energy

Biogas producers become entrepreneurs



Example Calculation - Calculate the price of biogas



(B)installer - indirect sales partner

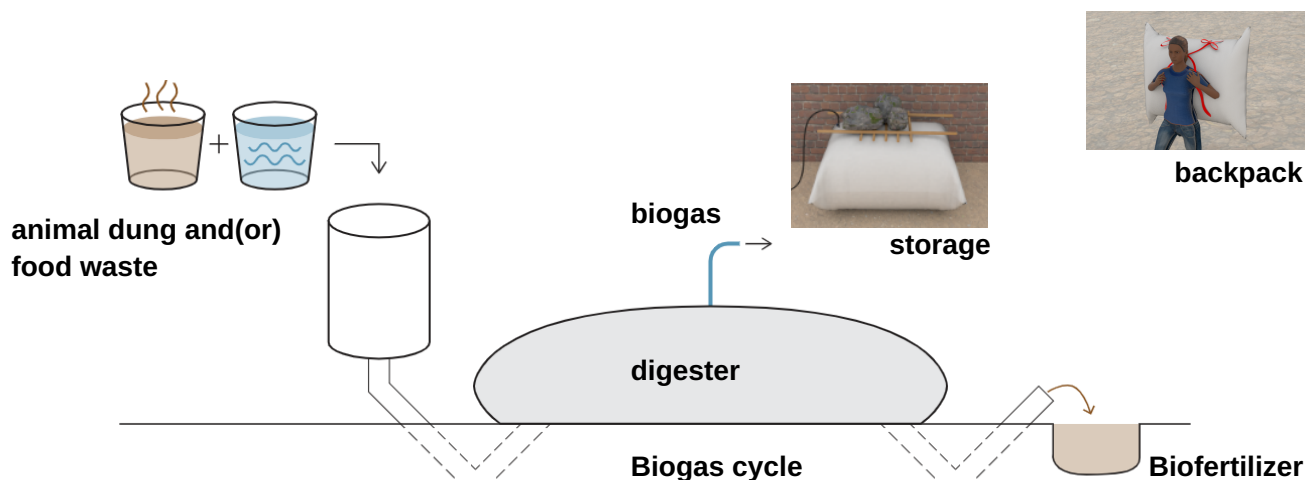
- Craftsmen, mechanics, and engineers
- Companies in the fields of: energy, construction, engineering, agriculture, sanitation or the like

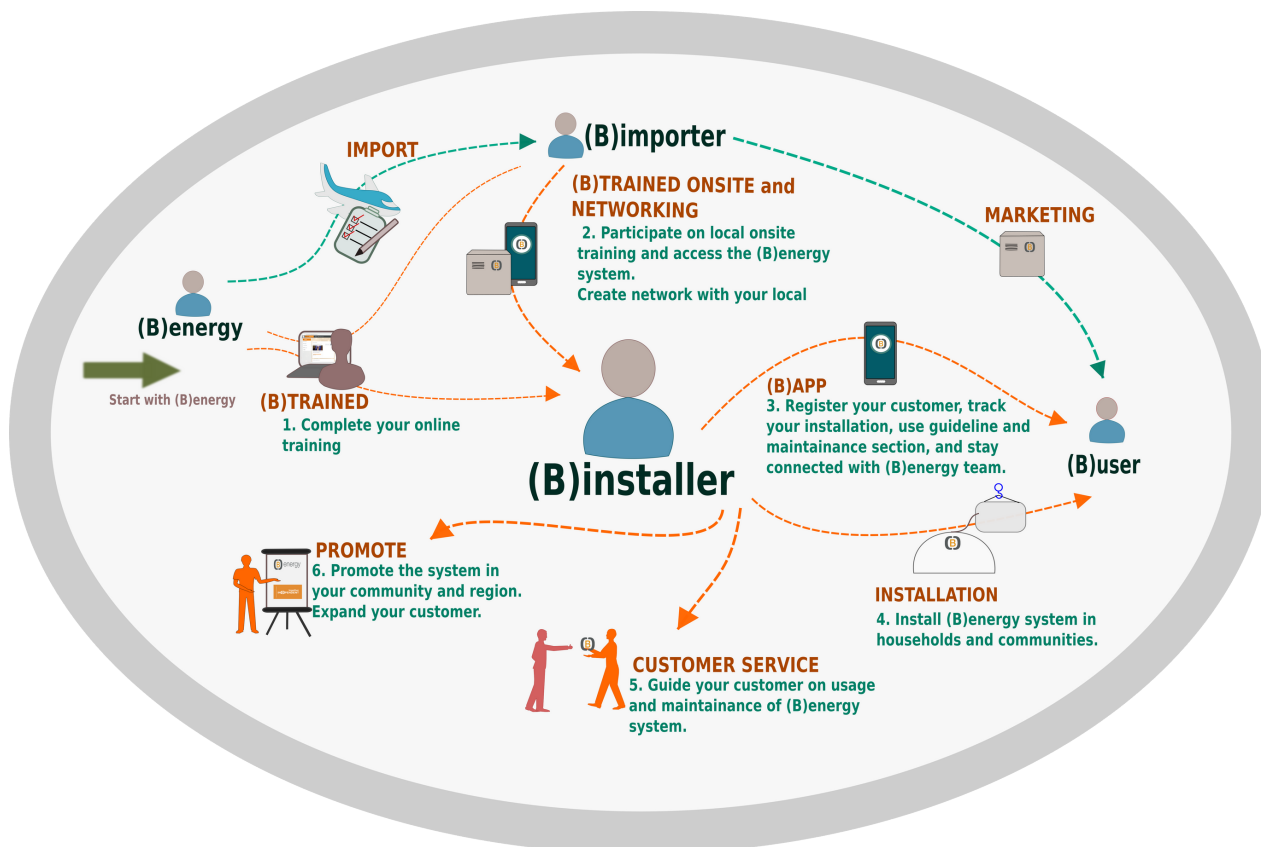
Build up your own biogas business and become the local service provider. Advise potential (B)users and install (B)energy biogas technology at your customers' premises. You can also benefit from maintenance work and the sale of accessories and spare parts.



Prerequisites to become (B)installer

- Good technical understanding and craftsmanship.
- Ideal: an **existing company** or a **business license**.
- A successful participation in the (B)trained online course with the **certificate**. Additional on-site training in Germany or on site is desirable. Contact us!
- **Order** your first biogas system, the (B)system: This includes the biogas digester (B)plant, biogas rucksacks (B)pack and biogas stoves (B)flame. **Freight and prices for the demonstration system can be found here: www.be-nrg.com/prices**
- With the help of the app and our technical support you install your first biogas system and get experience in operating it, thus in producing biogas. Document the installation and results and share it with us.



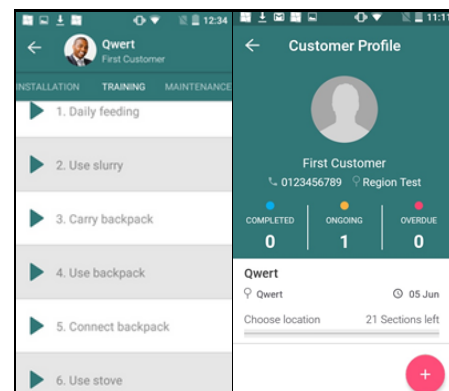


Apply to become one of our (B)installers

- Film yourself and your team of mechanics. Present your successfully installed (B)energy demonstration system.
- Search our platform for an (B)importer in your region! You can find more information at www.be-nrg.com/
- Upload base (currently under construction).
- Upload your application documents and videos of the successfully connected (B)system and your team to our platform.
- (B)importer and (B)energy Germany will contact you and add you to the network as an official applicant.

Advantages of your own business as (B)installer

- You receive a (B)installer license and can order all (B)energy products.
- You will get **(B)installer special conditions** and offers.
- Use (B)app to manage your **customers** and keep track of your installations.
- Keep track of the progress of your installation in the (B)app and contact (B)energy at any time **to solve problems**.



Let's create a brand that people trust in - (B)energy!

Your responsibility

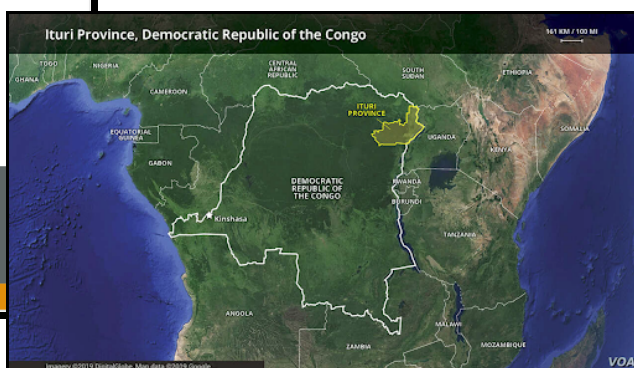
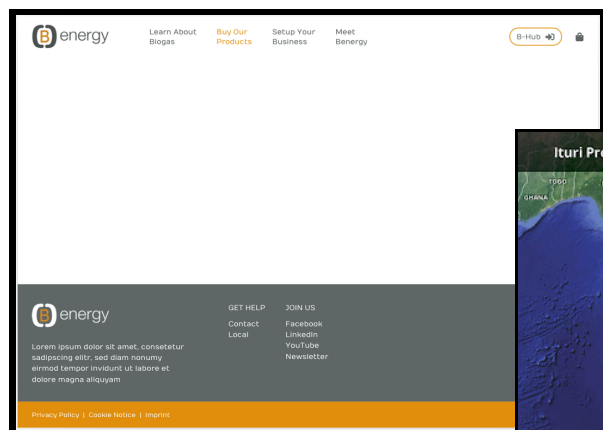
- You have to advertise (B)energy products and do local customer acquisition. Include a person in the team for this!
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- Take responsibility for the forwarded customer inquiries from your (B)importer!
- Convince new customers with your (B)system demonstration plant and the advantages of biogas!
- Conclude sales contracts with (B)users and organize the installations with your team.
- Have a maintenance team for repair and service ready to look after your (B)users. It is possible to conclude service contracts.



Earn money by installing, maintaining, and selling accessories and spare parts!

Advantages of the platform

- You will be listed as an official (B)installer on our platform as soon as you have successfully completed the application process.
- Potential (B)users can find you via the platform map to request your services.
- You can also enter into regular exchanges with other (B)energy partners. We encourage networking among each other and we will introduce you to each other.
- You will receive customer inquiries from (B)energy Germany and your local (B)importer.



(B)importer - logistics & sales partner

Independent entrepreneurs in the field of:

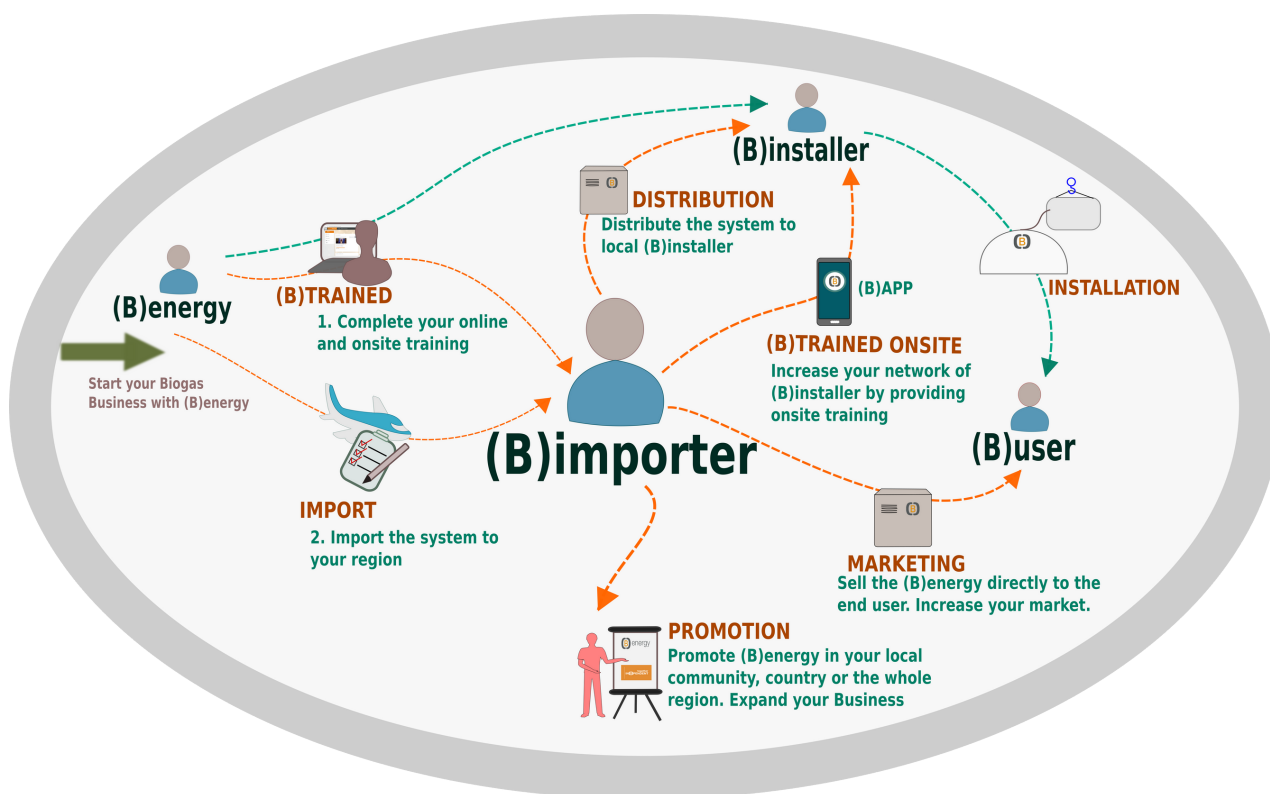
- logistics and import
- trade and sales
- energy and construction

Experienced (B)installers with:

- Ability to import and store
- Possibility and willingness to invest!

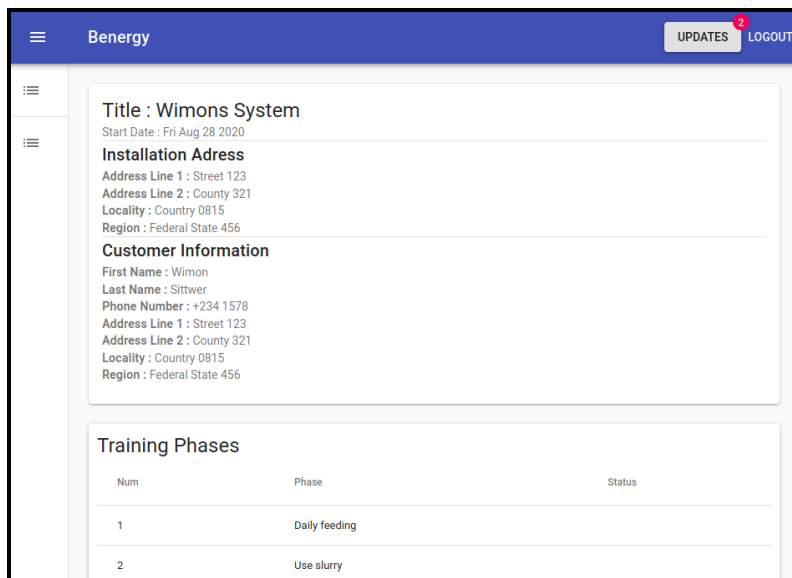
As a (B)importer, you are the most important part of the supply chain in your region. Your tasks include determining the requirements for (B)energy products and arranging for (B)users and (B)installers. With the help of the determination of requirements, you can bundle the orders into one bulk order. You can use this information to organize the import, transport and, in coordination with (B)energy Germany, the pricing. With the help of the dashboard, you can keep track of the systems sold and ensure that they are installed by the (B)installers at the end customer.

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Your Responsibility

- Administration of the (B)installers in your region via the (B)dashboard which is connected to the (B)app.
- National marketing and generation of customer inquiries through advertising.
- Forwarding of customer inquiries to suitable (B)installersImport, transport and local pricing of (B)energy products



Benergy UPDATES 2 LOGOUT

Title : Wimons System
Start Date : Fri Aug 28 2020

Installation Address
Address Line 1 : Street 123
Address Line 2 : County 321
Locality : Country 0815
Region : Federal State 456

Customer Information
First Name : Wimons
Last Name : Sittwer
Phone Number : +234 1578
Address Line 1 : Street 123
Address Line 2 : County 321
Locality : Country 0815
Region : Federal State 456

Training Phases

Num	Phase	Status
1	Daily feeding	
2	Use slurry	

Requirements for the application as (B)importer

- Basic requirements are those that also apply to (B)installers: You have a complete (B)energy demonstration system ordered and successfully connected. You also recorded a presentation of the installation on video.
- In the best case a successful time as (B)installer is already behind you.
- You are familiar with the needs of (B)users or have experience in dealing with similar customers.
- You are an independent entrepreneur in a logistics and transport company.
- Business fluent English or French knowledge in spoken and written is advantageous for communication in the network

You know what is important when importing (B)energy products and you are familiar with the official customs of your country and the government. You also maintain good contact with suppliers and (B)installers in your region.

Application documents

- Description of your motivation
- Certificate of educational qualification
- License of your company, import license
- Pictures and videos from the successfully connected (B)system and your team
- send documents and links to videos to info@be-nrg.com
- (B)energy Germany will contact you and add you as the official importer to the network as soon as your first order is on its way to you.



Use the (B)base

- You will be listed as an official (B)importer on our platform.
- Get your personal login detail to
- (B)user and (B)installer can be found on the platform map and you can also collaborate with other (B)energy Partners.
- We encourage networking between our partners and promote technical developments and new experiences throughout the network
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- You can forward customer inquiries from (B)energy Germany to your (B)installer. This gives you a simple overview of all important orders.

You get

- License as “Official (B)importer” for your country
- Advertising Material to acquire customers
- Access to the dashboard to monitor your local (B)installers and (B)users
- Support from Germany

