

Workshop

Job Description for Industry partners in Iran to support retrofit programs

Private Public Partnership for elimination of ultrafine particle emissions in Iran

Volker Hensel
CEO, VERT[®] Association

VERT[®]: Created to eliminate particle emissions from internal combustion engines (ICE) by means of best available technology

○ Key aspects in the retrofit business

- Retrofit is more than Technology
- It needs ownership of the vehicle owner and the retrofit company
- Competent local technicians in front of the customer
- Training and instruction
- Excellent service
- Availability of products



○ Key factors of success in retrofit

The right **DPF technology** for the application

Serious pre-installation phase and **vehicle evaluation**

Mechanical solid and professional **installation**

Training and instruction of the user



○ Statement of work

- Two parties should work professional together with shared tasks
 - **DPF manufacturer**
Responsible for development, quality, training, delivery...
 - **Local partner**
technical application of the system, advice to customer, mechanical and electrical installation, trouble shooting, service, warehouse

○ Learning Curve in a new retrofit market

Development

Production

Application

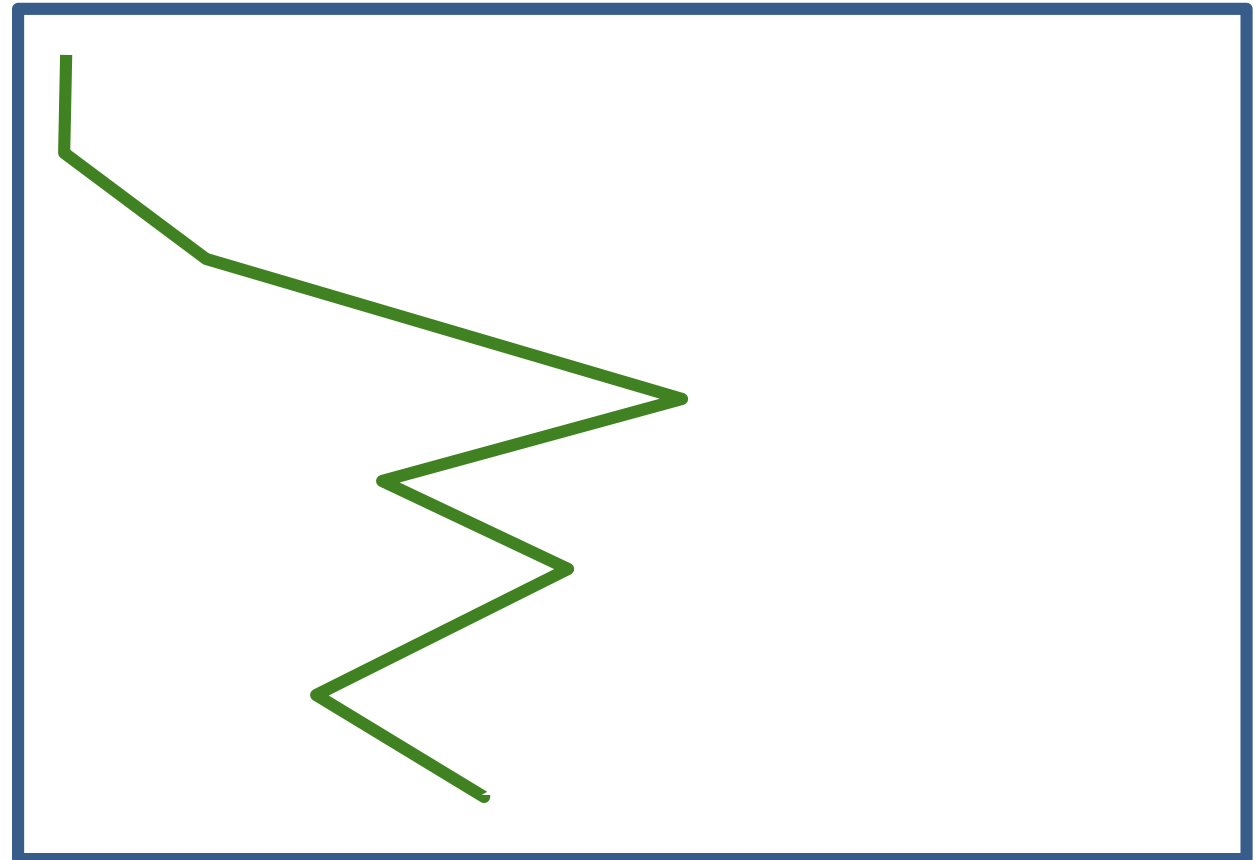
Installation

Warranty

Service

Training

Warehouse



0%

Responsibility of local partner

100%

○ Learning Curve in a new retrofit market

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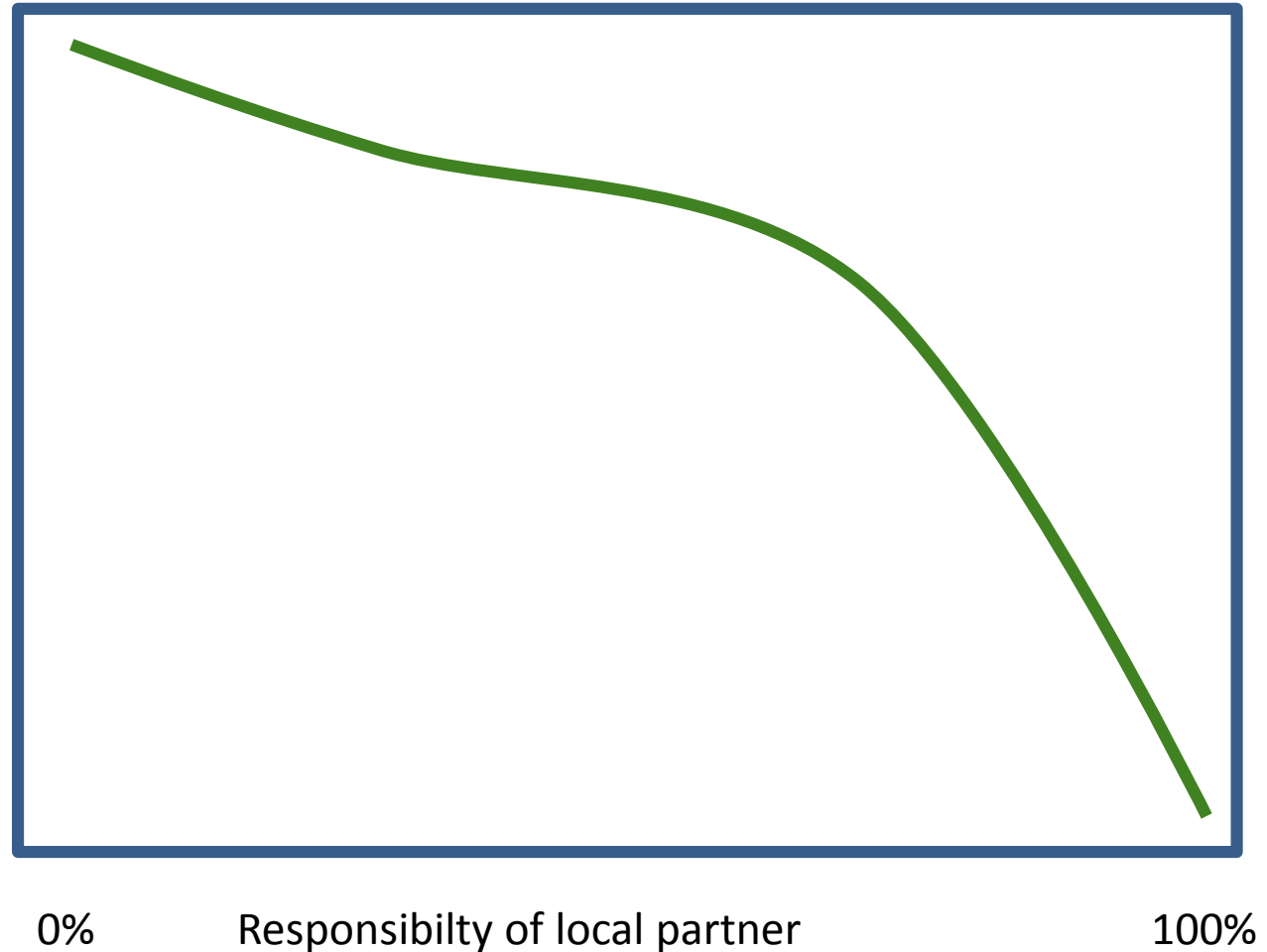
Installation

Warranty

Service

Training

Warehouse



○ Job Description for DPF manufacturers

- Technical competent installation
- All systems need mechanical and electrical automotive competence
- Service to customers – 24 hours reaction time
- Ready to put a service concept in place
- Warehouse capabilities
- Knowledge about local business behavior (tender)
- Willing to invest in new business
- Invest in warehouse