



**USTDA**  
United States Trade and Development Agency

# Colombia Power Market Management System Reverse Trade Mission

## Overview

XM Compañía de Expertos en Mercados S.A. E.S.P. (XM) in Colombia is pursuing the implementation of a market management system (MMS) to improve the reliability of the country's National Interconnected System and optimize investment, as well as support the development of energy-efficiency measures and renewable energy projects in the country. With this goal, XM expects to release a request for proposals during the second half of 2014 for the acquisition of an MMS and supporting IT services.

Senior executives of XM as well as representatives from the Ministry of Mines and Energy (MME), the Regulatory Commission for Energy and Gas (CREG), the Planning Unit for Mining and Energy (UPME), and a Commercial Specialist from the U.S. Commercial Service in Colombia, will participate in a Reverse Trade Mission (RTM) to Washington, DC; Valley Forge, PA; Austin, TX; and Silicon Valley, CA from March 16-26, 2014. The delegates will be familiarized with U.S. MMS, settlement and billing and other related IT technologies and solutions that will assist them with reducing grid supply issues and optimizing investment in the electric power market of Colombia.

## Opportunities for U.S. Businesses

The RTM will provide an opportunity for U.S. companies to learn more about XM's upcoming RFP and to ask key questions about the needs and requirements of the Colombian market and XM specifically. U.S. companies are encouraged to participate in the RTM through:

- Attending the business briefing on Tuesday, March 18, 2014 at USTDA headquarters in Arlington, VA
- Hosting the delegation at your facilities to discuss your expertise and capabilities
- Arranging a site visit "in the field" to demonstrate technology in use
- Sponsoring the RTM or sponsoring a private dinner or lunch meeting with the delegation

## Goals and Objectives

The primary goals and objectives of the RTM are to:

- Familiarize delegates with U.S. MMS and settlement and billing technologies and solutions
- Showcase modern U.S. technologies for the design and implementation of a MMS system for the electricity market in Colombia



**The Colombia Power Market Management System RTM will familiarize senior executives representing XM Compañía de Expertos en Mercados S.A. E.S.P. (XM) – the system operator and market administrator of the Colombian power grid – as well as key officials from its supervisory agencies in the Colombian government, with MMS and settlement and billing technologies and solutions, that will assist them with reducing grid supply issues and optimizing investment in the electric power market of Colombia.**



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### Background

Colombia's dynamic power sector is open to competition and private investment and is under pressure to more effectively manage consumption and distribution for the wholesale electricity market, especially as related to commercial trading and the market's financial management. Government and energy utilities in Colombia are in the process of determining the best way to develop an administrative process for the wholesale power market and adopt corresponding technologies. At present the management of transactions on the wholesale electricity market in Colombia depends on several legacy systems, mostly developed by local companies. XM's functions are equivalent to those of an independent system operator (ISO) or regional transmission organization (RTO). In addition to providing operation planning services and coordinating the resources of Colombia's national grid, XM administers the electric power commercial settlement system in the wholesale market.

### Business Briefing

A full day Business Briefing will take place on Tuesday, March 18, 2014, at USTDA headquarters in Arlington, VA. The Business Briefing will feature presentations by the delegates, a roundtable discussion and one-on-one meetings between the delegates and U.S. companies.

### For More Information

This RTM is being organized on behalf of USTDA by The Webster Group. To learn more about the RTM and opportunities to participate, please visit <http://ColombiaMMS.poweredbytwg.com> or contact:

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### About USTDA

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 planning activities, pilot projects, and reverse trade missions while creating sustainable infrastructure and economic growth in partner countries.

U.S. Trade & Development Agency

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