



## STRATEGIC OUTCOME

### IPHE Stakeholders' Roundtable Berlin, Germany Nov 17, 2011

#### DRAFT

Based upon the presentations and discussions held at the IPHE Stakeholders' roundtable on November 17, 2011 in Berlin, Germany (see separate report), the following recommendations regarding the role the International Partnership for Hydrogen and Fuel Cells in the Economy (IPHE) should play towards successful commercialization of these technologies were concluded:

#### Recommendations for IPHE

- **Market Framework.** IPHE should develop frameworks that will guide and harmonize market development. Topics include facilitation of Regulation, Codes and Standards (RCS) development, education of governments and public, coordination of technology rollout timelines, and harmonization/coordination of policy instruments.
- **Reduce risk by sharing information.** Industries and governments in IPHE countries can benefit by the sharing of information, including technical and benchmarking data, success stories and failures, and policy information and analysis. IPHE should facilitate this information sharing.
- **Stakeholder collaboration.** IPHE should continue to build a broad community of stakeholders including utilities, renewable energy developers and generators, and organizations working in developing markets.
- **Events.** IPHE should continue to organize events like the roundtable with industry stakeholders held in Berlin in 2011 in order to facilitate the information flow between industry and government regarding what needs to happen to move the commercial deployment forward.
- **Focus on common issues across markets.** IPHE should focus on issues that are common to all application areas – for example RCS and education.
- **Influence policy decisions.** Policy decisions by governments are driving fuel cell vehicles deployments. IPHE should find ways to influence these decisions and encourage governments to become early adopters (fleets for example) and to implement incentives for early adoption by individuals and other organizations. IPHE can play a role in convincing governments that the needed investments will be worthwhile and provide a positive return on investment in terms of environmental goals and societal benefits in the future.
- **Build understanding of fuel cells' ability to provide reliable power.** There is a need to increase the general understanding of the role that fuel cells can play in this area. IPHE should engage and work cooperatively with utilities and electrical power system operators, possibly through case studies, to benchmark costs and prove-up the role of hydrogen and fuel cells to help solve storage needs and provide grid stability while increasing the use of renewable energy sources.