

Company Profile: Global Hydro Energy GmbH

GLOBAL Hydro is a worldwide renowned name in the field of hydropower plant technology. We are specialists in Kaplan, Pelton and Francis turbines with capacities of 100 kW to 30 MW.

Our customers trust us because we offer sustainable package solutions for a plant's entire life cycle. With our highly qualified employees, state-of-the-art production facilities, locations and strong partners all across the globe, we aim to provide our international customers with top solutions, while being based in Austria.

With our responsible management of the natural resource, water we positively contribute to our planet's future. We continually drive to develop our sustainable technology, drawing inspiration from the natural power of water.

Quick Facts

Name: Thomas Sageder

Job Title: Area Sales Manager Europe since Oct. 2008

Personal Motto: Carpe Diem



*Thomas Sageder – Area Sales Manager Europe;
Credit: Global Hydro Energy GmbH*

Interview:

What drives you personally and **Global Hydro Energy GmbH** as an energy company?

Our daily drive is the firm belief in the future of renewable energy – especially in Hydro power as one of the most stable and important energy generation solutions for the future. Providing sustainable energy is our responsibility for our and future generations.

Which technologies does **Global Hydro Energy GmbH** provide?

GLOBAL Hydro stands for top quality. All system-relevant core components are manufactured in our state-of-the-art production facility in Niederranna, Austria. One of the biggest advantages of GLOBAL Hydro is the long-time experience in all three main technologies of hydropower – Kaplan-, Francis- and Pelton turbines. Beside the mechanical equipment, we design, calculate, deliver and commission all necessary electrical equipment (middle voltage, transformers, high voltage systems, auxiliary power, etc.). The tailored engineering of our team provides full customized and perfect fitting electro-mechanical water to wire solutions for our customers' projects.

In addition to Austria, **Global Hydro Energy GmbH** is also active worldwide and is particularly engaged in

Central and Eastern Europe. How is business currently there?

The situation in the CEE area is different in every country due to dissimilar development of financial stability and their political context. Some countries like Romania and Albania had a very progressive development for the hydropower business within the last years; others are still working on the necessary frame and basic conditions like functional grid connection and independent energy trading systems. However, we can see a general effort and trend into renewable energy and the importance of hydropower as basis for local energy production.

Which Central and Eastern European markets are particularly interesting for your company?

In general, all of these countries are interesting for GLOBAL Hydro as we focus a long-time strategy into the markets. We always consider the actual situation and start our activities on the level where the market is now.

In your opinion, are there any peculiarities to pay special attention to when doing business in these countries?



Every country in this region is different and needs a different approach.

Can you tell us about an implemented flagship-energy-project of your company in CEE countries?

One of the most challenging and impressive projects in Romania in the UZ-valley, central Romania: GLOBAL Hydro designed, delivered and commissioned a related cascade solution with 7 power houses, 15

turbines, 7 intakes. The installation and commissioning of the full electro-mechanical equipment was done at the same time with three teams on site.

Can you tell us an anecdote about a renewable energy project in one of these countries?

When I was in a client's office, he informed me that our already provided concept and offer must be changed completely, unfortunately due to changing parameters in the project. He asked me to go back to my office for recalculating the concept, technology and of course, the commercial offer and he apologized for this inconvenience in this matter. After coming back to my Hotel on that

evening, I started calculating and finding a new concept for his project. This lasted the whole night but at the end, I could finish everything within this short time frame with assistance of my colleagues in the company. Next morning – very tired, I asked the client for an additional meeting to discuss this new solution. The client was more than surprised and satisfied with the new concept. He confirmed the cooperation for the new project with his statement: “Now I know why I have asked GLOBAL Hydro for assistance and I am convinced that I have found the right partner for this and future projects!”

Which impacts from the current Corona-Crisis do you expect for your activities in CEE countries?

I am convinced that this crisis will lead to a postponement of some projects but feasible projects will be realized sooner or later independent from any actual developments and obstacles. We also got some positive impact from this difficult time by pushing our ongoing digitalisation, which is one of our future aims of GLOBAL Hydro. In addition, we can confirm the excellent acceptance of online meetings by our clients and partners that is also a step forward into an environmental friendly future.



What do you want everybody to know about **Global Hydro Energy GmbH**?

GLOBAL Hydro cannot be seen as a seller of hydropower equipment – we work on and are interested in a long-time partnership together with our clients.

Can you describe a typical day in your office?

No, due to the fact that there is no typical day in my office. This is one of the facts I really enjoy. Every day is different and depends on the positive discussions and feedback that we get from our worldwide clients.

How do you find your inner balance despite of the stressful job in Sales?

A stressful job can be done only together with a great experienced and enthusiastic team of colleagues that I have found in GLOBAL Hydro and a solid basis and background given by my family.

Why do you think **Global Hydro Energy GmbH** is so successful? What is your comparative advantage and what are your unique selling points?

We are listening to our clients, partners and friends, never give up finding the best solution for their projects and we live the partnership with them in good and in bad times.



If we do the interview again in five years again, where does **Global Hydro Energy GmbH** stand then?

Still on the same level as our clients – but much stronger position worldwide!



If you want to know more about our Interview partner, go and check out their website for contact details and more information:
<https://www.global-hydro.eu/en/>

If you like, what we are doing and want to stay informed about renewable energies development in CEE countries please look at:

<https://www.enercee.net/>

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Energy in Central & Eastern Europe