

American Friends of Arts & Metiers ParisTech
Attn: Benhamou Global Ventures, LLC
540 Cowper Street, Suite 200
Palo Alto, CA 94301-18069



Dear ParisTech Arts & Metiers,

I hereby, Delphine Ouaknine give my full authorization to publish the content of this letter on your website in recognessence of the financial support that you have provided me with.

Full Name: Delphine Ouaknine

Date: 10/22/10

Signature:

1. Name of student, background, professional aspirations (1 paragraph, 5 lines)

My name is Delphine Ouaknine and I am 22 years old. After a 2 year undergraduate course I passed the exam of the 'Arts et Métiers' engineering school. I am currently a last year master degree's student in 'Arts et Métiers ParisTech'. When I started my engineering studies, I decided to work in the energy and environment field because I feel concerned about the future of our planet. That is why I chose to major in Energy Efficiency and Renewable Energy and to do all my internship related with that majoring.

2. Please tell us how you were able to get your internship, and the date and length of your stay (1 paragraph, 5 lines)

I needed to do a 3 month-internship abroad this summer (from the 28th of July to the 13th of September 2010) and I wanted to discover how much renewable energies were developed in USA. Indeed this is one of the wealthiest countries in the world but is also the bigger energy consumer. I looked for an internship on several website and found one on www.internjob.com, it was unpaid but the objectives were interesting. Moreover I thought that it would be a great experience to work in the USA for a company that was promoting renewable energy and willing to train students.

3. Please tell us the company or university where you interned and the objective of your internship (1 paragraph, 10 lines), and why you were excited to work there. (1 paragraph, 10 lines)

I worked for SUNELECTRONICS International, which sells renewable energy products and particularly all the items needed to build a photovoltaic plant. This is a family company lead by John Kimball and his wife. Headquarters are in Miami, and they also have a warehouse in Phoenix. Their objective is to sell at the lowest cost their products to contractors or people who want to build their own photovoltaic plant (in this case it was mostly for developing countries). The aim of my internship was mostly to design photovoltaic plant and to realize quotes for customers who sent request on the website.

I was excited to work in SUNELECTRONICS, first because I will find out how important Renewable Energy was in the US and who was interested in this field. When I started to look for an internship in the USA in the energy field, my goal was to expand my skill in this field, improve my technical English, but also discover the American way of life and work. Plus I was also very interested to work in a family company, because that type of company is always very dynamic and give easily more responsibilities to interns. Moreover Miami is a multicultural city and I was excited to work with people that coming from lots of different countries: Turkey, Puerto Rico, Colombia, USA and Canada!

4. Please tell us how you used the funds provided by American Friends of Arts et Metiers (1 paragraph, 5 lines)

I received 1000€ from the American Friends of Arts et Metiers right after my first month in the USA. Even if my internship was unpaid I had to take a J-1 Visa Internship, which cost me about \$1000, and the plane was also very expensive. I took a loan for to pay my rent in Miami, and this sponsorship form the AFAM is very helpful to reimburse it. I am really grateful to the AFAM!

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5. Please summarize your internship, how you achieved the company/university's objectives (1 paragraph, 5 lines), as well as your own personal goals and lessons from this experience (1 paragraph, 5 lines), and finally how this impacted your professional aspirations (1 paragraph, 5 lines).

First I had to study how to design a photovoltaic plant (for Off grid, Grid-Tied or Grid-Tied with back up system): and particularly how to size each element (panels, inverters, batteries, wires, mounting system, grounding system...) depending on the place where the customer wanted to install it and the specific request. Lots of times, customers had no idea of how a photovoltaic plant will work, so I had to start with the beginning and explain them why they will need so many items and what was the use for each of them. I also worked for projects in developing countries (Haiti in particular). So as the company wanted: I helped to promote solar energy to customers but I also realized quotes and help the company to sell several photovoltaic systems.

I also was immediately interested by the way they were managing the warehouse so I spent 2 weeks understanding their methods and at the end of my internship I summarized the improvement that could be done on my point of view. So I think I achieved my personal goals because I worked for meaningful projects in the solar energy and had a technical experience. I also was impressed by the will of the government to promote renewable energy and the money they put in bids for public establishment.

I saw that in Florida, which was particularly hit by the crisis, candidates for governor of Florida were counting a lot of the development of this field in Florida. I even assisted to a press conference given by Alex Sink in SUNELECTRONICS office. This helped me to understand the importance of Renewable Energy in the USA. This experience in the USA was very interesting for me, I really want to work in renewable energy and I would like to have longer experience abroad and particularly in California, a world leader in solar research. Moreover I improved my technical English: I was directly in contact with customers and employees of the company.