## Fact sheet A (for the project team from the engineering firm)

The rise of pollution and the cost of energy have raised a great deal of concern among people. The use of wind power is becoming increasingly popular. However, many wind generator devices on the market are very tall, and birds are often injured or killed by accidentally flying into them. Also, the design and appearance of such generators are not very visually appealing, which affects the aesthetics of the area.

You and your team members work for an engineering firm which specializes in technologies related to energy conservation. Several representatives from an agriculture and fisheries association in China have recently attended a seminar in which your team presented the latest wind power technologies. Impressed by your presentation, one of the representatives has contacted you to meet up with your team to discuss the possibility of developing new wind power generators for them on existing land.

### You will be asked to provide relevant information during the meeting. Now think about how you will introduce yourselves and your firm by filling in the table below, and consider the questions your clients might ask you. You will be asked to provide relevant information during the meeting.

|  |  |
| --- | --- |
| **Name of your firm** |  |
| **Past clients served** |  |
| **Relevant project experiences** |  |
| **Services delivered in past projects** |  |
| **Charges** | HK$4 – 8 million, depending on the project scale |
| **Roles of each team member (to be introduced to your clients)** | Project Leader:  Design Engineer:  Technical Engineer:  Sales Engineer: |

### Fact sheet B (for the client representatives from an agriculture and fisheries association in China)

The rise of pollution and the cost of energy have raised a great deal of concern among people. The use of wind power is becoming increasingly popular. However, many wind generator devices on the market are very tall, and birds are often injured or killed by accidentally flying into them. Also, the design and appearance of such generators are not very visually appealing, which affects the aesthetics of the area.

You and your team members are representatives from an agriculture and fisheries association in China. You have existing 10 hectares of land outside of Shenzhen that you want to use to generate wind power. You have recently attended a seminar in which an engineering firm presented on the latest wind power technologies. Impressed by their ideas, your team intends to hire their professional service for a potential project at your association.

One of your team members has contacted the presenters and arranged a meeting with them to discuss the related technologies and the possibility of hiring the engineering firm to develop a 10-hectacre open field for new wind power generators / windmills. Now take some time to think about the information from this fact sheet, and be prepared to explain it to the team of engineers during the meeting.

**Parameters / Requirements**

***Technical Specifications / Deliverables***

The engineering firm will need to be able to design and develop wind power generators with the following specifications / details:

* perform around-the-clock and generate as much energy as possible
* have a built-in graphics interface to show the amount of energy produced compared to the speed of winds and direction of winds
* run on as little energy as possible
* include a special system that keeps the birds away
* are not noisy and are visually appealing

The engineers are to create a design with the above features and present them to you in a blueprint. They will also need to provide user manuals for operational staff, training sessions and post-sales technical support and maintenance.

***Project duration:*** 12 months, starting preferably on \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ (date)

***Budget:*** HK$2.5 – 5 million

You may think about how you will introduce your company by filling in the table below:

|  |  |
| --- | --- |
| **Name of your company or organization** |  |
| **Role of each team member** |  |
| **Other requirements and needs to be conveyed to the project team** |  |