



How do we support you through the transformation?

Interview with Mandy Hackenberger, Teamlead Services & Business Development Sales

The energy industry is undergoing a fundamental transformation. As part of our Strategic Partnership (StraPa), we support and guide our customers and business partners on their journey toward the energy future with our expertise, core competencies, and our future, broadly diversified portfolio of decarbonized and renewable gases.

Read the interview with Mandy Hackenberger, Team Lead Services & Business Development Sales at VNG Handel & Vertrieb, and find out how our module **"Transformation support"** can help you address the challenges and initiatives involved in further developing your business model. As a strategic partner, we are here to support you every step of the way.

VNG Handel & Vertrieb GmbH:

The strategic partnership of VNG Handel & Vertrieb GmbH comprises six modules. How does the module "Transformation support" fit into the module landscape?

Mandy Hackenberger:

The energy sector finds itself in a highly complex environment that poses a wide range of challenges for companies in terms of energy procurement against a backdrop of ongoing geopolitical uncertainty, dynamic market developments, and ambitious climate protection targets. We want to address these challenges together with our customers as part of our strategic partnership and support them in designing an efficient and targeted supply and procurement strategy.

At the same time, the industry is currently facing one of the greatest challenges of our time. The transformation of the energy system is no longer a future scenario - we are already in the midst of a fundamental process of change that is enormous. We want to accompany our customers as a trusted partner on their journey toward a low-emission, sustainable energy world and have expanded StraPa to include the module "Transformation support". The module aims to facilitate the joint exchange of experiences, solutions, and technologies for a decarbonized energy system of the future in order to pool know-how, learn from each other, and develop and expand technical expertise - even beyond the own core business.



VNG Handel & Vertrieb GmbH:

What components are included in the module Transformation support?

Mandy Hackenberger:

Our module focuses on all topics related to the transformation toward a decarbonized energy supply. To this end, we offer our customers customized workshops tailored to their wishes and needs. The content of these workshops can focus, for example, on topics and issues relating to the market ramp-up of renewable and decarbonized gases such as hydrogen, biomethane, and ammonia, or on regulatory, technical, and energy policy requirements and framework parameters. We also support our customers as a strategic partner in the joint exchange of experience and knowledge when it comes to questions about the current funding landscape or future infrastructure, such as the transport and storage of hydrogen, as well as the derivation and design of individual options for action. In addition, we want to provide practical insights into our current projects, in which we are already testing a wide variety of scenarios, technological innovations, and processes for the successful ramp-up of renewable energy sources.

VNG Handel & Vertrieb GmbH:

What added value does the module offer customers of VNG Handel & Vertrieb?

Mandy Hackenberger:

One thing is clear: the energy sector has never faced such profound changes as it does today. In order to successfully transition from fossil fuels to renewable energy sources, it is essential to initiate the necessary transformation processes for the market ramp-up of decarbonized gases as quickly as possible and to build up the required technical expertise. Above all, this requires close cooperation and partnership between all stakeholders, enabling knowledge, skills, resources, and experience to be used and harmonized in the best possible way.

As part of our strategic partnership, we raise awareness of the challenges ahead, highlight future prospects, and share our expertise with our customers in order to jointly set the course for successful change.

Strategic partnership – Perfect solutions are created together!

In the strategic partnership, we will work together to find the optimal solution for your energy procurement and accompany you on your journey into the energy world of tomorrow.

For further information about the **strategic partnership**, please contact us:

Telephone: 0341/443-1910

E-Mail: kontakt@vng-handel.de

