



Track Record

September 2018

Year	Country	Service type	Detailed description / Activities performed / Deliverables
2017 - ongoing	Saint Vincent and the Grenadines	Due Diligence, Energy Storage	<p>Project title: Engineering review Saint Vincent Solar Battery Hybrid</p> <p>Plant size: 600p kW solar PV + 525 kWh battery storage</p> <p>Description: The hybrid power plant will be installed on Union Island, next to the utility power station. We are reviewing and supporting the approval of the final system design before construction can start (Plant layout, plant components, plant controller, BESS), including testing, commissioning and O&M procedures.</p>
2018 - ongoing	India	Business Strategy, Financial Modeling	<p>Project title: Business analysis on energy storage value for distribution companies (DSO)</p> <p>Plant size: 60,000 systems for 80 DSO</p> <p>Description: Prepare a high-level presentation on the “Value of energy storage in distribution network for increasing system reliability”, data collection to understand the issues faced in reliability of distribution network, identification of parameters for conducting a techno-economic analysis comparing distributed energy storage with grid-level energy storage, analysis of different business strategies for distribution utility on energy storage measures.</p>
2018	Mexico	Financial Modeling, Storage	<p>Project title: Financial model optimization</p> <p>Plant size: 43 MW PV + 25 MW PV + 10 MW BESS</p> <p>Description: Analysis, bug fixing and optimization of two financial models for a 43 MW PV plant and a 25 MW PV + 10 MW BESS plant (project finance, multiple debt, plan destroyed after natural disaster, insurance cover, multiple refinancing and complex shareholding structure).</p>

2017 - ongoing	Mexico	Advisory Services, Bid Analysis, Contract Negotiations, OM, Storage	<p>Project title: Battery Energy Storage System procurement process</p> <p>Plant size: 23 MW PV + 10MW/5MWh BESS</p> <p>Description: Performed bids evaluation for the supply of a 10 MW / 10 MWh BESS connected to the grid. Reviewed the 3 offers, created the technical and commercial evaluation matrix, ranked the bidders and provided recommendation of selection. After selection, supported contract negotiation phase with preferred bidder until closing of the supply, installation and OM contracts.</p>
2017	Kenya	Feasibility Study, Rural Electrification, PV Storage Systems, Financial Modeling	<p>Project title: Feasibility studies for 7 solar-diesel-battery mini-grid systems in Marsabit County villages, Kenya</p> <p>Plant size: 7 Solar-Hybrid mini-grids from 2 kW to 30 kW</p> <p>Description: Compiled field data resulting from field survey mission in the 7 villages and created a load pattern over the life time of the project based on actual and expected local usages of electricity. After the 7 systems have been designed, created a financial model of the mini-grids considering they would be procured and operated by private investors under on the revenue model derived from the uniform tariff scheme of Kenya Regulatory Authority. Financial modelling included sensitivity analysis and determination of the best combination of grants, tariff and expected load to create a sustainable business model.</p>
2017	Mexico	Pre-feasibility Study, PV Storage	<p>Project title: Pre-feasibility study analyzing the integration of an Energy Storage System (ESS) into the “Aura Solar I” Solar PV Power Plant</p> <p>Plant size: 15MW PV + 10 MWh ESS</p> <p>Description: Within the global technical economical pre-feasibility study, we performed financial analysis of the opportunity to add a BESS to a planned 15 MW PV plant to be connected to the grid. Definition of modelling assumptions, created 10 pre-financial models to determine the BESS size that would match investor profitability requirements, sculpted the revenue streams combining PV and BESS sales in a deregulated free market context, ran 3 full financial modelling simulations with three different BESS technologies and performed multiple sensitivity analysis and model sculpting to determine the best business case for the investor.</p>
2017	Senegal	Technical Assistance, Rural Electrification, PV Storage Systems	<p>Project title: Concession électrique Energie Renouvelable Africaine</p> <p>Description: Comparison of expected load profiles calculated with QiLoad software, based on consumption estimates. Comparison of estimated load profiles with real consumption profiles. Preparation of O&M phase of 70 villages. Analysis of resources, tools, methodology, risks & mitigation.</p>

2017	Ethiopia	OM Management	<p>Project title: Ashegoda Wind farm 120 MW</p> <p>Plant size: 120 MW Wind farm</p> <p>Description: Managing of the OM subsidiary of a 120 MW wind farm in Ethiopia. Technical and Commercial management of the subsidiary (HR, Finance, supply chain, contract, subcontractors, HSE). Managing the local staff according to site policy guidelines (50 people)Reporting to the owner’s representative.</p>
2017 - 2018	Kenya	Owner’s Engineer	<p>Project title: Feasibility study for a grid connected 20 MW Solar-Wind-BESS Hybrid power plant in Thigio, Kenya</p> <p>Plant size: 10 MW Wind + 10 MW Solar power plant</p> <p>Description: Conducted the full feasibility study for the power plant including:</p> <p><u>Pre-feasibility study:</u></p> <ul style="list-style-type: none"> - Preliminary satellite data based resource assessment for wind and solar, preliminary environment assessment and electrical study, preliminary plant design and energy estimates, financial analysis <p><u>Feasibility study:</u></p> <ul style="list-style-type: none"> - Tendering of on-site measurement installation for wind and solar resource - Tendering of the full IFC compliant ESIA study - Tendering of the full grid interconnection study - On site data collection and resource assessment - Battery storage system sizing and plant design - Final plant design and energy estimate calculation - Creation of template agreements for EPC and OM - Support in PPA negotiations with the off taker - Full financial modelling, creation of Info Memo and support in negotiation with equity partners and lenders.
2017	Tanzania	Wind Turbines Selection, OM	<p>Project title: Selection of 3 models of wind turbines suitable for 5 wind farms on islands of Zanzibar</p> <p>Plant size: 8 x 5MW wind farms (40MW) on 2 islands</p> <p>Description: Evaluated the most suitable models of wind turbine for 5 projects of 8 MW each on the 2 islands of Zanzibar, including evaluation of transport and installation constraints, grid compatibility assessment, CAPEX/OPEX comparison, evaluation of contractual arrangements for EPC and OM from the manufacturers. 10 wind turbine models in the range of 275 kW to 2 MW were evaluated and a short list of three models was established.</p>

2017 - ongoing	Mozambique	Feasibility Study, Project development support, Owner's Engineering	<p>Project title: Wind for food - Full feasibility study for a 50 MW wind farm and a 1,000 ha agriculture project in Mozambique</p> <p>Plant size: 50 MW wind farm and 1,000 ha agriculture project</p> <p>Description: Full feasibility study for a 50 MW wind plant, starting with preliminary wind resource assessment and estimated energy production calculations, financial modeling and project development guidance, including coordination of all the detailed studies (wind resource assesment, ESIA, grid connection study); combined with a 1,000 ha agriculture project feasibility study, including a mix of export and local cultures (crop selection, value chain analysis, acces to the market, business case evaluation and business models determination). Securing grant funding for our client to support the development cost.</p>
2016 - 2017	Kenya	Pre-feasibility Study, PV-Storage Mini-grid, Rural Electrification, Load Profiling	<p>Project title: Hybrid Solar PV Mini-grid in Eliye Springs, Turkana County, Kenya</p> <p>Plant size: 70 kW PV + 30kW/137 kWh Battery</p> <p>Description: Preliminary assessment of a PV + Storage mini-grid in Eliye Springs, as part of the rural electrification program ProSolar. Activities included:</p> <ul style="list-style-type: none"> - Site survey and interviews of local stakeholders, residents, businesses - Modelling of electrical load profile at time of survey and load forecasting throughout the lifetime of the project - Assessment of energy consumption habits - Conceptual design of the generation system <p>Recommendations for implementation</p> <ul style="list-style-type: none"> - Solar resource assessment - Conceptual design of the system including generation, storage, distribution - Assessment of local economic environment: willingness to pay and ability to pay.
2016	Kenya, Thailand, Vietnam	Training, Renewable Energy Policy	<p>Project title: Preparation and implementation of the PPA Boot Camp 26th & 30th of September 2016</p> <p>Description: Organization of the two-day Power Purchase Agreement Bootcamp for an official delegation of private developers and governmental utilities from Vietnam, Thailand and Kenya, within the framework of the Project Development Program (PDP) in Frankfurt and Berlin.</p> <p>Preparation of 7 training modules covering various aspects of wind energy PPAs: Institutional and Regulatory, Technical during project development and construction, Technical during wind farm operations, Legal aspects of PPA's, Financial and Economic aspects, and Risk Analysis and mitigation between off taker and seller. Created training material, performed training and organized case study in the form of role playing negotiation simulation. Identified additional needs for follow up training based on interactions with participants and provided recommendations to the client for follow up support to the countries.</p>
2016 - 2018	Turkey, Colombia, Nicaragua, Madagascar, France	Project Management	<p>Project title: Compact hydro EPC project management</p> <p>Description: Management of small and mid-size hydropower projects for a global EPC player manufacturing hydropower turbines. All duties related to project management are covered: coordination of internal and external teams and works, customer relation, contractual and financial management, operational responsibilities: design, manufacturing, logistics, construction.</p>

2016	22 islands from the SIDS (Caribbean, Pacific, Atlantic) + Greenland, Curacao	Renewable Energy Policy, Quickscan Analysis	<p>Project title: Baseline assessment of the implementation status of the OCTs Sustainable Energy Road Map in 22 SIDS</p> <p>Description: Lighthouse Quickscan questionnaire aims at assessing the market readiness for massive deployment of Renewable Energy and Energy Efficiency in selected territories, covering 7 markets components from Institutional and Regulatory to Availability of Finance and International support.</p> <p>Facilitated the Lighthouse Quickscan questionnaire to the 22 OCTs in the Pacific, Caribbean and Atlantic regions, provided tailored guidance to the participants for the completion of the Quickscan; compiled, analyzed and presented results in a graphical and ready for outreach manner. Drew conclusions based on answers to questionnaires and provided recommendations to the client regarding the areas of action and international support needed to accelerate energy transition in each of the territories.</p>
2016 - 2017	Kenya	Owner's Strategic Advisor, Wind Turbine Assessment, Financial Modeling	<p>Project title: Wind farm project development services</p> <p>Plant size: 100 MW wind farm in Maikona, Kenya</p> <p>Description: Performed a preliminary assessment for a 100 MW wind plant; preliminary wind resource assessment and estimated annual energy production with three different models of wind turbines, preliminary ESIA screening, preliminary electrical connection study, plant design. Performed various financial simulations and sensitivity analysis to determine market conditions that would create a business case meeting investor's expectations. Provided global project development guidance and completed progress reports needed for the client to obtain extension of the project development concession.</p>
2015 - 2016	France, USA, World	Sales and Business Development, Advisory Services	<p>Project title: International Sales and Business Development Strategy advisory services</p> <p>Description: For an industry producing large scale power transformers (30 MVA to 800 MVA) for nuclear, hydro and T&D applications. Provided strategic advice to CEO and operational support to the sales team for defining and implementing business strategy shift. Performed a worldwide market analysis covering 54 countries and defined strategical and tactical markets with precise mapping of potential clients and competition. Coordinated creation of marketing tools (digital, print). Designed enhanced organizational chart for strategy implementation, including a network of local agents and influencers. Detailed analysis of the USA market, including imports/expert statistics, data base of planning, construction and maintenance of power transformers, geographical and sectorial mapping of potential clients, identification of local partners and influencers, identification of tenders, creation of CRM. Conducted recruitment of USA sales manager. Acted as Interim VP Sales and Business Development for the USA.</p> <p>Started a company shift toward market and client oriented organizational chart.</p>
2015 - 2016	France	Business Development	<p>Project title: Wind farm portfolio origination</p> <p>Plant size: 400MW wind portfolio</p> <p>Description: Business development services in Europe with a focus on the French market for the acquisition of new wind asset; Performed desktop and onsite market study during tradeshows, networking with players in the M&A arena, intermediation services between client and potential partners (investors, developers, lenders).</p>

2015	19 islands from the SIDS (Caribbean, Pacific, Indian Ocean)	Renewable Energy Policy, Quicksan Analysis	<p>Project title: Baseline assessment of energy transition implementation status in 19 SIDS</p> <p>Description: Lighthouse Quicksan questionnaire aims at assessing the market readiness for massive deployment of Renewable Energy and Energy Efficiency in selected territories, covering 7 markets components from Institutional and Regulatory to Availability of Finance and International support.</p> <p>Facilitated the Lighthouse Quicksan questionnaire to the 19 SIDS in the Pacific, Caribbean and AIMS regions, provided tailored guidance to the participants for the completion of the Quicksan; compiled, analyzed and presented results in a graphical and ready for outreach manner. Drew conclusions based on answers to questionnaires and provided recommendations to the Client regarding the areas of action and international support needed to accelerate energy transition in each of the territories.</p>
2015	Kenya, Tanzania, Ethiopia, South Africa	Market Analysis, Business Development	<p>Project title: Growth opportunities in residential energy solutions in East Africa</p> <p>Description: Conduct the market analysis of the B2C energy sector in 4 east African countries through local interviews and desktop research (competitive landscape, regulatory framework, demand characterization, insights from market players). Identified different business opportunities and different business models through value chain and key success factors analysis.</p>
2015	USA - World	Strategic Advisory Services, Business Strategy	<p>Project title: Engineering & Business strategy advisory services</p> <p>Plant size: Mid-size airborne wind turbine prototype</p> <p>Description: For an innovative MIT start-up in Boston, USA, developing an airborne mid-size wind turbine, we provided advisory services during product design and access to market phases. We analyzed the market requirements and service use cases and determined implications on product design. We provided guidance on hybrid system design, installation and operations. We performed various financial modelling simulations, bottom up approach of CAPEX/OPEX targets. Approached various key account leads in the access to energy sector and engaged discussions for strategic partnerships. Provided guidance on system design, operation planning, business development planning and implementation in Europe and Africa. We built capacity in renewable energy project finance, system certification, testing and commissioning standards, bankability standards.</p>
2015	Germany, France, Spain, Italy, Switzerland	O&M Strategy Review, Strategic Advisory Services, Due Diligence	<p>Project title: Operations & Maintenance Strategy Review</p> <p>Plant size: 1000 MW portfolio</p> <p>Description: During a major M&A process targeting the acquisition of a European project developer and operator by a swiss utility. Analyzed the existing business structures for the O&M of a wind portfolio covering 5 countries in Europe. Development and sensitivity analysis of different business growth scenarios, from fully in house to fully externalized. Recommendation of implementation measures for the best-fit scenario.</p> <p>Due Diligence of O&M department organization in 5 European countries, strategy definition for preparation the portfolio growth in the coming 10 years.</p>
2015	France	Asset Management	<p>Project title: Performance data analysis for optimization of O&M processes</p> <p>Description: SCADA data analysis on selected wind turbines, fleet correlation, aging forecasting for key components.</p>
2015	France	Asset Management	<p>Project title: CMSS data analysis for a fleet of wind turbines</p> <p>Description: Definition of analysis criteria, critical analysis of data extracted from CMSS of the client, creation of indicators and follow up charts.</p>

2014	Germany, France	Technical Due Diligence	<p>Project title: Technical Due Diligence 205 MW Wind Park Portfolio</p> <p>Plant size: 205 MW Wind Park Portfolio</p> <p>Description: Assessment of wind energy production, forecasting, performing red flag analysis, for wind farms in Germany and France.</p>
2014 - 2015	Kenya	Feasibility Study, Independent Engineering Services	<p>Project title: Wind farm project development services</p> <p>Plant size: 50 MW wind farm in Ngong, Kenya</p> <p>Description: Performed a preliminary assessment for a 50 MW wind plant; preliminary wind resource assessment and estimated annual energy production with three different models of wind turbines, preliminary ESIA screening, preliminary electrical connection study, plant design. Performed various financial simulations and sensitivity analysis to determine market conditions that would create a business case meeting investor's expectations. Provided global project development guidance and completed progress reports needed for the client to obtain extension of the project development concession.</p>
2014 - 2015	Kenya	Feasibility Study, Independent Engineering Services	<p>Project title: Wind farm project development services</p> <p>Plant size: 45 MW wind farm in Malindi, Kenya</p> <p>Description: Performed a preliminary assessment for a 45 MW wind plant; preliminary wind resource assessment and estimated annual energy production with three different models of wind turbines, preliminary ESIA screening, preliminary electrical connection study, plant design. Performed various financial simulations and sensitivity analysis to determine market conditions that would create a business case meeting investor's expectations. Provided global project development guidance and completed progress reports needed for the client to obtain extension of the project development concession.</p>
2014 - 2015	Kenya	Feasibility Study, Independent Engineering Services	<p>Project title: Solar farm project development services</p> <p>Plant size: 40 MW solar farm in Magadi, Kenya</p> <p>Description: Performed a preliminary assessment for a 40 MW solar farm; preliminary solar resource assessment and estimated annual energy production with different PV technologies, preliminary ESIA screening, preliminary electrical connection study, plant design. Performed various financial simulations and sensitivity analysis to determine market conditions that would create a business case meeting investor's expectations. Provided global project development guidance and completed progress reports needed for the client to obtain extension of the project development concession.</p>
2014	Samoa	Independent Engineering Services, Testing and Commissioning, Quality Control	<p>Project title: Independent Engineering Services for Wind Farm Performance Testing</p> <p>Plant size: 3 x 275 kW</p> <p>Description: Assessment of wind energy production, Conducting and verifying wind farm performance according to IEC 61400-1 standard (power curve performance testing), conducting and verifying reliability run test for wind farm, technical inspection of wind turbines before and after testing, performing supply chain management and quality control checks, Factory acceptance testing.</p>
2014	Kenya	Project Management	<p>Plant size: Kinangop 60 MW Wind farm</p> <p>Description: For the project sponsor, organized a study trip for 15 Kenyan stakeholders (member of parliament, farmers, local stakeholders) in Ethiopia. Arranged meetings with Ethiopian officials (utility, ministry of energy), visit of the two wind farms of the country (Ashegoda, Adama) and meetings with local neighbors of the wind farms.</p>

2014	France, Germany	Technical Due Diligence	<p>Project title: Technical Due Diligence 133 MW Wind Park Portfolio</p> <p>Plant size: 133 MW Wind Park Portfolio</p> <p>Description: Assessment of wind energy production, strategic consulting on portfolio negotiations with seller on behalf of buyer, forecasting, identifying and evaluating portfolio performance during operations phase, coordinating and managing technical due diligence stakeholders optimizing expert study activities, performing gap analysis, identifying performance and operations scenarios under different possible future renewable energy regulations in Germany.</p>
2014 - 2016	Uzbekistan	Feasibility Study, Training	<p>Project title: Technical & Economic Wind Feasibility Study for 200 MW wind farm in Uzbekistan</p> <p>Plant size: 200 MW Wind Farm</p> <p>Description: Evaluation of the technical and financial viability for commercial wind project developments in Uzbekistan. Preparation of a wind atlas for the country. Strategic consulting on the implementation of a commercial wind program in Uzbekistan. Knowledge transfer, conducting of workshops, creating and training a task force on wind energy for Uzbekistan. Electrical and civil engineering conceptual design, logistics planning, contract negotiations with wind project suppliers, evaluation of grid integration options, assessment of equipment, planning of transportation, construction, and commissioning of wind farms, economic and financial modelling, environmental assessments.</p>
2012 - 2013	Haiti	Business Development	<p>Project title: Hybrid System (Wind- Diesel)</p> <p>Description: Market development for project opportunities (Wind turbine manufacturer)</p> <p>Supporting project stakeholders in: site selection, feasibility studies coordination and financial structuring for decentralized wind energy projects.</p>
2012 - 2013	France - Africa	Advisory Services	<p>Project title: Evaluation of sustainable renewable energy business models in Africa (French Ministry of Foreign affairs)</p> <p>Description: Reviewing existing literature, screening existing wind and solar projects in emerging countries, business models mapping and analysis, identifying participants and preparing roundtable agenda.</p>
2012 - 2013	USA	Owner's engineering, OM Contracts Negotiations, Business Development	<p>Project title: Supporting project sponsor</p> <p>Plant size: NYSTA 1,1 MW</p> <p>Description: Supporting project sponsor in distributed generation project development efforts, providing preliminary wind resource assessment, annual energy production estimates, plant design, financial simulations of the project profitability considering different financing incentive schemes. Drafted, negotiated and signed turbine supply agreement, EPC and Operation and Maintenance contracts.</p>
2012	Algeria	Training	<p>Project title: PPA Training sessions</p> <p>Description: Organization of two training sessions on renewable energy Power Purchase Agreements for officials from the Ministry of Energy, the Renewable Energy Agency and the Electric Utility of Algeria, within the framework of the Mediterranean Solar Plan in Algiers.</p> <p>Preparation of 4 training modules covering various aspects of wind energy PPAs: Institutional and Regulatory, Technical during project development and construction, Technical during wind farm operations, Legal aspects of PPA's, Financial and Economic aspects, and Risk Analysis and mitigation between off-taker and seller. Created training material, performed training and organized case study in the form of role playing negotiation simulation.</p>

2012	Germany, France	Technical Due Diligence	<p>Project title: Technical Due Diligence, 83 MW Wind Park Portfolio</p> <p>Plant size: 83 MW Wind Park Portfolio</p> <p>Description: Evaluation of 10 Wind project sites, Quality management, Technical Due Diligence of Permit Procedures, Technical evaluation of wind turbines and their performance, financial viability evaluation, Analysis of results and development of an Evaluation matrix of all wind parks within the portfolio, Results presentation and recommendation.</p>
2012	Egypt	Engineering Services, Feasibility Study	<p>Project title: Feasibility Study for hybrid systems, 7-20 MW Wind and PV</p> <p>Plant size: 7-20 MW Wind and PV</p> <p>Description: Engineering services for conceptual design of a wind-solar/diesel-gas turbine hybrid system at three sites in Egypt. Technical and economic feasibility study services, identifying and developing an implementation plan for a pilot project that can be used as a model for other locations.</p>
2012 - 2013	Dominican Republic	Pre-feasibility Study	<p>Plant size: Jimani 30 MW</p> <p>Description: Supporting the public project sponsor EGEHID in project development efforts of a 30 MW wind farm coupled to a hydro dam, providing preliminary wind resource assessment, annual energy production estimates, plant design, financial simulations of the project profitability considering different financing incentive schemes. Supported the application and obtaining a grant from the French Government (FASEP) for the completion of a full feasibility study.</p>
2012 - 2013	Bahamas	Preliminary Study, OM Contracts	<p>Plant size: Andros 1 MW</p> <p>Description: Supporting project sponsor in distributed generation project development efforts, providing preliminary wind resource assessment, annual energy production estimates, plant design, financial simulations of the project profitability considering different financing incentive schemes. Drafted, negotiated and signed turbine supply agreement, EPC and Operation and Maintenance contracts.</p>
2012 - 2013	Puerto Rico	Preliminary Study, OM Contracts	<p>Plant size: Fort Buchanan 825 kW</p> <p>Description: Supporting project sponsor in distributed generation project development efforts, providing preliminary wind resource assessment, annual energy production estimates, plant design, financial simulations of the project profitability considering different financing incentive schemes. Drafted, negotiated and signed turbine supply agreement, EPC and Operation and Maintenance contracts.</p>
2012	Mauritius	Business Development	<p>Project title: IPP Solar Project</p> <p>Plant size: 6MW (3x2MW) IPP Solar Project</p> <p>Description: Bid preparation for the solar RFP issued by Central Electricity Board. Coordination of client engineering teams work on plant design and grid connection, business model analysis and tariff setting. Tender was ultimately cancelled by CEB.</p>
2012 - 2014	Mauritius	Business development	<p>Project title: 18 MW wind farm PPA negotiations in Mauritius</p> <p>Plant size: 18 MW</p> <p>Description: Finalization of the PPA between the project sponsor and the Central Electricity Board. Contractual review, risk analysis, evaluation of technical warranties and financial collaterals, mitigation of liabilities, negotiations (remote and meeting).</p>

2012	Jamaica	Feasibility Screening	<p>Project title: Wind farm pre-feasibility study</p> <p>Plant size: 60 MW Wind + PV</p> <p>Description: For a cement factory in Jamaica, performed wind resource pre-assessment, economic modelling, yield calculation, project development planning and system basic engineering.</p>
2012	St Kitts	Pre-feasibility Screening	<p>Project title: Feasibility study hybrid system</p> <p>Plant size: 0,75 MW Wind + 1 MW PV + 1 MW Diesel + Storage</p> <p>Description: For a hotel complex in St Kitts, performed wind and solar resource basic assessment, economic modelling, hybrid system modelling and basic engineering.</p>
2011 - 2015	Kenya	Technical Due Diligence, Financial Modeling, Advisory Services	<p>Project title: Technical Due Diligence & Technical Consulting 60MW Wind Farm Kinangop</p> <p>Plant size: 60MW Wind Farm</p> <p>Description: Technical due diligence for electrical and civil engineering, wind resource assessment, contract review, insurance requirements review, financial modelling. Technical feasibility review, support in PPA, TSA, EPC contracts negotiations, wind assessment and energy yield calculation, preparing power curve performance tests, review of transport studies, permits, noise and environmental studies, construction program.</p>
2011 - 2012	Ethiopia	Advisory Services	<p>Project title: Ashegoda wind farm 120 MW</p> <p>Plant size: 120 MW Wind</p> <p>Description: Support to client General Management for contract implementation and negotiations of a major amendment of the contract representing 75% of the total contract value. Negotiation and signature of the operation and maintenance contract between wind turbine supplier and the utility owning the wind farm.</p>
2011	Germany	Technical Due Diligence	<p>Project title: Technical Due Diligence, Wind Park Portfolio</p> <p>Description: Evaluation of Wind project sites, Quality management, Technical Due Diligence of Permit Procedures, Technical evaluation of wind turbines and their performance, financial viability evaluation, Analysis of results and development of an Evaluation matrix of all wind parks within the portfolio, Results presentation and recommendation.</p>
2011 - 2014	USA	Sales and Business Development	<p>Plant size: from 275 kW to a few MW</p> <p>Description: Supporting project sponsor in distributed generation and grid connected wind project development efforts, providing preliminary wind resource assessment, annual energy production estimates, plant design, financial simulations of the project profitability considering different financing incentive schemes. For wind turbine manufacturer.</p>
2010 - 2012	Kazakhstan	Feasibility Study, Business Development, Financial Modeling	<p>Project title: Feasibility Study and system design for 10 wind projects in Kazakhstan (100MW +)</p> <p>Plant size: 100 MW+ Wind Park Portfolio</p> <p>Description: Evaluation of the technical and financial viability of 10 wind farms in western Kazakhstan. Electrical and civil engineering conceptual design, logistics planning, contract evaluation, evaluation of grid integration options, assessment of equipment, planning of transportation, construction, and commissioning of 10 wind farms, financial modelling. Conducted technical and economical pre-feasibility study, proposed contractual pre arrangements, recommended technology choices and design, economic modeling and determination of financial project viability, economic screening study, transport study, market overview.</p>

2010 - 2011	Kenya	Energy Road Map, Training, Selection of Site	Project title: Countrywide Wind Measurement Campaign Description: Identification and selection of over 40 sites for a wind measurement campaign (> 12 months measurement); delivery of equipment and software; knowledge transfer; capacity building and training; strategic advice; road map for future wind energy projects.
2010	Romania	Owner's Engineer, EPC	Project title: Owner's Engineer, EPC, 40MW Wind Park Dorobantu Plant size: 40 MW Wind Description: Tender Support, Project Management, Risk Management, Budget Control & Monitoring, Health & Safety, Subcontractor Management, Project Initiation, Client's Advisor
2010	USA (Hawaii)	Project Management, Engineering, Hybrid System (Wind-Diesel)	Project title: Pre-feasibility study hybrid system Plant size: 2 MW Description: Pre-feasibility Study and system design for wind- diesel hybrid system on Molokaii Island, Hawaii, USA.
2009 - 2010	USA (Alaska)	Project Management, Engineering, Hybrid System (Wind-Diesel, Hydrogen, Fuel Cell)	Plant size: 675 kW Description: Pre-feasibility study and system design for cold climate wind-diesel hybrid system in a community. St. Paul Island, Alaska.
2009 - 2010	USA (Alaska)	Project Management, Engineering, Hybrid System (Wind-Diesel)	Plant size: 95 kW Description: Pre-feasibility study and system design for cold climate wind-diesel hybrid system in a community. St. George Island, Alaska.
2009 - 2010	USA (Alaska)	Project Management, Engineering, Geothermal	Pre-feasibility study and system design for a utility scale geothermal power system.
2009 - 2010	USA (Alaska)	Project Management, Engineering, Hybrid System (Wind-Diesel)	Plant size: 65 kW Description: Owner's Engineer for cold climate wind-diesel hybrid system in a community. Nikolski, Alaska.
2009 - 2010	USA (Alaska)	Project Management, Hybrid Systems	Plant size: Multiples small scale wind diesel hybrid systems Description: Supported operations and maintenance of a state-wide operating utility with the management of multiple hybrid systems utilities. Utility Management.
2008 - 2009	Nigeria	Sales and Business Development	Project title: Katsina Wind Farm 10 MW Plant size: 10 MW Wind Description: Supporting project sponsor in distributed generation and grid connected wind project development efforts, providing preliminary wind resource assessment, annual energy production estimates, plant design, financial simulations of the project profitability considering different financing incentive schemes. For wind turbine manufacturer: Prepared bid for RFP, drafted, negotiated and signed Turbine Supply Agreement, EPC and Operation and Maintenance contracts.

2007 - 2009	Ethiopia	Sales and Business Development	<p>Project title: Ashegoda Wind farm 120 MW</p> <p>Description: Supporting project sponsor in distributed generation and grid connected wind project development efforts, providing preliminary wind resource assessment, annual energy production estimates, plant design, financial simulations of the project profitability considering different financing incentive schemes. For wind turbine manufacturer: Prepared bid for RFP, drafted, negotiated and signed Turbine Supply Agreement, EPC and Operation and Maintenance contracts.</p>
2006 - 2011	USA - 275 kW Vanuatu - 3,3 MW Nevis Island - 2,2 MW Cuba - 1,65 MW Chile - 1,38 MW Australia - 825 kW Eritrea - 825 kW Japan - 550 kW Kenya - 550 kW Mauritius - 550 kW New Zealand - 400 kW Taiwan - 275 kW	Sales and Business Development	<p>Plant size: from 275 kW to 3,3 MW</p> <p>Description: Supporting project sponsor in distributed generation and grid connected wind project development efforts, providing preliminary wind resource assessment, annual energy production estimates, plant design, financial simulations of the project profitability considering different financing incentive schemes. For wind turbine manufacturer: Prepared bid for EPC Request for Proposals, drafted, negotiated and signed Turbine Supply Agreement, EPC and Operation and Maintenance contracts.</p>
2006	USA (Maine)	Advisory Services, Engineering, Biomass	Advised the State of Maine University on re- structuring stranded paper industry using biomass potential for industrial applications.
2006	USA (Maine)	Advisory Services, Business Development, PV, Energy Efficiency	Created business model for aircraft refurbishing company based on energy savings and additional revenues from PV systems in their manufacturing facilities.
2006	USA (Maine)	Wind	<p>Plant size: 50 MW</p> <p>Description: Project development: supported in stakeholder management, sourcing of services, project management.</p>
2006 - 2009	USA (Alaska)	Project Management, Engineering, Hybrid System (Wind-Diesel)	<p>Project title: Owner's Engineer, EPC, Wind Diesel Hybrid System Tin City</p> <p>Plant size: 225 kW</p> <p>Description: Tender Support, Project Management, Risk Management, Budget Control & Monitoring, Health & Safety, Subcontractor Management, Client's Advisor.</p>
2006 - 2009	USA (Alaska)	Project Management, Engineering, Hybrid System (Wind-Diesel)	<p>Plant size: 1,17 MW</p> <p>Description: Project Development: retrofitted and upgraded existing wind-diesel system, addition of more wind turbines, hybrid system modeling (system architecture, storage, deferrable loads, system stabilization). Sourcing and tendering of suppliers and equipment. Initiated implementation of construction phase.</p>

2006 - 2009	USA (Alaska)	Project Management, Engineering, Hybrid System (Wind- Diesel)	Plant size: 130 kW Description: Project Development: retrofitted existing diesel powerhouse with addition of wind turbines, hybrid system modeling (system architecture, storage, deferrable loads, system stabilization), and tariff structures. Sourcing and tendering of suppliers and equipment. Initiated implementation of construction phase.
2006 - 2009	USA (Alaska)	Fund Management, Asset Management	Project title: Renewable Energy Fund Implementation Project size: 250 mUSD yearly fund Description: Advised policy makers on renewable energy policy development, develop state-wide call-for-projects tender guidelines and manage tender process Conducted state-wide market study for off-grid wind- diesel hybrid systems, assessment of economic and technical viability of projects, identify state-wide business development potential. Developed state-wide environmental impact assessment guidelines to streamline and facilitate permitting processes for renewable energy projects.
2006 - 2009	USA (Alaska)	Project Management, Engineering, Hybrid System (Wind- Diesel)	Pre-feasibility Study and system design for cold climate wind-diesel hybrid system in a community. Unalakleet, Alaska.
2005 - 2006	USA (Vermont)	Wind	Plant size: 15 MW Description: Project Development: sourcing of suppliers and equipment, environmental impact study, investor relations, financial modeling, project management, manage permitting process, and lease negotiations.