



Track Record

2011 - 2021

Year	Country	Service type	Detailed description / Activities performed / Deliverables
2021	France	Strategy, Organization, Sales and Marketing, Legal, Coaching	<p>Project Title: Strategy, sales and marketing consulting</p> <p>Description: For a web application development company working in digitalization, senior consultant working with General Management to reshape the strategy of the company and prepare for growth. Audit, recommendations and implementation plan of changes to improve sales performance, coaching and mentoring of the whole company, performing sales.</p>
2021	Germany, European neighbouring countries	Training, BESS	<p>Project Title: BESS workshop on technologies and markets</p> <p>Designation: For a EUR 2.6 B european impact investor, prepared and delivered a two days training sessions on the technical and economics of BESS : technology review, use cases, business models, access to the market, worldwide deployment, market perspectives</p>
2020 - 2021	Brazil	Market and technology analysis	<p>Project Title: Countrywide analysis of BESS opportunities in Brazil</p> <p>Description: For the German cooperation agency and Brazilian state owned energy R&D agency, performed a country wide analysis of the possible applications of BESS : technology presentation, use cases, business models, high level modelling of rural applications and T&D support</p>
2020	France, Singapour	Business Strategy, Sales and marketing consulting, coaching	<p>Project title: Sales and marketing consulting, coaching</p> <p>Description: Senior consultant working with General Management and Sales Department: Preparing sales and marketing department to lead strong growth. Audit of the sales and marketing organization [processes, tools, resources, marketing strategy and marketing mix]. Recommendations and implementation plan of changes to improve sales performance. Mentoring of the sales team (8 sales rep). coaching of the Sales Director.</p>

2019 - 2020	Spain, Switzerland	Market entry analysis and M&A support	<p>Project title: Market entry analysis and Target Screening</p> <p>Description: Provided a detailed regulatory and business Spanish market analysis, supported the decision making process to define the best market entry strategy, screened multiple potential M&A targets and provided long list of candidates, engaged with the preselected companies organized first exploratory meetings, coordinated M&A process and supported client on the negotiations. Maintained active client presence on the Spanish market.</p>
2019 - 2020	Switzerland, France, Spain, Germany	Sales and marketing consulting, coaching	<p>Project title: Sales and marketing consulting, coaching</p> <p>Description: Senior Consultant working a team of 3 to perform an internal assessment meant to identify possible synergies in software and hardware development between three existing organizations working on similar [SaaS] digital services. Evaluate the feasibility to create a (shared service) competence centre developing digital solutions for the BU's and Companies within the Division Produktion.</p>
2020	Switzerland, France, Spain, Germany	Sales and marketing consulting, coaching	<p>Project title: Sales and marketing consulting, coaching</p> <p>Description: Senior consultant leading a team of 3, supporting sales and marketing department to go to market. Audit of the sales and marketing organization [processes, tools, resources, marketing strategy and marketing mix]. Recruitment of a marketing strategy agency, mentoring of the Head of Sales, supporting sales efforts.</p>
2018 - ongoing	Haiti, Grenada, Antigua and Barbuda, Dominican Republic, Saint Lucia, Belize	Feasibility Study, Independent Engineering Services, Financial Modeling	<p>Project title: Feasibility studies and tender preparation</p> <p>Plant size: 6 plants of ca. 500 kWp PV + BESS each</p> <p>Description: Performed 6 feasibility studies for different hybrid systems (PV ground mounted and rooftop, BESS, EV chargers, diesel, streetlights, desalination plant) in 6 Caribbean islands, prepared tender document for EPC + OM, evaluate tender bids</p>
2018 - 2019	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	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 - 2020	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 - 2020	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, Quicksan Analysis	<p>Project title: Baseline assessment of the implementation status of the OCTs Sustainable Energy Road Map in 22 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 22 OCTs in the Pacific, Caribbean and Atlantic 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>
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. 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>
2012 - 2013	Haiti	Business Development	<p>Project title:Hybrid System (Wind- Diesel)</p> <p>Description: Market development for project opportunities (Wind turbine manufacturer) 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 - 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 (FASFP) 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>
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>