



# COMPREHENSIVE ADVICE

Our approach provides project modeling in different measurements and from combination all aspects in the complex:

- Technical aspects
- Financial aspects
- Legal aspects

As a result our Recommendations are not just a presentation, but a real plan for implementing of the project.





Modeling of the project is based on:

- 1. Use of actual consumption
- 2. Use of hourly, not "average" prices
- 3. Consideration interactions with the grid (buying and selling energy)

# PROBLEMS AND SOLUTIONS

#### LACK OF UNDERSTANDING

In order to to start a complex and costly bureaucratic process to implement the project, first of all, it is necessary to determine what the goal is, for what funds and how the project will solve this. This stage – energy audit and preparation of technical task.

## THE NEED FOR ECONOMIC JUSTIFICATION

Municipal projects cannot be unprofitable. Clear and predictable economic result is the basis for further actions. Financial model – understanding the result.

#### **TECHNICAL DESCRIPTION**

Assessing technical complexity before starting a project = avoiding losses and increase of the cost of the project in the process of execution.

A technical feasibility study answers "can this project be implemented? What difficulties should be expected?"

## FORMED TRANSPARENT CONDITIONS

Formed, as a result previous stages, technical tasks and tenders conditions are justified and give the answer to the question why and what is done.

Transparent and well-founded conditions – legal security .



# FINAL REPORT



### TECHNICAL ASSIGNMENT

Our experts, in the process interactions show which technology available, which problems exist and how can apply technologies for solving them. The real need is determined (savings, energy autonomy etc.) and the balance between various aspects of the project is achieved.

#### **TECHNICAL REPORT**

Technical report includes answers to the questions how should look the final result, in which stages will happen implementation, what equipment and why will be purchased and installed.

Technical report also points to potential "narrow places" and shows the ways to solve them.

#### FINANCIAL MODEL

Financial model is the basis for the decision. It clearly shows correlation costs and profits, the economic result of the project. Financial model is being developed simultaneously with technical task and technical report for project balancing.

## ACCOMPANYING DOCUMENTS

If necessary, we prepare draft agreements, tender conditions, ESCO contract conditions, or reports in the format required by banks, investors, or donor organizations.

## WHY IS THIS NEEDED?

#### **PREDICTABILITY**

Our report allows to clearly understand how many resources needed for the project implementation and which measureable the result can be expected

#### **COST REDUCTION**

Well-founded project is more economical. Correct definition of the goal and selection of a solution allows you to avoid unnecessary investment costs. And a feasibility study allows you to avoid unforeseen additional costs.

#### **AVOIDING RISKS**

Our report allows reduce managerial risks – one gets what expected.

Technical risks – problems are foreseen and addressed.

Legal risks – justify accepted decision.