

## GENUINE EXPERTISE

# Renewable & Distributed Energy

Navigant's renewable energy experts are recognized for providing industry-leading insights on the latest trends affecting the renewable energy sector. Our experienced consultants assist clients achieve results and create value by:

- » Analyzing and determining realistic outlooks for renewable energy technology performance, costs, markets, competitors, and government roles
- » Developing market entry and exit strategies
- » Meeting renewable energy goals and portfolio standards
- » Conducting technology and market due diligence
- » Developing renewable energy policy and strategy



### CHALLENGE

#### EXPERT TESTIMONY

### SOLUTION

Navigant prepared an independent report on the cost and challenges of developing wind projects in support of the Exelon and Constellation merger application for the Maryland Public Service Commission (PSC). Work included identifying potential plant sites in Maryland, preparing capital and O&M cost estimates, performing transmission load flow analysis and cost estimating, evaluating environmental permitting requirements, and preparing a comprehensive financial pro-forma model of wind projects in various combinations of wind turbine capital cost and PTC extension scenarios. Our team prepared an extensive report, provided live testimony in front of the Maryland PSC, and supported cross-examination of Maryland Energy Administration witnesses.

### CHALLENGE

#### DIVERSIFICATION STRATEGY FOR A WIND TURBINE MANUFACTURER

### SOLUTION

A major non-U.S. wind turbine manufacturer approached Navigant to evaluate new business offerings to diversify revenues beyond turbine sales and O&M services. Our team identified more than 100 potential new business offerings through anonymous interviews and focus groups with wind industry professionals in various markets. Next, our team determined which offerings presented the most value based on market size and potential market share estimations. Business cases were developed for the five most promising offerings which included target customers, required capabilities, strategic positioning, revenue model, and a 10-year cash flow analysis. The analysis was presented to the CEO to gain approval for next steps.

### CHALLENGE

#### RENEWABLE ENERGY INTEGRATION ASSESSMENT AND ROADMAP

### SOLUTION

A major investor-owned utility contracted Navigant to conduct an assessment of renewable energy integration business processes. The Navigant team began by conducting internal interviews within key divisions of the utility to understand their current programs, processes, and policies as well as performing a complete review of literature on external renewable energy integration programs. Leveraging the data gathered, our team then benchmarked the client against several major utility renewable energy integration activities and was able to identify gaps relative to best practices and provided recommendations for addressing those gaps through the development of a roadmap to help guide future planning.

## CONTACT

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## RENEWABLE AND DISTRIBUTED ENERGY SERVICES

As the cost of renewable energy technologies declines, investors, utilities, and governments are exploring ways to implement or invest in renewable and distributed energy programs, projects and companies. However, the evolving nature of the regulatory environment surrounding renewable and distributed energy often raises more questions than it answers. Navigant's team of renewable energy experts helps clients manage the uncertainty surrounding renewable and distributed technologies and gain clarity and direction.

### Our renewable energy solutions focus on:

#### STRATEGY

- » Market, geographic and partner prioritization
- » Business model development and analysis
- » Technology evaluation/strategy
- » Go-to-market strategy
- » M&A support
- » Solar and wind market research reports and market analysis
- » Key relationship introductions
- » Mergers and acquisitions

#### PLANNING

- » Business plan/technology due diligence
- » Renewable Energy Certificate price forecasting
- » Jobs impact evaluation
- » Incentive application support
- » Policy support and analysis
- » Cost of generation studies

## IMPLEMENTATION

- » Independent engineer support and red flag project review
- » Transmission and interconnection analysis
- » End-to-end procurement support
- » PPA negotiations
- » Grid integration impacts
- » Demand response, storage and smart grid interface

## OPERATIONS

- » Wind generation performance benchmarking
- » Asset optimization

## ABOUT NAVIGANT

Navigant (NYSE: NCI) is a specialized, global expert services firm dedicated to assisting clients in creating and protecting value in the face of critical business risks and opportunities. Through senior level engagement with clients, Navigant professionals combine technical expertise in Disputes and Investigations, Economics, Financial Advisory and Management Consulting, with business pragmatism in the highly regulated Construction, Energy, Financial Services and Healthcare industries to support clients in addressing their most critical business needs.

