NAVIGANT

ENERGY

Renewables

www.navigant.com/energy

RENEWABLE & Distributed Energy

DISPUTES & INVESTIGATIONS • ECONOMICS • FINANCIAL ADVISORY • MANAGEMENT CONSULTING

For more than 25 years, Navigant's renewable energy experts have assisted technology manufacturers, project developers, utilities, investors, governments, and other energy industry stakeholders in meeting their near- and long-term objectives for renewable energy. As the industry has evolved and demand for renewable energy has grown, so has the range of services that we provide. Recognized globally for our leadership in the energy sector, clients turn to our experts for assistance along the entire industry spectrum including renewable energy management, strategy development, technology advisory, and operational performance.

expect EXPERT GUIDANCE

ABOUT NAVIGANT

Navigant's more than 270 energy consultants provide expert guidance in the face of the complex and rapid changes occurring in the energy industry. Our professionals include:

- PhDs, JDs, and MBAs
- Professional Engineers
- Certified Energy Managers
- Project Management Professionals
- Engineers in Training
- LEED Accredited Professionals
- Named "Best Advisory – Renewable Finance, North America" in the 9th and 10th Annual Environmental Finance and Carbon Finance Market Surveys

expect

RESULTS

CHALLENGE

UTILITY RENEWABLE ENERGY STRATEGY SUPPORT

SOLUTION

For a major utility company, Navigant managed several projects to assess renewable energy opportunities. Our experts assessed various renewable energy business options for the utility and then analyzed different strategic options to meet forecasted operations under current environmental and policy requirements. A key step entailed constructing a set of coherent model runs of scenarios reflecting combinations of fuel prices, load growth, greenhouse gas prices, capital costs, and other parameters. In addition, we determined the maximum amount of distributed generation that could be integrated on the distribution system of the utility. Our results were presented to the utility's Board of Directors to guide their renewable energy strategy.

CHALLENGE

COLORADO CLEANTECH PLAN

SOLUTION

Navigant worked with the Colorado Cleantech Industry Association to develop a statewide action plan to sustain and grow Colorado's leadership position in the cleantech industry. Engaging more than 100 stakeholders, the project began with a list of more than 35 cleantech sectors from which the project team selected eight sectors as the pillars of Colorado's cleantech industry. Our experts identified gaps, and developed concrete actions to move Colorado toward its goals of economic development in the cleantech industry. The final Colorado Cleantech Action Plan was launched at a press conference by industry leaders and the state COO at the Colorado State Capitol in Denver.

CHALLENGE

SOLAR STRATEGY SUPPORT

SOLUTION

For a foreign module manufacturer, Navigant investigated the attractiveness of forward integrating into the residential market as an installer and financier. Our analysis included developing market forecasts, profitability estimates for installers and financiers over time, the likely market share for our client and synergies/strategic advantages that could be realized in the marketplace. Our experts also considered how adoption of the smart grid would impact the business model. Mainly as a result of expected profitability, it was determined that forward integration was not an attractive opportunity for the client.

CONTACT

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Navigant is a recognized global leader in providing renewable energy management, technology, and operations assistance to a diverse set of private and public-sector clients. Our assistance includes:

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

PLANNING

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

IMPLEMENTATION

- Independent engineer support and red flag project review
- Transmission and interconnection analysis
- End-to-end procurement support
- PPA negotiations

OPERATIONS

- Wind generation performance benchmarking
- Business planning
- Asset optimization

NAVIGANT'S REPRESENTATIVE CLIENTS

- Abengoa
- Abu Dhabi Government/MASDAR
- AGC Glass
- Arizona Public Service
- Austin Energy
- Boeing
- BOSCH
- BP
- California Energy Commission
- Chevron
- China Light & Power
- Climate Change Capital
- Colorado Cleantech Industries Association
- Connecticut Clean Energy Fund
- ConocoPhillips
- Credit Suisse
- Danfoss
- Duke Energy
- Edison Mission Group
- E.ON
- First Solar
- General Electric
- Hydro-Quebec
- International Energy Agency
- John Deere Wind Energy
- LG Electronics
- Madison Dearborn
- Massachusetts Department of Energy Resources
- Mitsubishi Heavy Industries
- Morgan Stanley
- National Renewable Energy Laboratory
- New York State Energy Research and Development Authority
- NV Energy
- Ontario Power Authority
- Ontario Teachers' Pension Plan
- Philips Lighting
- Sacramento Municipal Utility District
- Salt River Project
- Schuco
- Sojitz
- Southern Company Services
- Suzlon Wind Energy
- U.K. Carbon Trust
- U.S. Department of Energy
- U.S. Environmental Protection Agency
- Virgin Green Fund
- Voith
- Washington Clean Energy Leadership Council
- We Energies

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