

***SIAL***

Through our international experience and expertise, we provide sound advice and with our global knowledge we provide practical solutions.

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Contact

Business Services Director  
Meena Saha  
Ph: +64 21 395 897  
[msaha@siadvisory.com](mailto:msaha@siadvisory.com)



Energy Sector  
Advisors



# Effective energy infrastructure is essential to achieve sustainable economic development.

**SIAL solves problems with a blend of commercial expertise and global experience which will help you make the right decisions.**

Our consulting team has vast international experience in the various segments of the energy sector including: generation, transmission, distribution and retail of electricity and gas. Drawing on this experience SIAL offers a fresh approach in the consulting market, demonstrated by:

- A team based approach with senior advisors playing lead roles in all client engagements, not just the proposal stages.
- Senior advisors who have worked within the energy industry and government and understand the issues and challenges within both sectors.
- Helping clients define and tackle difficult projects and tasks for themselves and build their own capabilities.



SIAL consultants provided commercial and regulatory due diligence of several wind energy farms.



SIAL have been commercial advisors on power projects development and regulatory arrangements in Namibia, Malawi, Zambia & Papua New Guinea.

## Our Services

National power planning and implementation	Power planning strategic support and demand forecasting Short term and long term power supply planning Integrated resource planning (IRP) for best future supply mix Renewable options planning (barriers, solutions and results) Development of structural incentives for private capital and IPPs Policy, legislative and regulatory advice for effective markets Fitting demand side management (DSM) into national supply mix DSM implementation planning Liaison and coordination with financiers and DFIs Stakeholder management planning Transmission planning Independent system and market operator design
Commercial and strategic advice	Power development planning Commercial and contractual risk analysis Value chain assessment Market opportunity identification Assessment of vertical and horizontal integration Analysis of degree of competition in markets Quantification of benefits of diversification Corporate and business planning facilitation Strategic options analysis Ancillary services economic and commercial analysis Economic and commercial analysis of power generation products
Commercial implementation	Power project business case development Gas fired power station commercial support Renewables commercial implementation Power project feasibility and commercial development Development of entire power project security package and individual contract components Commercial and contractual risk analysis Drafting of commercial agreements: Project development agreements, PPA, GSA Connection agreements Stakeholder management and capacity building Balancing arrangements Independent power producers' analysis and contracts
Finance and commercial integration	Asset and business valuation Commercial and regulatory due diligence Assistance with producing Information Memoranda Review and risk assessment of commercial contracts Market and price advice Attracting private investors Business case preparation
Markets and regulation	Market design and implementation Development of power market policy, legislation and regulation to facilitate competition Creating a power environment to attract private capital and IPPs Regulatory strategy Market analysis Power pricing through the value chain Market rule design and policy assistance Response to regulatory changes Preparation of responses to policy and advice to regulators Conversion between regulated and market assets
Regulatory and tariff support	Regulatory strategy development Tariff options analysis Regulatory and tariff workshops and capacity building Tariff analysis and modelling Tariff customer impact analysis Regulatory submissions structure, design and implementation Regulatory capacity building Utility capacity building Cost reflective tariff modelling Power purchase agreement design
Market and commercial modelling	Developing national power supply models for planning and optimisation Modelling of wholesale market prices Assessment of new capacity requirements Scenario design and option evaluation Power station economic modelling Financial modelling for investment purposes Physical and portfolio gas modelling Optimising gas profiles with power station scenarios Modelling national power supply chain Modelling resource for renewables and optimising output Economics of renewables Modelling of appropriate risk limits Economic value of water Dry year system security