

**We are trusted partners of our clients and pride ourselves in becoming a valued member of the client project team to deliver realistic solutions to suit their requirements, budgets and expectations.**

**Our dedicated business advisory team helps clients define and deliver projects efficiently with the flexibility to respond and adapt to future trends.**

## Strategy

- Understanding of the customer requirements through partnership approach.
- Identification and analysis of Low-Zero Carbon (LZC) technology options suitable to the site.
- Examination and development of decarbonisation and optimisation strategies for existing plant and equipment.
- Iterative feedback for master planning activities to optimise the deployment of energy infrastructure.
- Understanding of the local and national policy landscape influencing the development of LZC energy infrastructure & heat networks.

## Funding Applications & Facilitation

- Identification of both public and private sector third party funding for schemes.
- Experts in successful securing capital grant funding from Central and Scottish Government eg: Heat Network Investment Project (HNIP), Green Heat Network Fund (GHNF), Low Carbon Infrastructure Transition Programme (LCITP).
- Provision of advisory services for debt and equity funding and Special Purpose Vehicle (SPV) formation.

## Commercial Modelling

- Production of commercial models for energy generators utilising heat as a potential income stream and electricity via private wire, including local renewable and EV off-takes.
- Heat mapping and identification of potential anchor loads.
- Development of technical comparator financial models.
- Determination of financial viability from generator, master-planner, Energy Services Company (ESCo) and developer perspectives.
- Carbon modelling for all identified potential technical solutions.

## Contract Structures & Negotiation

- Advisory services in formation of SPV, both at funding and delivery levels.
- Preparation of development agreements for pre-construction relationships and managed service agreements for post-construction.
- Preparation and structuring of standard agreements for pre- and post-construction, and concessions.
- Development of standard customer facing proposals and associated agreements, to include connection/heat supply agreements.

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## Procurement Management

- Support development of procurement strategy and procure ESCo services on behalf of energy generators, local authorities, developers or master-planners.
- Procurement of design & technical delivery partners on behalf of energy generators and ESCo's.
- Procurement of specialist services to support planning applications and other scheme authorisations.

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## Planning and Construction

- Manage all aspects of planning application for the ESCo related assets from pre-planning to gaining full planning application.
- Manage the construction of the energy assets in partnership with the prime developer and aligning with their delivery programme.
- Supporting client's legal teams, we manage and negotiate easements, wayleaves and other access agreements required for the operation of energy assets.
- Manage specialist services eg: environmental impact assessment, unexploded ordnance threat assessments, heritage and archaeology investigations and transport assessments to achieve planning.

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## Customer Sales

- Utilising our heat mapping activities identification of potential retrofit customers.
- Direct customer contact to understand their energy needs and determine interest in connection.
- Production of customer specific counterfactual models to show if the heat network solution can provide them with a saving both in cost and carbon emissions.
- Negotiate network connection fees and agreements on behalf of the ESCo and coordinate with the delivery partner for implementation.
- Co-ordinate customer focussed events to promote the services of the ESCo to local communities to encourage further network growth.

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## Contact Details

For more information about how we can support your project, please contact:

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## ESCo Asset Management Service (EAMS)

**Ener-Vate manage the contractual operation of assets to develop, maintain and improve services and performance of heat networks, for both our clients and their customers. By utilising our experience and expertise, working alongside our clients and the operators, we're able to assess the operation and begin to resolve any retrospective issues whilst ensuring the overall output meets industry standards, particularly those affecting the customers.**

**For more information about EAMS, please contact:**

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