ENGINEERS GUILD / ENERGY

Management Consulting

Policy, regulation, markets, tariffs, transactions and financial advisory for the energy sector.

SERVICE PROFILE

A detailed overview of scope, capabilities and potential areas of support.

Overview

Energy-sector decisions are shaped by regulation, market design, tariffs, investment and the ability to turn policy into implementation. Engineers Guild's Management Consulting services help governments, regulators, utilities, investors and large energy users navigate this landscape, from regulatory and market reform to tariff design, transactions, financial analysis and programme delivery. Our advice combines technical, regulatory and financial expertise to turn strategic direction into practical, implementable outcomes.

Our Services

Our management consulting services are organized into six areas.

1. Policy, Regulation & Compliance

Grid & Distribution Code Development & Updates
Drafting and updating grid and distribution codes to reflect new technologies, market arrangements and system security requirements.

Licensing
Support with license applications, modifications and renewals for generation, transmission, distribution and supply businesses.

Regulatory Strategy, Filings, Petitions & Hearing Support
Development of regulatory strategy and preparation of filings, petitions and supporting evidence, with representation support at regulatory hearings.

Compliance Audits
Independent audits against license conditions, codes and regulatory requirements, with practical improvement roadmaps.

Performance-Based Regulation Roadmaps
Design of performance-based and multi-year tariff regimes, including performance targets, incentive mechanisms and transition roadmaps.

2. Markets, CTBCM & Trading

Market Design & Readiness
Design of wholesale, bilateral and ancillary services markets and assessment of sector readiness for market transition, including CTBCM implementation.

Metering & Settlement Frameworks
Frameworks for commercial metering, data management and settlement that underpin transparent market transactions.

Market Operations Playbooks
Practical procedures, roles and workflows for market participants and operators to run day-to-day market processes.

Power Trading Advisory
Advice on power trading strategies and arrangements, including cross-border electricity trade.

PPA Review & Negotiation Support
Technical, commercial and risk review of Power Purchase Agreements, with support during negotiation.

Wheeling Frameworks
Design of wheeling arrangements that allow large users and industrial clusters to procure power directly from generators.

3. Tariffs & Cost of Service

Cost-of-Service (COS) Models
Cost-of-service models that allocate revenue requirements across functions and consumer categories.

Multi-Year Tariffs & True-Up Methodology
Multi-year tariff structures with indexation and true-up mechanisms that balance cost recovery and consumer protection.

TOU & Demand Charge Design
Design of time-of-use and demand charges that reflect system costs and encourage efficient consumption.

Tariff Impact & Affordability Analysis
Assessment of tariff changes on consumer bills, affordability and utility revenues, including subsidy implications.

Open Access, Wheeling Charges & Network Usage Pricing
Methodologies for use-of-system, wheeling and open-access charges that recover network costs fairly.

Demand-Side Programs & Incentives Design
Design of demand-side programs, incentive schemes and tariff signals that reduce peak demand and system costs.

4. Transactions & Privatization Advisory

Buy-Side & Sell-Side Due Diligence
Technical, commercial and regulatory due diligence for acquisitions, divestments and investments in energy assets.

Asset Valuation & Bankability Assessments
Valuation of power assets and utilities, and assessment of project bankability for lenders and investors.

Risk Allocation & Term Sheets
Identification and allocation of project risks, and preparation of key commercial terms and term sheets.

PPP & Privatization Transaction Support
End-to-end support for public-private partnership and privatization transactions, including information memoranda.

Post-Merger Integration & Turnaround Plans
Integration and turnaround plans that improve the operational and financial performance of utilities and energy assets.

5. Economic & Financial Analysis

Production-Cost & Dispatch Simulations
Production-cost and dispatch simulations linked directly to financial models to test the commercial impact of system decisions.

Financial Metrics & Scenario Analysis
LCOE/LCTA, IRR/FIRR and NPV analysis, with sensitivity and scenario testing of key assumptions.

Business Cases
Business cases for grid upgrades, renewable energy and storage projects, and loss-reduction programs.

DFI & Grant Packaging and Program Design
Structuring projects and programs for development finance and grant funding, with clear measurement, reporting and verification (MRV).

6. Programs, PMO & Change Management

Regulatory & Market Reform PMO
Program management office support for regulatory and market reform, covering planning, tracking, reporting and coordination.

Stakeholder Mapping & Engagement
Identification of key stakeholders and structured engagement throughout the reform or project cycle.

Capacity-Building Curricula
Training curricula and programs for utilities, regulators and large energy users.

Implementation Playbooks
Implementation guides with clear KPIs, risk registers and decision gates to keep programs on track.

Our Approach

- **Define:** clarify the decision to be made, the regulatory and market context, and the stakeholders involved.
- **Assess:** review the policy, regulatory, commercial and financial position, with benchmarking against international practice.
- **Develop:** prepare options, models and frameworks, and test them with the client and key stakeholders.
- **Recommend**: set out clear, evidence-based recommendations and an implementation roadmap.
- **Implement:** support filings, negotiations, transactions and reform programs through to delivery, with knowledge transfer to the client team.

Who We Work With

- Government ministries, regulators and planning bodies
- Transmission and distribution utilities, system and market operators
- Independent power producers, investors and lenders
- Large industrial and commercial energy users
- Development finance institutions and partner consultants

Value to Clients

- Regulatory and market frameworks that are clear, workable and aligned with sector reform
- Cost-reflective, affordable tariffs and sound commercial arrangements
- Bankable, well-structured transactions and investment decisions
- Reform programs that move from strategy to measurable implementation

Contact Us

To discuss your project requirements, please contact:

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