

Assignments

Sohn Associates have completed a broad range of assignments for several clients in the UK and overseas on financial, economic, commercial, technical, and regulatory issues in the energy sector:

Gas and Electricity Supply/Retailing

- Designing and building a retail energy business for domestic customers for a small new entrant
- Building an entry position into mass-market electricity and gas for a major global company with a large UK brand. This was a twelve-month assignment delivering a complete position for market entry
- Coaching on energy business costing and pricing for a major UK energy company
- Assisting a major UK energy supplier in resolving electricity data and settlement problems
- Advising a UK energy watchdog on electricity data and settlement issues
- Assisting the management of a Nordic Energy business on a strategic review of their retail business
- Energy purchase negotiations and risk management, plus general advice for business start-up, for a new energy market entrant in the UK
- Providing ongoing advice to an independent UK generation company on retail market entry
- Working for a major legal firm in London, expert witness work on energy costs and prices in support of litigation
- Expert reports and evidence of the reasonable price of gas in an "out-of-contract" situation, prepared for a major oil and gas company
- Support to an SME customer in a dispute regarding gas bills
- Developing rules for a Supplier of Last Resort for the national regulator in a European country
- Tariff proposals for national energy supply in a European country
- Developing energy efficiency services for inclusion in an electricity supplier's product portfolio
- Assisting Ofgem in review of complaints handling standards
- A review for Ofgem of the operation and performance of the Energy Ombudsman Service

Stakeholder Management

- Developing a process for "joined-up" stakeholder management within one of the largest UK energy companies
- Assessing stakeholders' perceptions of the strategic direction and performance of a major UK energy company. This work was commissioned by the CEO

M&A Work

- Reporting on the opportunity valuation of a leveraged buyout of a metering business for a large Private Equity company which makes investments between £150m and £1bn
- Advising a major Russian energy business in distribution and supply of heat and electricity
- This was a twelve-month assignment covering a very broad range of issues, including business planning
- Work with a Private Equity company on potential for building a £100m+ consultancy business
- Feasibility study for acquisition of Operating Rights to a regional distribution business in Turkey
- PEST and SWOT analyses of the partial sale of EGAT, the transmission and distribution company in Thailand
- Assisting a major law company with knowledge of the impacts of Distribution Price Control Review 5
- A study for East of England Development Agency on the impact of network constraints on regional economic development, including renewable generation

Energy Distribution

- Supporting Network Operators and other stakeholders in the development of new Use-of-System charge methodology in Great Britain
- Representational work for the Renewable Energy Association on Distribution Business issues.
- Technical, commercial and regulatory advice to several Generators and Consumers on means of overcoming capacity constraints in negotiations with Distribution Network operators
- General management and technical management improvement programme for the electricity infrastructure organisation who support the public transportation organisation in Brussels
- Advising a renewable generator on overcoming capacity constraints on the local distribution network
- BERR-funded project with Forum For The Future on sustainability for Distribution Network Operators
- Assisting a Distribution Network Operator in understanding losses
- Advising Ofgem on a way forward on losses for Distribution Price Control purposes

Social Action

- Preparing a Fuel Poverty strategy for one of the largest UK energy companies
- Assisting the British Parliamentary Warm Homes Group in understanding suppliers' reactions to proposed new legislation (via a Private Members Bill) for energy services
- A review for Ofgem and Energywatch of supply companies' performance in preventing debt and disconnection of domestic customers

Renewables/Environmental

- General advice on environmental, technical, commercial and regulatory issues relating to a new venture in small-scale hydro generation in the UK
- Advising a renewable project finance company on the UK Exempt Supplier processes and targeting retail customers
- Working for the DTI, modelling proposed restructuring of the rules regarding the Renewables Obligation Certification (ROC) regime in England and Wales
- Working for the DTI via Future Energy Solutions, preparing a guide for interested parties describing how power may be sold and indicating the value of power for distributed generators
- Developing a "fully-green" position for a Local Authority, including the development of a windpower generating facility
- Advising a windpower developer on technical and regulatory issues
- Preparing submissions to justify economic termination of Power Purchase Agreements for a renewable generator
- Advising a major supplier of energy solutions on strategy and development of an Energy Services Company
- Establishing a customer advisory service on green issues for a new entrant electricity supply company

Electricity and Gas Metering

- Identifying market opportunities across Europe for a large metering and data-management organisation
- Critical review of a large metering organisation's business development objectives, strategy and business plans
- Analysis of the impact of the divestment of Gas Distribution Networks in the UK for a metering company
- UK market activity monitoring for a metering and data-management company
- Preparing a response for a meter asset provider on an Ofgem consultation on smart metering
- Preparing a brief for lawyers regarding potential litigation of a dispute between Meter Asset Managers
- Preparing a response for a meter asset provider to the Ofgem consultation on metering price controls
- Advising a Commercial Meter Operator on metering contracts in the context of the UK smart metering rollout

Working with Consumers

- Assisting SME customers in resolving billing and payment queries
- Assisting various customers in the efficient use of energy
- Assisting customers who are in difficulty with energy purchase contracts
- Providing a large school with advice in their relationship with the Distribution Network Operator for electricity connection
- Advising a plastics manufacturing company in negotiations with a Distribution Company to provide a reinforced power supply