



**East Harbour Management  
Services**  
can assist you with your  
**Commercial Due Diligence Projects**

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East Harbour undertakes commercial due diligence projects for a range of companies.

East Harbour's staff have strategic, technical, and commercial experience that they can bring to your projects. This has been gained from working at senior management levels within a number of companies, either as staff, by way of executive secondment, or as consultants. Staff regularly provide high level advice to Boards, and government Ministers and officials.

In previous roles staff have undertaken due diligence on New Zealand and overseas' projects, either:

- As consultants
- From within a major electricity generator
- As consultants working within a generator preparing for due diligence by outside parties

They have a broad perspective on the process and its requirements.

Staff skills can be applied to many different disciplines and industries. The collective experience includes:

- Project evaluation (technical, environmental, and commercial)
- Commercial strategy and investment planning
- Commercial project development
- Land negotiations
- Project consenting
- Energy advice
- Project identification and development, e.g. energy projects
- New and evolving energy technologies
- Energy billing and network charges
- Energy management auditing and advisory
- Project management
- Business planning and implementation
- Policy, and strategic advice and implementation (corporate, and local and national government)
- Executive and project manager leasing

- Development and operation of processing plants

East Harbour has access to an extensive source of information through the Energy Library [www.energylibrary.org.nz](http://www.energylibrary.org.nz) (an associate company). It is able to efficiently collate technical and other information to meet customer requirements.

### **Some Recent Projects**

East Harbour worked with Meridian Energy to develop **Meridian Solutions**, a business unit focussed on the supply of energy solutions, including total energy partnerships, facility management, performance contracting, and energy supply contracts. Heat plant and electricity generation have formed part of the portfolio of plant owned and operated by Meridian Solutions. East Harbour supplied staff to key positions until permanent staffing was possible.

East Harbour's staff managed for Meridian Solutions the commercial negotiations and construction of the 10 MWth, 1.6 MWe **Blue Mountains Lumber Cogeneration Biomass Project** from initial conception. The project brought together a mix of new and used plant, bedded in the commercial arrangements between Meridian Solutions and host sites, and proved the business model for Meridian Solutions.

East Harbour's staff provided strategic advice to the **Electricity Corporation of New Zealand Limited's (ECNZ)** senior management on energy markets and resource based investment opportunities. East Harbour's staff were a major complement of the ECNZ **Strategic Group** with responsibilities for capital investment, business planning, due diligence, commercial project analysis and development, fuel acquisition, and business development.

### **Staff**

Most of East Harbour's staff have a commercial and strategic focus.

Please contact us for further information or with any enquiries that you may have.

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