



**East Harbour Management
Services**
can assist you with your
Strategic & Commercial Projects

East Harbour undertakes strategic and commercial 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.

East Harbour's project advisors and consultants can assist you with:

- Strategic advisory and support
- Business planning
- Business development
- Company restructuring or start-up
- Performance monitoring and review
- Financial analysis and commercialisation of projects
- Development and implementation of projects

An emphasis is on energy and infrastructure projects.

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

- Commercial strategy and investment planning
- Energy advice
- Project identification and development, e.g. energy projects
- New and evolving energy technologies
- Project evaluation (technical, environmental, and commercial)
- Energy billing and network charges
- Energy management auditing and advisory
- Database and information systems
- Project management
- Business planning and implementation
- Commercial project development
- 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 (an associate company). It is able to efficiently collate technical and other information to meet customer requirements.

East Harbour has developed a portal search engine for web-based energy information access. The EnergyInfoNZ site www.energyinfonz.co.nz has links to the bioenergy industry, manufacturers, and suppliers.

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 Median Solutions the commercial negotiations and construction of the 10 MWth, 1.6 MWe **Blue Mountains Lumber Cogeneration Biomass Project** from initial conception.

East Harbour's staff provided strategic advise 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, commercial project analysis and development, fuel acquisition, and business development.

East Harbour's Managing Director has been involved over the years in undertaking **management reviews** of a number of government agencies.

East Harbour's staff were in the **management teams** establishing ECNZ, Meridian Energy, Energy Library, Strogcroft Brewery, and a number of smaller start-up companies.

East Harbour has been working with government departments in developing the **technical database** and **policy** inputs related to renewable energy uptake, including both heat and electricity options. Over the years staff have also been involved in the development of various government policies and legislation related to energy, environment, and infrastructure.

East Harbour's staff are regularly engaged by clients to fill staff vacancies or to undertake specific projects. These include **business analysis, market studies, project management, and business development.**

East Harbour's staff have prepared a number of **commercial** and **strategic investment reports** for clients on energy market opportunities, structures, and strategies.

Over the years staff have presented papers at conferences and seminars on the opportunities and costs for electricity generation from existing and emerging technologies

East Harbour provides executive services to a number of energy associations.

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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