

Advanceo Sustainable Solutions

Portfolio of Services
February 2020

Portfolio of Services (PS)

- ▶ The challenges which society faces nowadays and its implications in Public Administrations and the Private Sector require effective responses while adapted to each case.
- ▶ To provide these answers, it has been designed the Advanceo's Services Portfolio, articulated in four axes of Public Administration, Executive Advice, Interim Management and Consulting, as described in this document herein.

Main sectors covered: Environment (Water and Waste), Energy, Infrastructures and Transportation.

PS: Public Administrations-1

Target: Improve the effectiveness and efficiency of administrations in everything related to development plans, contracting, collaboration with third parties and financing.

- ▶ Technical Assistance for the drafting of sectorial and investment plans, as well as regulatory frameworks and their impact on end users and the private sector.
- ▶ Technical Assistance in the elaboration of contracting dossiers of both works and services contracts (including maintenance if necessary), as well as the concession of public works or services (in any of its various forms), as well as all that is required to complete the contracting process and, where appropriate, its follow-up.

PS: Public Administrations-2

Target: Improve the effectiveness and efficiency of administrations in everything related to development plans, contracting, collaboration with third parties and financing.

- ▶ Mechanisms to optimize Public-Private collaboration through the creation of innovative cooperation formulas.
- ▶ Assistance in the search of new financing formulas, for the development of investment plans (banking, international, multilateral, etc.).

PS: Executive Advisory

Target: Increase the effectiveness of decisions and the risk management, turning them into opportunities.

- ▶ Tailored executive advisory for the President, CEO and Board of Directors.
- ▶ General advice on leadership, strategy and governance.
- ▶ Specific advice for mergers and / or acquisitions, or strategic transformation processes to operate in new sectors, products and / or markets.

PS: Interim Management

Target: Sort out an unfavorable business situation (losses, financial restructuring) or replace lack of experience / resources for internationalization, new markets or disruptive expansion of products.

- ▶ Assumption of the general management function (CEO) for a limited period.
- ▶ Assumption of the management of some key functions (COO, Commercial Director, etc.) for a limited period.
- ▶ Change management and transformation projects management.

PS: Market and Products strategic Consulting

Target: Identify and assess the markets and / or products most appropriate to the company in the medium term and embed them into its strategic plan.

- ▶ Market studies in countries of Asia, the USA, Latin America and the Middle East, including analysis of regulatory risks.
- ▶ Ad hoc studies of products from the technological point of view versus different markets (for example, thermo-solar versus PV).
- ▶ Development of strategic matrix products - markets and corresponding implementation plans.

PS: Business Development and Projects Consulting -1

Target: Develop the business by increasing sales, but always with a certain margin that is set as minimum. This in both models, either with investment development (integrated product projects) or turnkey delivery (EPC projects).

- ▶ General consulting in business development (from the strategic matrix products - markets, identification of public and / or private investment plans, program of projects to be tendered).
- ▶ Advice for international expansion (creation of international subsidiaries, etc.).
- ▶ Search and negotiation with Investors, partners and agents, for projects with investment or EPC projects.
- ▶ Optimization of the preparation and management of SPV as needed in those projects with investment.

PS: Business Development and Projects Consulting -2

Target: Develop the business by increasing sales, but always with a certain margin that is set as minimum. This in both models either with investment development (integrated product projects) or turnkey delivery (EPC projects).

- ▶ Optimization of financial models with investment, along its life cycle from initial development to the end of the operation of the asset (20 to 50 years).
- ▶ Financial planning (cash flow) for EPC projects throughout the life cycle, from Offer to delivery of the asset to the client.
- ▶ Preparation of competitive offers, with a minimum margin established, analyzing and proposing the original documentation needed.
- ▶ Analysis and quantification of risks, and for the drafting and negotiation of contractual documents.

PS: Project Execution Consulting -1

Target: Optimize the effectiveness and efficiency of project execution, reaching or increasing the margin established in the Offer.

- ▶ Project management and management of the main contract with the client.
- ▶ Engineering supplier selection for basic and / or detailed engineering.
- ▶ Organization chart definition of the project and HR selection of key positions in it.
- ▶ Improvement of the purchasing process and selection of suppliers.
- ▶ Management of suppliers and sub-contractor contracts.

PS: Project Execution Consulting -2

Target: Optimize the effectiveness and efficiency of project execution, reaching or increasing the margin established in the Offer.

- ▶ Optimization of execution processes of projects and of planning and monitoring of milestones and / or work packages.
- ▶ Optimization of the execution of civil works (monitoring of measurements and variations in change orders).
- ▶ Identification and management of claims.

PS: Operation and Maintenance Consulting

Target: Optimize the effectiveness and efficiency of the execution of the operation and maintenance of the asset, reaching or increasing the expected results.

- ▶ Definition of the O&M organization chart and HR selection of key positions in it.
- ▶ Plants and infrastructures management.
- ▶ Management of suppliers of consumables and / or commodities.
- ▶ Predictive, preventive and reactive maintenance management.

PS: Transversal application Consulting

Target: Increase the robustness of the processes and the internal sustainability factors of the company, in order to cope more effectively with the permanent changes in the context.

- ▶ Implementation of programs of excellence to improve the overall effectiveness and efficiency of the company, through advanced methodologies and models.
- ▶ Development and implementation of improvements in the performance of operations corresponding to the logistics flow of the supply chain (SCM) and the distribution of the company's product.
- ▶ Design and implementation of strategies for the digitalization of the company and the deployment of inherent information technology, within the framework of the industry 4.0.
- ▶ Implementation of ad hoc programs to compel the sustainability of the company as it whole.