



WEB VERSION

# Opportunities in the Renewables Market

The growth of renewable generation and battery storage is creating significant opportunities for utilities, developers, corporate off-takers and financiers. Utilities and corporate off-takers are transforming their resource portfolios and capturing improved economic value, and developers and financiers are scaling their project pipelines and associated revenues. With these opportunities, however, comes a variety of challenges.

The energy transition and increasing renewable penetration represents a unique opportunity across the electric sector. Thoughtful planning and a focus on operational excellence will allow companies to capitalize on this once-in-a-generation opportunity.

**In our work, ScottMadden has assisted leading utilities, developers, corporates, and financiers across North America in developing and implementing strategies, programs, and initiatives for driving sustainable, renewable procurement and portfolio growth. These projects include:**



### Strategy Development and Implementation

Development of strategic assessments and roadmaps to align stakeholders and implement plans to meet renewable asset growth and decarbonization goals.



### Process Improvement and Organizational Design

Evaluation of internal business processes and organizational designs to identify the necessary adaptations and improvements to increase efficiency and effectiveness.



### M&A Due Diligence and Integration

Execution of market assessments, commercial and regulatory due diligence, valuation support, and integration project management support to maximize value and synergies.



### Performance Benchmarking

Peer benchmark panel facilitation that allows participants to identify areas for improvement based on a better understanding of industry performance and practices.



### Regulatory Strategy and Support

Development and support of regulatory strategies and initiatives, including funding applications, rate cases, and alternative rates, to meet the requirements of an increasingly complex policy environment and to capture the opportunities present at the federal, state, and local levels.



**Smart. Focused. Done Right.®**

**Connect with an expert today!**

**MIKE FLINT**

*Director*



+1 (508) 834-9450



[mflint@scottmadden.com](mailto:mflint@scottmadden.com)

