



Why DAREL?

- ❖ DAREL is a public purpose led company: We support the creation of a more sustainable economy and increasing the resilience of our planet's ecosystems, including the climate. This agenda requires strong coalitions, integrated solutions and ultimately will be good ‘business’ for all.
- ❖ We focus on energy transition and strive to support the accelerated implementation of energy efficient solutions and the gradual replacement of fossil fuels by a mix of renewable energy solutions.
- ❖ We bring deep business experience, combined with technical leadership and field tested project and change management capability. We realise the need for an integrated approach with strong emphasis on the people dimension.

How can DAREL help you?

- ❖ By translating the COP21 outcomes, country commitments and policy trends to what this concretely means for your organisation.
- ❖ By helping you to get the best value out of your opportunity in complex stakeholder settings.
- ❖ By validating your business plan or project on a risk-based manner
- ❖ Developing project management plans: We set and/or take responsibilities for program management and project delivery. Together we identify the right project, assess the feasibility, select the concept and follow through, define the detailed design and execute the project.

Which services can DAREL offer?

- ❖ Value assurance reviews: We bring in deep expertise around areas of specific focus, and review your running or new projects or investment proposal. We validate and improve the decision quality and ensure that your project or venture is not unnecessarily exposed.

- ❖ Opportunities framing sessions: Together we build the business case and roadmap, focusing on the economic model, sharpen the value proposition, and define the improvement plan. We facilitate stakeholder alignment, develop a shared vision and create the required commitment to act.
- ❖ Optimising project scope: We improve and innovate the scope of your project through value engineering, system engineering or lean methodologies, thereby leveraging an extensive network of experts if and when required.
- ❖ Defining acquisition strategies: we help you to navigate the complex front-end acquisition trajectory, including due diligence, company/asset valuation, acquisition strategy, building the board pack and defining the forward plan.
- ❖ Identifying and managing risks & uncertainties: Together we identify future events that could jeopardize your project objectives. We determine and prioritize the response actions
- ❖ Training on climate dilemmas: We build interactive training tools focusing on climate and energy transition dilemmas. The modules comprise deep learning on energy themes, team collaboration and usage of management decision concepts. We provide climate awareness programs for NGOs, schools and education centers that stimulate the right dialogue.

Why engage with DAREL?

- ❖ We are business people, not consultants; we are focused on the *end result*, realising very well how often good initiatives get stuck in extended dialogue and lack of follow-through.
- ❖ We embrace diversity, and prefer to work in an integrated delivery team, partnering with the client.
- ❖ We know how the corporate majors operate and have the ability to effectively apply and scale down best practices, such that we bring the best of both worlds.
- ❖ We believe that experience counts and we bring over 200 years of combined industry experience to you.
- ❖ We operate with a flexible earning model, a low cost mentality and are willing to share a degree of risk.

