



RWE's expertise assists in the commercialisation of a Multi Utility's generation business

CASE STUDY

RWE's recommendations to optimise organisation structures, commercialise business units and understand the value of risk, resulted in the Multi Utility maximising the benefits of the emerging electricity market.



The need for our expertise

An extremely well managed Multi Utility faced new challenges as deregulation and liberalisation of the European markets occurred.

In spite of their commercial focus, proven successes in cost reduction and efficiency improvement initiatives, they needed to ensure that their competitive edge was maintained.

Putting our expertise into action

We used our knowledge and experience of over 13 years of operation in the world's most competitive energy market, to advise the Multi Utility on the following:

- optimal organisational structures
- dynamics of change
- development of the emerging market
- commercialisation of the plant/market interface.

We then undertook our business risk assessment process on two of their major power plants. Our risk assessment process identifies and quantifies all the key risks in power plant operation in terms of cost, availability, performance and environmental compliance.

The outcome of the assessment allows operators to technically and commercially optimise the running of their plant in both the short and long term. It provides real commercial evaluations of power generation assets, underpinned by our experience and knowledge of world-wide energy markets.

The difference we made

RWE's style of 'sharing our experience' reinforced the success of the relationship. The Multi Utility is now integrating our recommendations into:

- the strategic direction of the generation groups
- the development of their energy management centre
- cost reduction and risk mitigation in the business units.

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