

CORNWALL INSIGHT

CREATING CLARITY

Our Capabilities in Consultancy

Cornwall Insight's consulting team have provided pre-eminent project and advisory services to the UK energy and water sectors since 2010.

Our consultants are:

- **Trusted** – we are the commercial advisors to over 300 energy companies from generation, project development, energy retailing, network companies, investors, government departments and professional firms
- **Independent** – we are objective and adopt an analytically-driven consulting approach
- **Flexible** – we are agile and capable of delivering insight through multiple mediums, and can work collaboratively with other project advisors
- **Practiced** – our team has over 40 years of energy market experience from trading, retailing, energy procurement, renewables, flexible and thermal capacity, and policy and regulatory design
- **Comprehensive** – we evaluate the detailed market rules and we are at the forefront of regulatory change by sitting on a range of key-panels (BSC, CUSC, UNC) and working groups
- **Far-sighted** – we have a unique perspective in the market by working across retail, networks and generation, which enables us to provide in-depth and holistic insights across the whole energy chain



Ben Hall, Head of New Business

Ben advises a range of suppliers and generators at board and executive levels on strategic and tactical matters. He specialises in policy, regulation and market development in wholesale and retail markets.

Ben's areas of expertise include:

- Investment due diligence
- Renewable support and development
- Routes to market and PPAs

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Tom Palmer, Principal Consultant

Tom leads our consultants. He has a wide range of advisory, transactional and research experience in the UK and Irish energy markets, and is a leading industry voice on flexibility issues.

Tom's areas of expertise include:

- Battery storage and peaking plant
- Commercial due diligence
- Balancing services and capacity markets

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“We have found them to be very knowledgeable, diligent and insightful.”

-Fred Olsen Renewables

“They proved professional, competent and flexible to accommodate our requests and to advise us in a changing environment. We have been working with them for some time on various projects.”

-Bluefield Partners LLP

“It has been a pleasure, as always, working with a team of people that know the industry inside and out.”

-Manx Utilities

“The output is always concise and tailored specifically to our business. We have found Cornwall's services invaluable in navigating the complex and ever changing regulatory backdrop.”

-Infinitis

Sectors, Skills and Experience

Sectors we work in:

Smart energy: Connected homes, smart metering, smart charging and settlement and Electric Vehicles



Energy generation: Renewables, distributed generation, conventional and battery storage



Energy retailing: Households, SME, industrial and commercial, intermediaries



Water: Business retail and Third Party Intermediaries



Regulation and policy: Across electricity, gas, water and heat



Skills and expertise

We provide a seamless range of advisory, research and bespoke consulting services to support organisations through their business and financial planning, strategy development, due diligence, policy design, risk management and regulatory assessments.

We have specialist skills and expertise in a range of areas, including:

- Investment due diligence
- Business planning and modelling
- Retail market intelligence
- Routes to market and PPAs
- Market entry – supply and generation
- Regulations, licensing and codes
- Trading/ hedging strategies
- Risk management
- EV impacts on electricity supply/ demand
- Power market modelling
- Capacity Market rules, applications and modelling
- Balancing mechanism and balancing services
- Subsidies – RO, FIT, CfD and RHI
- Network charging – transmission and distribution
- Policy design and impacts
- Balancing and settlement

About us

Cornwall Insight has a wider team of 40 people working in the GB and Ireland wholesale, retail and regulation markets. Our sister company, Pixie Energy, examining and trialling locally, acts as an incubator and facilitator of strategic research and project work focussing on a wider range of impacts of disruption on energy regulation, policy and markets. The Cornwall Insight team can provide specialist knowledge and independent insight that helps our customers succeed in the rapidly changing markets.

Supporting Some of the World's Leading Energy Companies

Foresight
group


Department for
Business, Energy
& Industrial Strategy

Confidential

Type: Investor
Project: Investment DD
Year: 2016-18

We supported this investor with assessing the possible revenue streams for a battery storage site as part of its due diligence for acquisition. The review included analysis of regulatory risks.

Type: Govt department
Project: Policy guidance
Year: 2017-18

Cornwall Insight developed a range of guidance documents for BEIS and stakeholders focusing on maximising revenue streams from the provision of heat from the heat networks.

Type: Infrastructure investor
Project: Technical audit in the private wire arrangement
Year: 2018-present

Cornwall Insight undertook a review of the charging and cost allocation methodology that will govern the trading and risk management under the private wire arrangement between consumers and generators.

 **Utility Regulator**
ELECTRICITY GAS WATER

Confidential


LOW CARBON
CONTRACTS COMPANY

Type: Regulator
Project: Policy support
Year: 2015-17

Our consultants undertook several separate phases of work, including reviewing the effectiveness of competition in the Northern Ireland energy retail market.

Type: Water company
Project: Bespoke electricity TPC forecasts
Year: 2016-present

These projects involved the development of site-specific electricity third party charge forecasts for the purposes of business planning and submission of the regulated business costs for price controls.

Type: Govt body
Project: Policy support
Year: 2018

Cornwall Insight has been working with the LCCC to develop thinking on the possible simplification, streamlining and alignment of processes for the CFD and CM schemes.

Which?

Confidential


Wheelabrator
TECHNOLOGIES

Type: Consumer rep
Project: Impact assessment
Year: 2018

Our consultants used primary research to understand the possible impacts of the price caps on innovation in both energy and other markets. The report has been published on the Which? website.

Type: European Utility
Project: Consultation responses
Year: 2016-present

Cornwall Insight has provided a range of support to this European utility to respond to key industry consultations across both policy and regulation.

Type: Developer
Project: Energy advisor role
Year: 2015-present

We have been the retained energy advisor for this energy from waste developer since 2015, with support including licensing and route to market assessments.

Our Leading Experts

Our consultants are industry experts first and consultants second. They have a broad and in-depth knowledge of their specialist areas having worked in and studied the industry for several years.



Ben Cerini, Consultant

Ben provides advice to clients on business case development, energy storage and modelling. He is a trained lawyer with international energy experience gleaned in the US.

Ben specialises in:

- Energy policy
- Project finance modelling
- International markets



Craig Lowrey, Senior Consultant

Craig has decades of experience working with governments, investors, suppliers and large consumers.

Craig specialises in:

- Non-commodity costs & consumer bills
- Local energy
- Energy supply markets
- Energy procurement



Emma Burns, Senior Consultant

Emma is a regulatory economist with eight years' experience in the regulatory sphere and as a consultant. Before becoming a consultant in 2016 she worked at the British and Irish regulators and Elexon.

Emma's areas of expertise include:

- Market design and market rules
- Quantitative analysis
- Electricity balancing



Tom Edwards, Senior Modeller

Tom has developed a range of models to help planning, strategy development and transactions in the GB and Irish energy markets. Tom's background is in balancing, trading and transmission arrangements.

Tom specialises in:

- Flexible generation and storage
- The BSC and CUSC
- Balancing services and capacity markets



Adam Boorman, Consultant

Adam works with leading energy companies on issues relating to regulation and market reform. His background is as a regulatory compliance specialist.

Adam's areas of expertise include:

- Energy supply markets
- Market entry
- Licensing and codes



Tom Musker, Senior Modeller

Tom is experienced in designing, delivering and assuring complex modelling projects. Prior to Cornwall Insight, Tom worked at EDF in a range of roles including fundamentals and trading.

Tom specialises in:

- Power market modelling
- Market fundamentals
- Trading strategies and risk management

Our Leading Experts

Selected for our unparalleled depth of sector expertise, commercial know-how and experience, we have helped a broad range of clients tackle their toughest challenges.



David Bowers, Consultant

David works with energy developers and investors on revenue stream appraisal, due diligence and business model development

David's areas of expertise include:

- Energy storage and flexibility
- Renewable energy
- Energy efficiency and conservation



Paul Anderson, Modelling Consultant

Paul has been part of the energy industry for nearly two decades, covering and interpreting the effects of developments across the utilities, including the creation of the Irish SEM, water competition and the UK's EMR.

Paul specialises in:

- Third Party Charges and regulatory costs
- Onsite generation feasibility
- Energy use optimisation



James Cunningham, Consulting Analyst

James has supported a range of stakeholders to enter the Capacity Market and has a deep understanding of the rules that govern the scheme. He has also been involved in numerous projects relating to electric vehicles, including a charging revenue model and a qualitative impact assessment at the distribution network level.

James's area of expertise includes:

- The Capacity Market
- Electric vehicles
- Market research



James Brabben, Consultant

James has an advanced understanding of renewables support schemes including the Renewables Obligation, Feed-in Tariffs and Contract for Difference and has previously lead research reports on PPA competition and market share.

James's area of expertise includes:

- Electricity and gas markets, renewables and system balancing both in the UK and Ireland
- Consultancy projects covering renewables generation and Power Purchase Agreements (PPAs), having previously lead Cornwall Insight's wholesale services team