

Rev June 2017

## About Menlo Energy Economics

**Menlo Energy Economics (MEE)**, a consulting firm based in San Francisco Bay Area, provides consulting services to the energy clients worldwide, primarily, but not exclusively, focused on the electric power sector. Our clients include power companies, energy-intensive industries, regulators, government policymakers, research institutions and others coping with the challenges of the rapidly evolving electricity markets.

MEE provides a host of customized services designed to fit the needs of the clients. Our approach in assisting clients relies in teaming with a close cadre of affiliates and strategic partners, including **E-Cube** based in Paris, France, to address the issues of interest to our clients. This approach offers flexibility and allows us to adjust according to the scope and complexity of the assignments while managing project costs and schedule.

One of our specialties is to organize customized in-house training and capacity building for clients dealing with evolving business models in the electric power sector.

Our sister organization, **EEnergy Informer**, publishes a monthly newsletter, which is syndicated to a number of media and news organizations including **The Electricity Journal**. A list of MEE's **books, publications** and a sample of our **presentations** may be found elsewhere on our website.

### SAMPLE OF PRACTICE AREAS

**Menlo Energy Economics'** primary practice areas include:

- Utility business models & strategy
- Technology innovation & disruption in electric power sector
- Regulatory & business policy
- Distributed energy resources (DERs)
- Grid & network modernization
- Electric vehicle charging infrastructure
- Cost-reflective tariffs
- Energy efficiency & demand response
- Integrated resource planning (IRP)
- Competitive retail electricity markets
- Market design, market structure & market performance
- Renewable energy integration
- Climate change & environmental sustainability
- Customized training on above topics

### CUSTOMIZED RESEARCH & MARKET INTELLIGENCE SERVICES

**Menlo Energy Economics** offers customized research and market intelligence services. Many of MEE's clients subscribe to **EEnergy Informer**,

a monthly newsletter covering significant developments in the electric power sector with international circulation.

## **BOOKS**

President on MEE has edited 10 books since 2006, all published by Academic Press, listed below in reverse chronological order below. Further details may be found on website.

- **Innovation and disruption at the grid's edge: How distributed energy resources are disrupting the traditional utility business model**, May 2017;
- **Utilities of the Future: Future of Utilities; How technological innovations in distributed generation will reshape the electric power sector**, April 2016;
- **Distributed Generation and its Implications for the Utility Industry**, June 2014;
- **Evolution of Global Electricity Markets, New Paradigms, New Challenges, New Approaches**, June 2013;
- **Energy Efficiency: Towards the End of Electricity Demand Growth**, Feb. 2013;
- **Smart Grid: Integrating Renewable, Distributed & Efficient Energy** (2011);
- **Energy Sustainability and the Environment: Technology, Incentives, Behavior** (2011);
- **Generating Electricity in a Carbon Constrained World** (2009);
- **Competitive Electricity Markets: Design, Implementation, Performance** (2008); and
- **Electricity Market Reform: An International Perspective** (2006).

## **OUR CLIENTS**

**Menlo Energy Economics'** clients include major utilities, energy intensive industry as well as regulators, research institutions, and policymakers. The following is a partial list in alphabetical order. The scope and nature of assignments varies:

- **Air Liquide** ● *Paris, France & Houston, TX*
- **California Energy Commission (CEC)** ● *Sacramento, CA*
- **China Light & Power Company (CLP)** ● *Hong Kong*
- **Comisión de Regulación de Energía y Gas (CREG)** ● *Bogota, Colombia*
- **Edison Energy** ● *Irvine, CA*
- **Electric Power Research Institute (EPRI)** ● *Palo Alto, CA*
- **Electricite de France (EdF)** ● *Paris, France*
- **Electricity Generating Authority of Thailand (EGAT)** ● *Bangkok, Thailand*
- **EMGESA** ● *Bogata, Colombia*
- **Energy Australia** ● *Sydney, Australia*
- **Energex** ● *Brisbane, Australia*

- **Electric Energy Society of Australia (EESA)** ● Sydney, Australia
- **Essential Services Commission**
- **ESKOM** ● Johannesburg, South Africa
- **Global Business Network (GBN)** ● Emeryville, CA
- **Global Energy Decisions (GED)** ● Sacramento, CA
- **Korea Power Exchange (KPX)** ● Seoul, Korea
- **Korea Electrotechnology Research Institute (KERI)** ● Seoul, Korea
- **Ministry of Energy (TAVANIR)** ● Tehran, Iran
- **National Energy Regulator of South Africa (NERSA)** ● Pretoria, South Africa
- **Port of San Diego** ● San Diego, CA
- **Reliant Energy** ● Houston, TX
- **RWE** ● Essen, Germany & Palo Alto, CA
- **Tenaga Nasional Berhad (TNB)** ● Kuala Lumpur, Malaysia
- **US Agency for International Development (US AID)** ● Washington, DC
- **Western Electricity Coordination Council (WECC)** ● Salt Lake City, UT
- **World Bank** ● Washington, DC
- **Unidad de Planeación Minero Energética (UMPE)** ● Bogota, Colombia

## OUR TRAINING OFFERINGS

Below is a partial list of seminars, presentation, workshops, in-house customized training & executive briefings:

- **Australian Institute of Energy (AIE)** ● Melbourne & Perth, Australia
- **Australian Power Institute (API)** ● Queensland, Australia
- **Chevron** ● San Ramon, CA & Houston, TX
- **China Light & Power Company (CLP)** ● Hong Kong
- **Celsia** ● Madrid, Spain
- **Comisión Federal de Electricidad (CFE)** ● Mexico City, Mexico
- **Club Español de la Energía (EnerClub)** ● Madrid, Spain
- **Copenhagen Business School (CBS)** ● Copenhagen, Denmark
- **CSIRO** ● Newcastle & Melbourne, Australia
- **Durham University** ● Durham, UK
- **Economic Regulatory Authority (ERA)** ● Perth, Western Australia
- **Electricite de France (EdF)** ● Paris, France
- **Energy Australia** ● Sydney, Australia
- **Endesa** ● Bogota, Colombia
- **Energy Council** ● Melbourne, Australia
- **Energy Users Association of Australia (EUAA)** ● Melbourne, Australia
- **Energex** ● Brisbane, Australia
- **Electric Energy Society of Australia (EESA)** ● Sydney, Australia
- **ESKOM** ● Johannesburg, South Africa
- **European School of Management & Technology (ESMT)** ● Berlin, Germany
- **Florence School of Regulation (FSR)** ● Florence, Italy
- **General Electric Training Center** ● Florence, Italy
- **Global Business Network (GBN)** ● Emeryville, CA
- **Global Energy Decisions (GED)** ● Sacramento, CA
- **Harriott-Watt University** ● Edinburgh, Scotland

- **IBM** ● San Francisco, CA
- **Imperial College London** ● London, UK
- **Institute Francaise Petrole (IFP)** ● Paris, France
- **Institute for Public Affairs (IPA)** ● Melbourne, Australia
- **International Energy Agency (IEA)** ● Paris, France
- **Intensive Energy Users Association** ● Johannesburg, South Africa
- **Integral Energy** ● Sydney, Australia
- **ISA** ● Medellin, Colombia
- **Jacobs University** ● Bremen, Germany
- **Korea Energy Economics Institute (KEEI)** ● Seoul, Korea
- **Korea Power Exchange (KPX)** ● Seoul, Korea
- **Korea Electrotechnology Research Institute (KERI)** ● Seoul, Korea
- **Ministry of Energy (TAVANIR)** ● Tehran, Iran
- **Office of Energy** ● Perth, Western Australia
- **Operador do Mercado Ibérico de Energia (OMIE)** ● Madrid, Spain
- **RWE** ● Essen, Germany & Palo Alto, CA
- **Tenaga Nasional Berhad (TNB)** ● Kuala Lumpur, Malaysia
- **TU Berlin** ● Berlin, Germany
- **TU Delft** ● Delft, Netherlands
- **TU Vienna** ● Vienna, Austria
- **University of Aarhus** ● Aarhus, Denmark
- **University of New South Wales** ● Sydney, Australia
- **University of Calabria** ● Cosneza, Italy
- **US Agency for International Development (US AID)** ● Washington, DC