

DIRECTION

THE FUTURE OF WIND



Clir M&A uses AI and cloud-based data processing techniques to analyze historical portfolio and site data in days, where it would typically take months. (Courtesy: Clir Renewables)

Clir Renewables launches merger, acquisition service

Clir Renewables, a market intelligence platform for wind and solar, has launched a mergers and acquisitions (M&A) service. Clir M&A will help renewable energy investors gain a competitive edge by using Clir's project performance analytics to understand project risk and asset health, enabling improved bids in accelerated timelines.

"In 2019, Elemental Energy used Clir's data and expertise to submit a competitive bid to successfully acquire the project, as well as improve their financing and debt terms. Seeing this success, and the demand for deeper insights for bids, motivated us to develop Clir's M&A service. With project finance in renewable infrastructure growing, we have seen a boom in cross-border mergers and acquisitions. Clir's offering of deeper intelligence during the bidding process alongside post-optimization insights will increase production, reduce costs and give clients a competitive edge," said Clir CEO Gareth Brown. Through Clir M&A, Clir uses advanced AI and cloud-based data processing techniques to analyze historical portfolio and site data in days, where it would typically take months. This speed to analysis, coupled with the context provided by a 200 GW global industry dataset, enables Clir to provide buyers, sellers and their advisors with greater certainty on the risk and potential of projects. Access to this deeper intelligence during the bidding process alongside ongoing insights allows clients to increase production and reduce costs.

Clir's access to 200 GW of wind and solar data also allows investors to benchmark performance against industry standards, while gaining clarity on asset risks and asset health. This affords investors an opportunity to consider post-acquisition optimization strategies much earlier in the asset management life cycle. Clir benchmarks data from all major OEMs, allowing bidders to measure asset and turbine performance against region,

vintage and technology to ensure that the project is performing up to industry standard. "Clir's value is in its data. At Clir M&A, we put data at the fingertips of stakeholders," Brown said.

MORE INFO www.clir.eco



Jochen Eickholt is the new CEO at Siemens Energy. (Courtesy: Siemens Gamesa)

Siemens Gamesa names Eickholt as new CEO

Siemens Gamesa Renewable Energy has appointed Jochen Eickholt, a member of the executive board at Siemens Energy as its chief executive officer. Eickholt was expected to take the reins at Siemens Gamesa March 1, replacing Andreas Nauen.

"Siemens Gamesa is experiencing significant challenges in its onshore business in a very difficult market, and we have appointed an executive with a strong track record in managing complex operational situations and in successfully turning around underperforming businesses," said Miguel Angel López, chairman of Siemens Gamesa's board of directors. "The Board would like to thank Andreas for his considerable efforts as CEO as well as for his previous leadership of the Offshore business, which continues to lead the global market."

Eickholt joined the Siemens Energy executive board in January 2020, where he is responsible for the power-generation and industrial-applications businesses as well as Asia-Pacific and China. During a career with Siemens spanning more than 20 years, Eickholt has held a number of senior management positions including chief executive officer of Siemens Mobility and chairman and managing partner of the Siemens Portfolio Companies.

He studied electrical engineering at the RWTH Aachen in Germany and at the Imperial College of Science, Technology, and Medicine in London. After receiving his engineering degree, Eickholt earned his doctorate at the Fraunhofer Institute for Production Technology.

MORE INFO www.siemensgamesa.com

NRG Systems announces new vice president

NRG Systems recently announced Enrique Lopez Salido is the company's new vice president of operations. Lopez Salido oversees the company's manufacturing operations, integrated supply chain processes, and quality program.

"I am excited to join the NRG Systems team at such a pivotal time for both the company and the renewables industry," Lopez Salido said. "As NRG's portfolio continues to evolve and the business continues to grow, I look forward to driving the optimization of the processes needed to get their proven, high-quality products in the hands of customers so they can keep their own projects on track for success."

Lopez Salido has nearly 30 years of experience running and redefining global operations for a range of technology sectors, including aerospace, automotive, telecommunications,

medical, and renewable energy. He most recently served as Daikin Applied Americas' supply chain transformation lead, where he led the evolution of the company's procurement process into an integrated supply chain; helped establish long-term commodity strategies; and assisted in achieving a year-over-year cost reduction.



Enrique Lopez Salido is NRG Systems' new vice president of operations. (Courtesy: NRG Systems)

Enrique's solutions-focused mindset and considerable experience in global operations for everything from startups to publicly traded, billion-dollar companies are significant assets," said NRG Systems president Evan Vogel. "I

am confident that, with Enrique on our leadership team, NRG will continue to handle any challenges that come our way, while helping us meet our growth demands in an extremely efficient and profitable way."

MORE INFO nrgsystems.com

Fluence, Pexapark team up for clean energy transition

Fluence, a market leader in energy-storage products and services, is teaming up with Pexapark, a provider of software and advisory services for renewable energy sales and risk management. The collaboration will provide customers with insights for the transition to clean energy.

Growth in energy storage and renewables are making market intelligence vital for participants in the electricity sector. The collaboration

will provide insights for investors, independent power producers, and utilities. Fluence customers will get access to Pexapark's analytical tools that simplify the complexity of energy transactions and maximize investment value.

"Today's announcement is another major milestone for realizing Fluence's ambition to develop a unique ecosystem that changes the way our customers power the world," said Manuel Perez Dubuc, CEO of Fluence. "We are growing this ecosystem including third-party technology solutions, alongside our products, services, and digital applications for renewables and storage. Our partnership with Pexapark will encourage greater investment in and deployment of clean-energy generation and battery-based energy storage projects on the grid. Together, we will use our digital solutions to advance the global clean-energy transition."

"As the renewable energy sector



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continues to evolve – increasingly at the mercy of the merchant markets and price volatility – it is critical that industry players are armed with the data, knowledge and software to maximize their returns and manage their risks,” said Michael Waldner, Pexapark CEO and co-founder. “In light of current market pricing trends, those who couple the most advanced technological solutions with the most accurate market intelligence will have the edge when it comes to increasing their revenue potential.”

Pexapark’s market knowledge and data will be paired with Fluence’s fleet of 3.6 GW of battery-based storage solutions deployed or contracted to deliver real world operational insights.

MORE INFO www.fluenceenergy.com



The Fluence Cube is storage technology that allows scaling from 1 MW to 500+ MW systems. (Courtesy: Fluence)



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