



Capabilities Statement



2021

Company Profile

Project Consultancy Services Pty Limited (“PCS”) was created in 1991 to offer an independent advisory service to companies contemplating major energy contracts or infrastructure investments.

PCS assists in-house personnel to analyse these opportunities and provides an interface between technical and commercial specialists.

The focus of PCS's activity is oil and gas transmission, natural gas processing, third party access regulation and power procurement.

Core Competencies

The principal activities of the company are to promote major infrastructure projects and to provide specialised services in regard to:

- project evaluation;
- technical and commercial strategy development;
- tariff and contract structuring;
- commercial structuring;
- economic regulation;
- financial structuring; and
- gas and electricity purchase and sale contract negotiation.

Management and Team Profile

MICHAEL (MIKE) LAUER

Director

Mike is a Director of PCS and has a wealth of experience gained over more than thirty years in the energy industry in Australia. Mike specialises in providing commercial advice regarding oil and gas supply, oil and gas projects and remote power generation developments. In the last 30 years Mike has played a significant role in major projects in the energy sector in Australia.

Allan McDougall

Principal Consultant

Allan McDougall joined PCS in January 2012 as a Principal Consultant after 17 years with Synergy, Western Power and SECWA. Specialising in commercial negotiations, business development and tender evaluation. Allan has represented Synergy as a Director of the Retail Energy Market Company, on the Gas Supply and Emergency Management Committee during the Varanus Island incident and various other groups and bodies such as CCI and Domgas Alliance.

Michael Brooks

BEng (Env)(Hons), BSc, Exec MBA (AGSM)

Senior Consultant

Michael joined Energy Matrix Group in August 2019 as a Senior Consultant. At Energy Matrix, Michael helps advise clients on their energy options, including economic modelling, preparing tender documents, negotiating alongside clients and providing commercial and engineering expertise.

Brett Leicester

BComm (Accounting), BComm(Information Systems)

Technical Services Manager

Brett joined PCS in December 2013 as Technical Services Manager with over 12 years' experience specialising in financial analysis, data mining and developing complex models reporting both financial and non-financial data.

Paul Bresloff-Barry

BBus, MBA, PGDip (Decision Systems)

Business Manager

Paul joined PCS in September, 2016 as a Business Manager after 15 years with Synergy / Western Power, specialising in contract management, commercial negotiation, information and regulatory management.

Major Client List

PCS has worked with many mining companies, gas producers, intermediaries, start ups, government agencies and retailers across Australia.

Services

Project Evaluation

PCS can assist by:

- Implementing the right cost structures to maximise project returns and limit exposure to long term fixed costs
- Knowing the local market and how to take advantage of spot and long term positions
- Identifying contracting strategies which enable maximum flexibility

Strategy Development

PCS has experience developing strategy in the energy market for a wide range of customers. Setting the right strategy enables a customer to optimise their costs, trade off volatile costs with cost certainty and remove costs when conditions are challenging.

PCS capabilities include:

- Developing an energy procurement strategy that is appropriate for a project or ongoing facility is crucial for success.
- Understanding the energy requirements of a project or facility taking into account local conditions and local energy supply options
- Evaluate alternatives that best meet your energy needs including crude oil, fuel oils, diesel, LNG, LPG, pipeline gas, solar PV, wind, battery storage, hydrogen

Tariff and Contract Structuring

With decades of contract experience and energy cost modelling, PCS is well placed to provide advice on project cost modelling together with contract structuring to reduce overall project risks.

Tariff structures are generally not well understood as these vary across jurisdictions, operations and between facilities. This makes for a considerable array of cost configurations which have a direct impact in the profitability of existing or proposed ventures.

PCS can work with clients to navigate these uncertainties including:

- Evaluating fixed and variable tariff components
- Benchmarking tariffs to determine weighted average cost of capital and capital costs
- Structuring tariffs to provide incentives and protect downside risks
- Optimising long term commitments with behavioural charges

Commercial Structuring

PCS can assist those evaluating an existing venture or those considering the creation of a new venture by providing independent advice on the commercial realities in Australian energy markets.

PCS can advise on:

- The benefits of structures for engaging with the market
- Competition issues

Economic Regulation

Energy regulation in Australia is complex and varies geographically by jurisdiction. Knowing and understanding the regulatory landscape in energy markets can and does provide cost and operational impact on projects. PCS understands the regulatory regimes and can advise customers on how to reduce risks and remain compliant.

PCS has deep experience in:

- Reviewing and advising on access regimes
- Identifying opportunities and strategies to take advantage of access regimes
- Negotiating with asset owners and regulators over Access and Access Disputes
- Dealing with a wide range of issues captured under regulation including quality, market interfacing systems and data analysis

Gas and Electricity Purchase

PCS can provide quality advice on procurement of gas and electricity to meet the needs of your project.

PCS has implemented a range of strategies for customers including:

- Reviewing historical energy demand and forecast energy demand to optimise volume commitments
- Tendering Supply
- Negotiating take or pay commitments
- Developing hybrid strategies utilising fixed, short term and spot procurement
- Price Arbitration and Reviews
- Off-market inquiries with project proponents to develop energy supply and de-risk projects

Due Diligence

PCS can provide due diligence services to provide assurance for your project.

Contact Details

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