



SUN BUSINESS DEVELOPMENT

Investor relations

Activities	Applicability
Investment opportunities	Renewable Energies with a FiT or a PPA in place. (no geographical limitations)
Renewable Energy Greenfields	
Renewable Energy Projects with licenses	
Renewable Energy Projects with licenses and negotiated EPC contracts	
Renewable Energy Projects in operation	
Companies in need of funding	Renewable Energies and Cleantech
Technology in need of funding	
IP backed products or solutions	
Investment Portfolio building	When required
Financing services (debt options, lenders)	
Sell Mandates	Renewable Energies and Cleantech
Buy Mandates	

Technical consultancy

Services	Applicability
Due diligence – Technology	Renewable Energy Projects and Cleantech
Due diligence – Technical	
Due diligence – Financial	
Due diligence – Technical and financial	
Resource measurements and assessment	
Pre-feasibility Studies	
Feasibility Studies	
Simple Energy yield Studies	
3 rd Party reports	
Benchmark studies	
Bankability Reports	
Risk Analysis and Management	
Debt structure	
Debt service advisory	
Strategic advice	
Construction monitoring	
EPC contracts negotiation	
Operation monitoring and verification	Renewable Energy Projects, products, Balance of Systems, Balance of plants
O&M monitoring	
Factory inspections	
Site inspections	Governmental and public sector
Plant inspection	
Certification analysis	
Policies' evaluation	
White book's preparation	
Advisory papers	



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EPC relations

Activities	Applicability
Tender information	Renewable Energy Projects
EPC opportunities	
EPC Project Support	
Project partners liaisons	
Renewable Energy projects support	
Field layout optimization	
Cost reduction and power output maximization	
Evaluation of suppliers	
Selection of suppliers	
Project Life-cycle analysis	
Maintenance and service	
Technical problems to be solved	
Project Reverse Engineering	

Engineering Consultancy

Services	Applicability
Project management/support	Renewable Energy Projects
Feasibility studies	
Engineering Support	
Renewable Energy technical projects: off-grid	
Renewable Energy technical projects: on-grid	
Evaluation of suppliers	
Selection of suppliers	
Project Life-cycle analysis	
Maintenance and service	
Mandatory European Renewables/ Energy Efficiency integration	Energy Efficiency, Sustainability
European Directive 20-20-20 related projects	
Energy Efficiency projects	
Sustainability projects	



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Business Development

Activities	Applicability
Market studies	Solar Thermal, solar PV, CSP, CPV
Benchmark reports	Solar Thermal, solar PV, CSP, CPV
Business opportunities and market analysis	Solar Thermal, solar PV, CSP, CPV
Research and Development activities	Solar Thermal, solar PV, CSP, CPV
Products and solutions concept	Solar Thermal, solar PV, CSP, CPV
Products and solutions design	Solar Thermal, solar PV, CSP, CPV
Products and solutions technical specification	Solar Thermal, solar PV, CSP, CPV
Supply chain analysis	Solar Thermal, solar PV, CSP, CPV
Supply chain evaluation	Solar Thermal, solar PV, CSP, CPV
Supply chain optimization	Solar Thermal, solar PV, CSP, CPV
Manufacture solutions	Solar thermal, solar PV, CPV
Manufacturing lines set-up	Solar thermal, solar PV, CPV
Manufacturing lines optimization	Solar thermal, solar PV, CPV
Quality control design and implementation	Solar thermal, solar PV, CPV
Certification support	Solar thermal, solar PV, CPV
Strategy on Market and Sales	Solar Thermal, solar PV, CSP, CPV
Training in Systems Engineering	Solar Thermal, solar PV, CSP, CPV
Training in Installation and Commissioning	Solar Thermal, solar PV, CSP, CPV
Training in Customer support and Customer care	Solar Thermal, solar PV, CSP, CPV
Training in Maintenance and Service	Solar Thermal, solar PV, CSP, CPV