

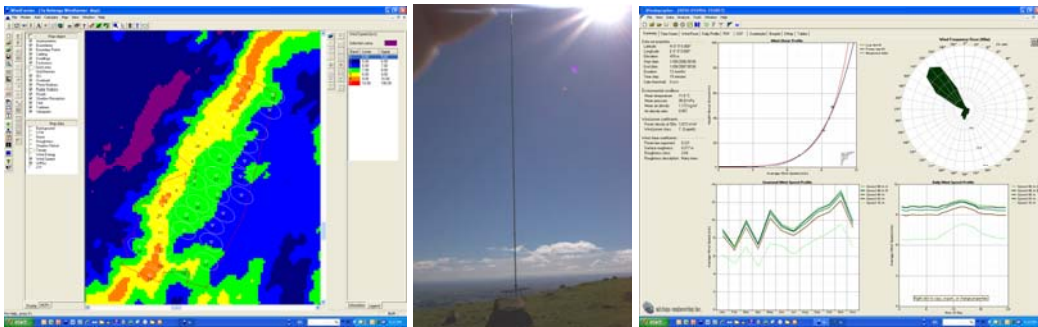


ZEPHYROS
consulting



Zephyros Consulting

Service Portfolio



your one - stop - shop for wind farm development

About Zephyros Consulting



Zephyros Consulting is a small boutique consulting firm specializing in wind energy consultancy and named after the Greek God of West-Wind, Zephyros.

Bernhard Voll, the principal of Zephyros Consulting has a long and successful track record in the industry with more than 15 years experience in the utility business and more than 8 years experience in wind farm development. As Technical Director of various leading wind development companies such as Global Renewable Energy Partners, Energreen and Allco Wind Energy Bernhard was responsible for all technical aspects of wind farm development from landowner management and negotiation of lease contracts to wind monitoring, data collection, wind analysis, energy analysis, wind farm design to all aspects of project permitting including specialist reports such as noise, shadow flicker, electromagnetic interference, transport and visualizations with high quality photo montages.

With his electrical background and an education as a Master of Engineering Bernhard also played a pivotal role in grid connection applications and electrical design of wind farms. For a number of very successful projects in Australia, New Zealand and USA Bernhard has provided expert advice and work. His specialist reports have for various projects been approved by the NSW Department of Planning as well as local consent authorities in New South Wales and Queensland.

With the closure of Allco's wind business Bernhard decided to form his own company which now acts as a consultant for wind farm developers.

As a market differentiation Zephyros mainly acts for developers with a specific focus on cost effective wind farm development quasi as an external 'in-house' expert solely focused on the needs of the developer. This allows Zephyros Consulting a more aggressive approach in wind farm development using the long term expertise of Bernhard as an executive manager of leading wind farm companies.

Services - Wind Farm Development



A lot of tasks are to be fulfilled in the wind farm development process, some of them requiring substantial expertise but not sufficient volume to support a full-time in-house resource. This is one of the core areas of Zephyros Consulting. We offer high quality, client-tailored support in the following areas:

- **Wind Monitoring**
Selection of Wind Monitoring Equipment and location of Wind Monitoring Towers, Supervision of Wind Monitoring Tower Installation, Met Mast Verification Reports providing independent assessment of wind monitoring quality and compliance with best practice standards, management of wind data collection including monthly data reports and quality checks, Met-Tower maintenance;
- **Wind Data Analysis**
Detailed regular wind data quality checks and analysis with respect to wind shear, turbulence, climatic parameters, wind direction, speed etc., Preparation of expert wind reports;
- **Energy Reports**
Preparation of detailed energy generation reports using state of the art software. These reports are important for the project financing and investment decisions;
- **Wind Farm Design**
Preparation of an optimized layout for the wind farm project based on a detailed wind analysis, incorporating existing constraints and maximizing the financial result of the wind farm by combining best energy output with cost effective infrastructure design. All wind farm designs are checked on-site in detail to verify constructability and ensure a practical optimized solution. A check is also done against a proprietary financial model to ensure the best outcome in the design process;
- **Infrastructure design**
Preliminary design of road and cable network based on environmental constraints and the optimized layout;
- **Grid Connection**
Assistance in designing an optimized grid connection in cooperation with other expert consultants and the Network Operator. Zephyros Consulting sees itself as the "client-representative" in such negotiations trying to find an optimal solution which often incorporates creative solutions tailored to the specific characteristics of a project and maximizing the use of installed equipment.


Review & Due Diligence

Wind Farm Development usually involves a lot of different experts - from the ecologist to the heritage specialist and further to the electrical engineering expert and the wind analysts. Once reports are prepared a detailed review process commences as it is crucial for the success of a project that such reports not only correctly reflect the impacts of a project but also are consistent with the developer's interests and allow a cost effective construction and operation of a project. Zephyros Consulting offers to review specialist reports with the "expert" eye of a developer providing a third party advice not clouded by any interests other than the developer's intention to get an optimized project with good results and maximum acceptance in the community.

An important aspect of project development is also the ability to buy into existing projects. Zephyros Consulting provides detailed due diligence assistance from wind & site assessment to planning review, review of financial modeling all the way to the final negotiations with the seller of a project. Bernhard has substantial experience in this and has regularly prevented his previous employers from costly decisions through detailed analysis of sites.

Part of the Due Diligence Sector is also the appraisal of proposed Greenfield sites. Zephyros Consulting, using a proprietary point system offers to prepare site suitability reports supporting the decision making process in selecting new sites for development.

Project Marketing



The success of a project not only depends on high quality engineering and good financing, it also requires constant communication with all stakeholders including the public and the landowners. Zephyros Consulting can prepare project websites, regular newsletters, landowner brochures, community information days etc. to ensure everyone gets the information early, upfront and clear.

A major aspect of project marketing is also the acquisition of investment capital. Zephyros Consulting offers the preparation of Investment Memoranda, Investor Presentations, Site Inspections etc. to assist developers in their approach to potential investors in the project.

Training

Successful project development requires constant training and substantial expertise not only from consultants but also in-house. Zephyros Consulting offers training for new staff members, regular seminars and regular "refreshment" exercises to ensure your organization is always up-to-date with the various aspects of project development.

Training may include on-site instructions as well as various sessions in the office. Training should be fun and we try to organize good quality courses covering all aspects. Training will be tailored to the client's needs and can be broken up into small individual pieces. We offer training for groups and individuals for the following areas:

- Wind farm engineering
- Permitting
- Project Marketing (including community consultation)
- General Wind Farm Development.