

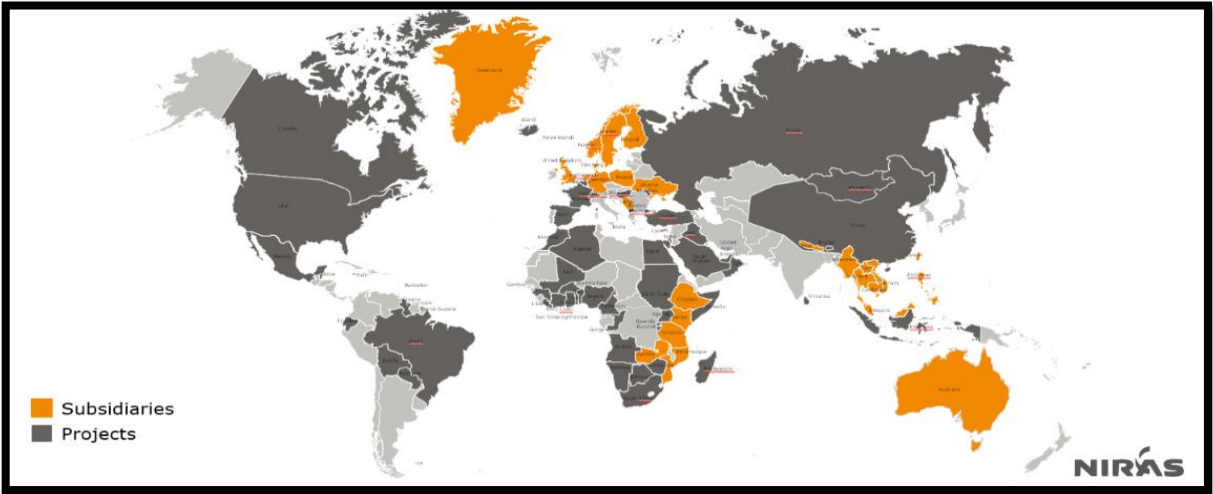


# Company Profile

## May, 2023

**INTRODUCTION**

RCEE-NIRAS is a subsidiary of NIRAS A/S Company, founded in Denmark in 1956 and is today a Scandinavian multi-disciplinary consulting company with 2,400 full-time permanent staff across more than 30 country offices globally, with approximately 2,000 associated professional specialists working in NIRAS projects around the world. The NIRAS Group is a well-consolidated company with a gross turnover of around EUR 280 million. The company operates in Europe, Africa, Asia, the Middle East and the Arctic Region, and about 30% of the annual turnover is accrued from projects carried out internationally.



Building on its international experience, NIRAS provides technical expertise and results-oriented project management focusing on climate change, finance, green economy, grid integration of renewables, using renewable energy as heat and power production and district energy (heating/cooling), energy efficiency, resource efficiency in industrial processes, waste, water supply and sanitation, water resources, and natural resources to mention some branches. All consultancy work can be divided into core development areas (see illustration below).



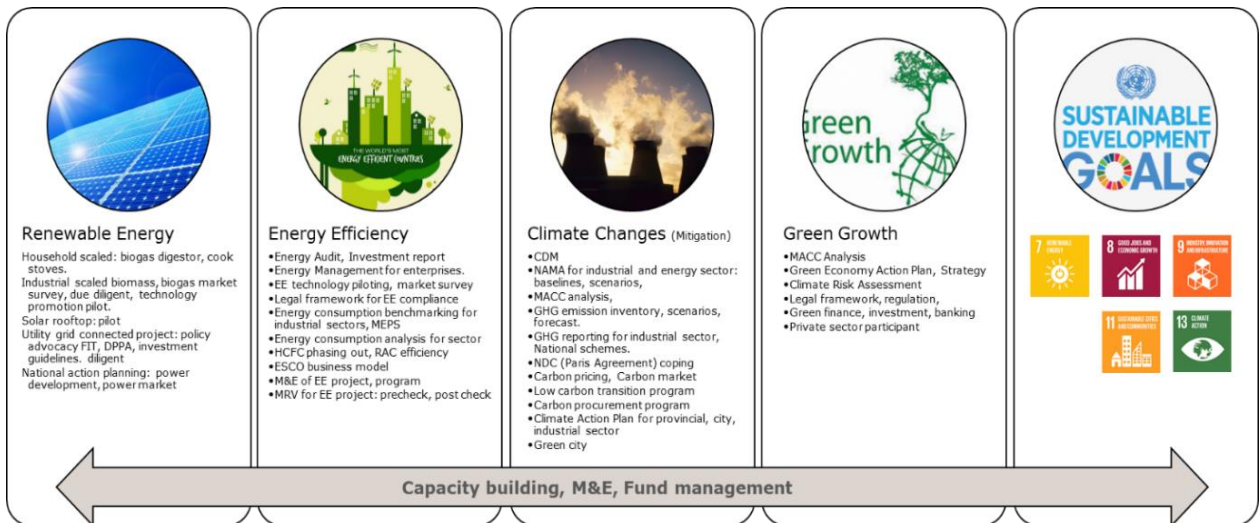
NIRAS staffs work with all levels of national, local and regional public authorities, non-governmental organizations and the private sector to strengthen local capacity, primarily within agriculture, climate change, environment, water, agriculture, natural resources and

infrastructure. Moreover, multi-disciplinary teams are used widely to provide advisory services within policy and strategy formulation, programme development and implementation, institutional and organizational development and strengthening technical skills in organizations. Services are provided at all stages of the project cycle in relation to capacity strengthening in the public and private sector.

In Vietnam, NIRAS has established RCEE–NIRAS, a joint venture with a local Vietnamese company (RCEE Energy and Environment Company) having its head office in Hanoi and 20 permanent staffs.

RCEE-NIRAS provides professional services in a wide range of expertise on energy, and emission mitigation issues in Vietnam with a high qualified consultant and an extensive network of national and international experts/specialists in different professional backgrounds. RCEE–NIRAS’s experts can work effectively in a multicultural, enabling and participatory team environment.

For the last 20 years, RCEE-NIRAS has been provided technical services to variety of donor-funded and Government- funded projects related to energy and environment subjects, especially in the field of climate change mitigation, green growth, energy efficiency, energy management and renewable energy. Our main clients include international development agencies: World Bank, Asian Development Bank, Danish International Development Agency (Danida), French Development Agency (AFD); United States Agency for International Development (USAID); Ministries: Ministry of Industry and Trade, Ministry of Construction, Ministry of Investment and Planning; as well as the private sectors. Our consulting business is organized in five main areas including: Renewable Energy, Energy Efficiency, Climate Changes, Green Growth and SDG as illustrated below:



RCEE-NIRAS provides high quality services through a team of highly committed and experienced permanent staffs in collaboration with a network of external senior specialists. The following are the key personnel of the company and the corresponding brief summary of their profiles:

**Nguyen Tuan Anh**  
(BSC, MBA) **Managing Director/ Energy Specialist**

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- Mr. Anh is Managing Director of RCEE-NIRAS and at the same time he is a senior energy advisor of the company. He has expertise in Energy Efficiency, Renewable Energy, Energy Policy, Waste to Energy, CDM, NAMA, Carbon Finance, Climate Changes and Green Economy. In many projects, he covers policy advocacy to Vietnamese Government agencies in legal and institutional frameworks. He holds university degree of electrical engineering and MBA degree. Before joining RCEE-NIRAS he had 15 years working experiences with multinational corporation in energy and electrical engineering industry.

**Nguyen Hoai Nam**  
(BSc, PhD) **Head of Clean Energy Unit**

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- Mr. Nguyen Hoai Nam is responsible of managing a large portfolio of projects in Clean Energy Unit (CEU) in RCEE-NIRAS which is dealing with green growths, energy planning and GHG mitigation. Mr. Nam is also a senior consultant in energy planning, GHG mitigation and energy efficiencies. Mr. Nam has been working for RCEE-NIRAS since 2015. He holds university degree of electrical engineering, master degree of sustainable development and PhD degree in economics.

**Phan Minh Thao**  
(BA, BAAcc, MBA) **Head of Consulting Services Unit**

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- Ms. Phan Minh Thao is responsible of business development and international cooperation. Thao has extensive experience in project coordination, logistics, and market survey. Thao is leading Consulting Service Unit in RCEE-NIRAS which deal with international donor's projects. Ms. Thao is also a consultant in capacity building, public awareness in sustainable development. Ms. Thao has been working for RCEE-NIRAS since 2005. Ms. Thao is Bachelor of Foreign Languages in the background and hold MBA degree.

**Nguyen Thanh Mai**  
(MSc, MBA) **Head of Climate Change Unit**

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- Ms. Nguyen Thanh Mai is responsible of managing a large portfolio of projects in the field of climate change and environment. On various engagement in consulting service, she has responsibilities for planning, implementation as well as the preparation of work papers, reports, analysis. Mai has MSc in Chemical engineering and Master's in management in ESCP Europe. Before joining RCEE-NIRAS, Mai has ten years working in chemical industry

**Dinh Ngoc Quynh  
(BAAcc)**

**Chief Financial Officer (CFO)**

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- Ms. Dinh Ngoc Quynh is Chief Financial Officer of RCEE-NIRAS, responsible for financial controlling, accounting, human resource and administration. She has over 15 years of working experience in accounting, finance and human resource. Ms. Quynh contributes her experiences and expertise to implement various RCEE-NIRAS's international donor projects.

**Nguyen Trong Nghia  
(BSc, Msc)**

**Head of Policy Advisory Unit**

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- Mr. Nguyen Trong Nghia is responsible of managing a large portfolio of projects in the field of energy and GHG policy consultancy for industrial sector. He has been working since 2011 for Institute for industrial policies and strategy, MOIT. Mr. Nghia holds university degree in petrochemical and Msc degree in environment protection.

**Hoang Anh  
(PhD)**

**Energy Specialist/ Energy Auditor**

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- Mr. Hoang Anh works as senior consultant, technical team leader in the field of climate change, energy efficiency and environment. Anh is an energy auditor certified by MOIT. He holds PhD Degree in Technological processes and MSc in Electrical engineering.

**Nguyen Thanh Ha  
(Bsc, MS)**

**Energy Specialist/ Energy Auditor**

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- Mr. Nguyen Thanh Ha works as senior consultant in the field of climate change energy efficiencies and clean energy. Ha is an energy auditor certified by MOIT. He has been consulting private sector building up energy management system. Ha hold MSc in Energy Management and Electrical Engineer degree of HUT

**Nguyen Hai Duc  
(Bsc, Msc)**

**Renewable Energy Specialist**

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- Mr. Nguyen Hai Duc is working as Renewable Energy Advisor. Prior to RCEE-NIRAS, Duc has several years participating in energy field, acting as Business Development Manager for Vietnam Solar (especially C&I rooftop) market, as well as Area Sales Manager / Project Manager for ABB with notable participation in RE projects in Australia (wind and solar), Japan (wind and floating solar) and so on. He holds the Master in Science - Business Management of Brunel University London.

**Tran Duc Hoa  
(BSc)**

**Energy Efficiency Specialist/ Energy Auditor**

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- Mr. Tran Duc Hoa works as a technical team leader and an energy auditor for energy efficiency projects. Mr. Hoa has intensive experiences in energy auditing works for industrial and building enterprises. He holds a Bachelor Degree in Energy Management. Mr. Hoa is a Vietnamese Government MOIT's certified energy auditor

## Energy Efficiency

Energy management consulting is the core business of RCEE-NIRAS. RCEE-NIRAS provides expertise through energy audit services; consulting on developing a sustainable energy management system; training courses in energy audit, ESCO model, energy performance measurement. Measurement, Reporting and Verification (MRV), energy management system and energy saving.

### En Toolkit

EnToolkit is an Energy Manager Training Program that aims to introduce to businesses a sustainable energy management system and build the capacity of your energy manager in implementing a sustainable energy management system.

The objective of the course is to equip energy managers with the knowledge and skill to establish and implement a sustainable energy management system for business, to not only ensure the energy efficiency but also to reduce energy cost.

### En Audit

EnAudit is the Energy Audit Service provided by RCEE-NIRAS. It is the first step to assess how much energy your organisation consumes and to evaluate what measures you can take to become more energy efficient. During a conducting energy audit, our certified (professional) energy auditors will inspect your energy consumption, looking not only for areas where your factory is losing energy but also where to reduce your current energy usage. An audit will show you problems that may, when corrected, save you significant amounts of money over time.

### EnSupport

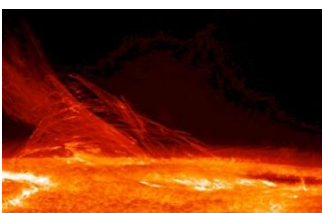
EnSupport is a service product customized for customers to set up a sustainable energy management system in their enterprises. The services cover the assessment of the existing energy management situation, analyze it, and provide a road map to improve. EnSupport will support energy managers step-by-step to apply the Evaluation tool for energy management performance in their enterprises, including setting up energy policy, energy accounting center, energy efficiency, etc. With EnSupport, RCEE-NIRAS personnel will support customers with Setting up Energy Target and Plan, Integration of the Energy Management System into Business Practice.

RCEE-NIRAS has successfully conducted many capacity-building and due diligence projects, particularly in energy efficiency and conservation in Vietnam.

RCEE-NIRAS also acted as the local partner for the project: Supporting Implementation of the National Energy Efficiency Program Project funded by Asian Development Bank, which support the Ministry of Industry and Trade to promote energy conservation in the industrial sector in Viet Nam leading to a substantial reduction of energy consumption while delivering a higher level of energy services to the sector. RCEE-NIRAS has conducted a survey to obtain the data on energy consumption in 50 selected industrial enterprises; Provided inputs to the implementation plans for the Investment Grade Studies in 10 industrial sites; and, under Component 3 – Upgrade Capacity of Existing Energy Service Companies, assessed existing energy centers in Vietnam with regards to their human resource capacity, technical capacity, expertise, and experience in providing energy services to customers.

Recently, RCEE-NIRAS has participated in a consortium to implement the project: Establishment of an Energy Savings Scheme in the Steel Sector in Vietnam funded by French Development Agency (AFD). The study aims to support the Ministry of Industry and Trade to come up with an Energy Savings Target and the Implementation set-up as well as Technical Guidance for Regulatory Framework. RCEE-NIRAS is in charge of the sector survey to develop a more reliable data on energy consumption, efficiency and energy saving issues in the steel sector and a technical analysis to assess the potential for energy consumption reduction.

RCEE-NIRAS assists selected private sector suppliers in developing commercial markets for their energy and water efficiency products that target. RCEE-NIRAS is a partner of MEET-BIS Project which supports the development of technical capacities, marketing and sales capacities, and financing solutions for suppliers in energy and water efficiency. The RCEE-NIRAS team is developing technology partnerships with key suppliers in selected sectors (food processing, garment and textile, commercial buildings), with the ambition to serve 750 SMEs over the project life span. To enhance their capacity to sell to the SME market, the project provides assistance with: Translating efficiency products into Business Innovation Packages, with a clear added value to SME clients (cost savings); Developing relevant sales skills and marketing materials; Providing hands-on technical installation and after-sales service training; Improving access to finance for both the suppliers themselves as well as the SMEs they target.



## Renewable Energy

RCEE-NIRAS works with renewable energy through advising and promoting renewable energy for scaling up the use of these for generation of electricity. The objective of the work has been to increase the supply of electricity from renewable energy sources on a commercially, environmentally and socially sustainable basis.

RCEE-NIRAS has participated in the project: Scoping Study on intra-ASEAN value chain cooperation and trade in energy efficiency and renewable energy technologies led by International Copper Association to study on policies and regulations regarding solar PV power projects in Vietnam including information on incentives for solar PV projects. Also, the local team has worked with local solar PV suppliers and project developers to develop case studies on Solar PV value chain in Vietnam.

In the framework of Capacity Building in clean technology in the industry and transport sectors Project funded by Asia Pro Eco Programme - European Commission, RCEE-NIRAS has conducted survey and report on biomass and Biofuels technologies to acquire more knowledge on local available techniques, materials and funds, and understand the inquiries on local needs for implementation of biomass combustion techniques and renewable transport fuels; and has contributed to design and implement the promotional material: website, leaflets, training material, and Elements for list of available EU instruments in ASEAN and of local Environmental Instruments and Measures.

RCEE-NIRAS cooperates with technology providers to promote alternative fuel / renewable energy solutions to heavy industries such as cement, steel, etc. as well as light process industries i.e food processing, wood processing. RCEE-NIRAS provide feasible study for the development of wind farms, land-fill projects, rice husk power plants. RCEE-NIRAS provide services for feasible study in wind farm, land-fill project, rice husk power plant.

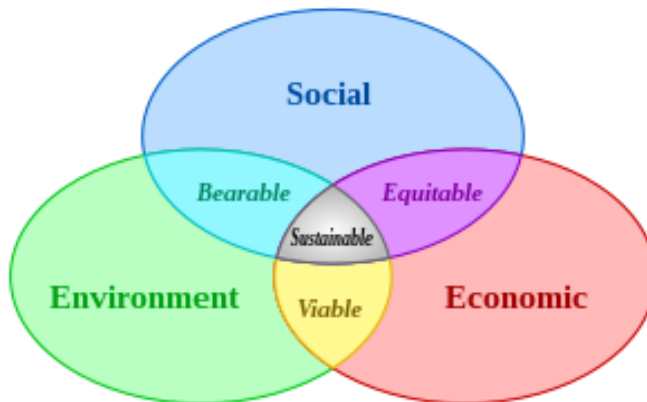




## Green Economy

Vietnam has been proactive very soon in selecting a green growth model through the promulgation of the Strategy 2012-2020 and recently National Green Growth Strategy for the 2021-2030 period, vision towards 2050. The Strategy aims at reducing energy consumption and greenhouse gas emissions of the country's economy and boosting 'green' economy sectors.

RCEE-NIRAS has actively provided research, training, and policy consultancy on green growth at central and provincial levels. RCEE-NIRAS has been formulating the Monitoring and Evaluation Framework for the Implementation of the National Green Growth Action Plan and carry out the Review of Legal Framework in four sectors for Green Growth as assigned. At the provincial level, RCEE-NIRAS provides training and consultancy to support their planning for low carbon development and green growth action plan. RCEE-NIRAS is preparing MACC analysis (Marginal Abatement Cost Curve) and formulating Provincial Green Growth Action Plans (P-GGAP) as assigned.



## Climate Change

RCEE-NIRAS provides a broad range of consultancy and advisory services across climate and environment disciplines, particularly in mitigation and low carbon development.

RCEE-NIRAS has successfully participated in GHG analysis projects and emission reduction programmes and capacity building services on climate change response and green growth at central and provincial/city levels. RCEE – NIRAS has successfully conducted a number of emission inventory development projects in various sectors, i.e. energy, industry, transport, agriculture, etc. Our team are experienced with emission data collection and emission modelling activities.

RCEE-NIRAS continuously supports Ministries, including MOIT, MONRE, MOC, MPI, etc. to strengthen their capacity on climate change initiatives and energy conservation in various industries in Vietnam. Currently, under financial supports from the USAID, our team are supporting industrial enterprises for their reporting energy consumption and GHG emission and helping them to get access to available sources of green finance in the market.

Under World Bank support, RCEE – NIRAS has participated in Partnership for Market Readiness Project to strengthen Vietnam’s capacity and readiness to mobilize national as well as international and state budget as well as private financial resources to support GHG emissions mitigations in steel sector, through proposing carbon pricing instruments and roadmap for application of Market based instruments (MBIs) in steel sector.

NIRAS Denmark and RCEE – NIRAS team have completed the contract Nationally Appropriate Mitigation Actions (NAMA) in the cement sector under the cooperation between Nordic Development Fund and the Government of Vietnam. The cement NAMA project established a database for Vietnam’s cement sector and defined main components of the NAMA conceptual framework which includes baseline and mitigation options, Measurement, Reporting and Verification (MRV) set-up, legal and institutional framework and financing arrangement.

RCEE – NIRAS led an international consortium to provide consultancy services on potential opportunities for key sectors in Vietnam to reducing greenhouse gas emissions in the short and medium term to the World Bank under Carbon Finance Assistance Programme.

RCEE – NIRAS was involved to implement Consultancy Services for Advisory Services and Analytics on Options for Integrated Measurement, Reporting and Verification (MRV) Framework and System for the Energy Sector and for the National MRV System and Criteria for Large GHG Emission Sources in Vietnam, financed by the World Bank. The project focus on analytical and advisory work to inform the World Bank’s policy dialogue and technical advice with Vietnam on suitable options for a MRV Framework and System for the Energy Sector; and criteria for identifying large GHG emissions sources in the Vietnamese context.

In order to help Vietnam to reach its long term environmental goals while preparing its economy for more international trade, RCEE –NIRAS support the development of an accurate and competitive carbon labeling system in the country. RCEE –NIRAS has supported MOIT Vietnam to develop a plan for the Vietnamese carbon labeling system.

RCEE-NIRAS participated in the “project to support the planning and Implementation of NAMAs in a MRV manner”. The purpose of the project is to enhance the capacity of the Government of Vietnam concerning the planning and implementation of NAMAs. Part of the project activities is to develop and recommend a MRV system for the Ho Chi Minh City (HCMC) that further can be applicable for other cities in Vietnam.



## M&E

RCEE-NIRAS has extensive experience of supporting organizations in developing their capacities in strategic planning, monitoring, evaluation, reporting.

Local -based RCEE – NIRAS with strong capacity in monitoring and evaluation of donor supported energy program, experienced certified energy auditors and solid experience working with industrial enterprises in Vietnam, will contribute to informed decision-making, better allocation of resources and increased development outcomes.

RCEE – NIRAS has successfully supported Vietnam Regulatory Authority of Vietnam (ERAV)/ MOIT to implement Monitoring and evaluation of Distribution Efficiency Program (DEP), including GHG emission reduction calculation. The Consultant has developed the M&E framework for DEP Technical Assistances (TA) and capacity building activities to ERAV, in order to monitor the project's implementation progress, assessing its impact and report on achievements, including energy savings and Greenhouse Gas (GHG) emissions avoidance attributable to the different activities under the TA support as well as to assess impacts of capacity building activities carried out under the scope of the DEP.

RCEE – NIRAS has been selected for evaluating the impacts of the VNEEP phase II program, including assessing whether the program will manage to realize the target of 5-8% energy savings by end of 2015. In addition, the evaluation has provided insights into the lessons learned from the implementation practices, and recommendations to the future strengthening of the energy efficiency policy and implementation

Under Promoting Investment Market for Energy Efficiency in Industrial Sector in Vietnam Project funded by KOICA in cooperation with MOIT, RCEE – NIRAS has been selected to conduct monitoring and evaluation of consultancy provided by the project team to Vietnamese Energy Service Companies (ESCOs) in terms of ESCOs' energy audit and financial planning for energy efficiency investment capacity.



## Policy Advices

RCEE-NIRAS continuously supports Ministries and private sectors to strengthen their capacity on sustainable energy development and climate change responses initiatives in Vietnam. In Vietnam, we provide technical assistance (TA) to help enhance Government's capacity to analyze and develop clean energy strategies and evaluate emission mitigation options for decision making.

RCEE – NIRAS provide local consultant team for USAID Vietnam Low Emission Energy program (V-LEEP) to assist the GVN in establishing an effective policy, regulatory, and incentive environment for low-emission growth in the energy sector, contributing to the development of Power Development Plan (PDP) methodology assessment, support to the CPV Politburo's Central Economic Commission on strategic energy security topics. Developing roadmap for implementing Renewable Energy Development Strategy (REDS) and Renewable Energy Portfolio Standards (RPS), planning and execution process of the Direct Power Purchase Agreement (DPPA) initiative with MOIT's Electricity Regulatory Authority of Vietnam (ERAV).

Our consultant has been selected to join the mission organized by EC under Sustainable Energy for All Initiative to provide an in-depth policy analysis of the Energy sector and policies in Vietnam with a specific emphasis on the four sub-sector policies related to the development of Renewable Energy, Energy Efficiency, Access to Energy in rural areas and Power market reform.

RCEE – NIRAS has supported the Ministry of Industry and Trade in developing and implementing action plans and solutions to achieve Vietnam Nationally Determined Contribution (NDC) targets in energy sector, through upgrading and using the Vietnam 2050 Calculator as a reference tool. The model will help policy makers, businesses and other stakeholders during their preparation and implementation of plans towards achievement of NDC targets, as well as to provide longer view for energy development and GHG emission control related options. The model will be used to support MOIT to develop the new master plan on national energy which will cover the period of 2021-2030, with consideration up to 2050

We have supported Ministry of Investment and Planning to undertake an assessment on the participation of the private sector in emerging economic sectors related to environmental sustainability and green growth, business potential related to green growth, limited barriers need improvement, a roadmap for policy improvements

At city and provincial level, RCEE-NIRAS has provided supports to Vietnamese cities and provinces such as Hanoi, Ho Chi Minh City, provinces in Mekong Delta in Vietnam to develop climate change/ green growth action plan through the assessment of GHG emissions (inventory) and identification of prioritised measures toward climate change response and green growth, including the development of a MACC for the cities.

## Capacity Building & Training

RCEE-NIRAS continuously supports Government and private sectors to strengthen their capacity on climate change initiatives and clean energy in various industries in Vietnam.

As capacity building and training activities are often included in most technical assistance funded by donors and state budget, RCEE-NIRAS has involved to provide advisory services and trainings in clean energy, energy management and low carbon development transition to both Government's officials and private entities operating in different industrial sectors, from SME in seafood processing sector to large cooperation in power and oil & gas sector.

Under USAID – funded Vietnam Low Emission Energy Program (V-LEEP) for the period 2015 - 2021, RCEE – NIRAS has involved to provide training and capacity building for over 700 people in clean energy supported by USG assistance and supported 32 private sector firms to improve management practices or technologies.

In the framework of USAID – funded Vietnam Urban Energy Security Project for the period 2019 - 2022, RCEE – NIRAS team are working with local authority in Danang city (DOIT) to formulate and implement Energy Efficiency Award (EEA) Program, including capacity building workshops to enhance the local authority's capacity on management of EEA Program, organization of launching event of EEA and public awareness raising campaign among designated energy users (DEUs), DOITs in Danang City and other provinces, GoV and relevant stakeholders

In project: Promoting green growth in Halong area in Quang Ninh Province (2016 – 2017) under JICA supports, RCEE – NIRAS's consultants have been selected to work with Quang Ninh local authority (DOIT) to provide: (1) training on ESCO model to local departments' officers and local enterprises in Quang Ninh; (2) on-job training on development and employment of local energy efficiency promotion action plan.

RCEE – NIRAS, as country coordination member for ASEAN Energy Managers Accreditation Scheme under SWITCH -Asia program funded by European Committee, has organized 20 training courses on energy management during the period 2010 - 2013 and certified 600 trainees who are energy managers, technical managers in charge of energy management at industrials and utilities in Vietnam.

Under NDF – funded Pilot project on capacity building and support for development of national appropriate mitigation action in cement sector in Vietnam, RCEE – NIRAS has supported Ministry of Construction to organize a series of training course on Monitoring and Reporting Tool on Energy and CO2 for cement companies in 03 regions: North, Central and South of Vietnam.

RCEE – NIRAS's consultants have been selected to supported Ministry of Planning and Investment to organize a series of training courses on MACC tool for green growth action plan development at provincial levels. The trainings have been delivered to local authority and departments at provincial level in many provinces in Vietnam Quang Ninh, Ha Tinh, Ninh Thuan, Binh Thuan, Kien Giang, Hau Giang, Ca Mau, Soc Trang, Bac Lieu, etc.

## Energy Audit

### MAIN ACTIVITIES

EnAudit is the Energy Audit Service provided by RCEE-NIRAS. It is the first step to assess how much energy your organisation consumes and to evaluate what measures you can take to become more energy efficient. During a conducting energy audit, our certified (professional) energy auditors will inspect your energy consumption, looking not only for areas where your factory is losing energy but also where to reduce your current energy usage. An audit will show you problems that may, when corrected, save you significant amounts of money over time.

### Step of EnAudit:

- Collect past data to present.
- Gather information about production, products, energy, and raw materials for energy balance calculations.
- Survey and measure in detail each technology line and energy consumption device.
- Identify technology process and operating principles.
- Analyze survey results and measure the current status of energy consumption of each device.
- Identify energy saving measures.
- Analyze all measures in order to choose the most feasible and potential solutions technically and financially

### Benefit Enterprise Can Get:

- Financial benefits
  - ✓ Reduce expenditure on energy
  - ✓ Reduce maintenance cost
  - ✓ Be active in capital for using and saving energy.
- Operation Benefit
  - ✓ Assist the management system
  - ✓ Optimization the operation
  - ✓ Improve the safety and productivity of its occupants
- Environmental benefits
  - ✓ Using energy more efficiently helps to protect the environment through reducing CO<sub>2</sub> and other “green house gas” emissions, reducing national energy demand and conserving natural resources, and gradually becoming a “Green Business”
- Marketing benefits
  - ✓ Going green makes good marketing sense. As the urgency of climate change becomes more apparent, companies and clients are looking to support green business and products. Your organization will achieve recognition by the community, including potential customers, as an environmentally responsible business.

### The Report

- An analysis of your current energy usage.
- Low-cost or no-cost energy saving measures such as sealing gaps, adjusting thermostats, and cleaning filters.

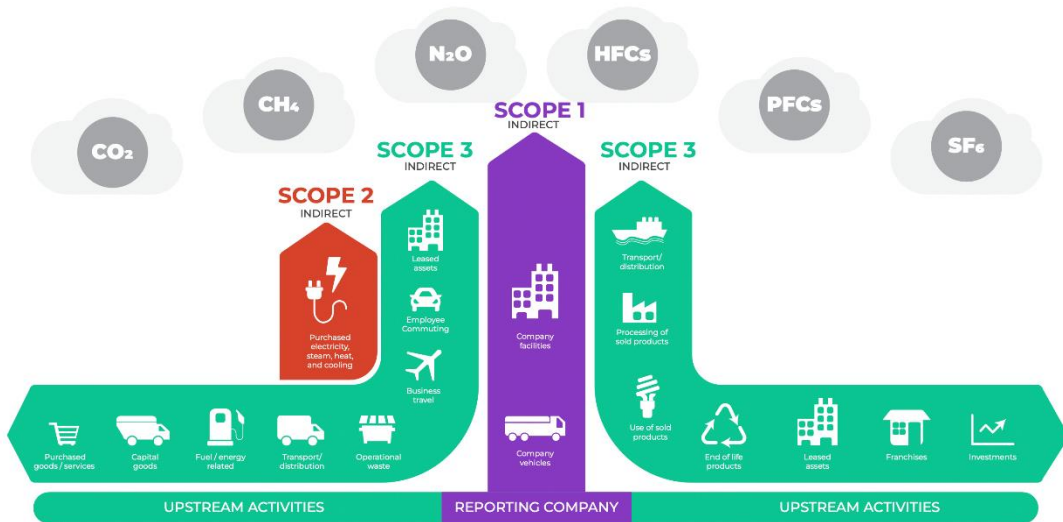
- Less than 3 year pay back energy saving measures
- Higher cost or longer pay back energy saving measures such as attic or wall insulation, equipment or appliance replacement.



**MAIN ACTIVITIES**

**Carbon Management Advisory**

- GHG Inventory
- Carbon footprint reporting
- Life Cycle Assessment
- Climate and Sustainability Strategy



## Energy Management Services

COMPANY SELECTED REFERENCES

Project name	Client/ Donor	Period
Technical assistance on EE Incentive Scheme for energy intensive industries	Danish International Development Agency	2021-2022
Implementation Design of Demand Response program for Vietnam	Deutsche Gesellschaft für Internationale Zusammenarbeit	2021-2022
Technical assistance on EE Incentive Scheme for energy intensive industries	Danish International Development Agency	2021
Analysis and Assessment of the Existing Landscape and Opportunities for Building Energy Efficiency in Selected Countries in Asia	Asia Clean Energy Partners	2020
Development and implementation of M&E activities of the VEEIE project	Ministry of Industry and Trade Vietnam	2020 - 2022
Technical study developing a specific energy consumption norm for an industry sector	Deutsche Gesellschaft für Internationale Zusammenarbeit	2020
Vietnam Urban Energy Security	The United States Agency for International Development	2020 - 2024
Financial mechanisms for Demand Response programs	Deutsche Gesellschaft für Internationale Zusammenarbeit	2019 -2020
Feasibility Study for EE Investments at Pha Lai Thermal Power Plant	Korea International Cooperation Agency	2019-2020
Project for Green Growth Promotion in Halong Bay Area, Quang Ninh Province	Japan International Cooperation Agency	2016 - 2020
Capacity building on Energy Management and ESCO model	Electricity of Vietnam	2018 -2020
Promoting Investment Market for Energy Efficiency in Industrial Sector in Vietnam	Korea International Cooperation Agency	2018 -2019
Consulting services for Detailed Energy Audits for the preparation of NAMA Support Project for the cement sector in Viet Nam	The United Nations Development Programme	2018 -2019

Benchmarking exercise to capture the sector specific baseline energy intensity value for the cement sector during the period of 2014-2016	World Bank	2017 - 2018
Consultancy service to revision of energy efficiency reporting framework for industrial sector in Vietnam	Danish International Development Agency	2017
Vietnam Energy Efficiency Program (VNEEP) Review	Ministry of Industry and Trade	2015-2016
Food processing industry – Strategic sector study and subproject pipeline development for improving energy efficiency with integrated ozone and climate benefits	World Bank	2015-2017
Projection of Emission Reduction for Potential Carbon Finance Program	World Bank	2015-2016
Technical service provider for the LCEE EE financing mechanism	Danish International Development Agency	2015
Low Emission Development Strategy in industry in Bhutan	Asian Development Bank	2014-2015
Assessment of Energy Saving Potential in the Pulp and Paper Industry in Vietnam- CPEE project	World Bank	2014 -2015
Comprehensive survey on energy Efficiency Service Providers – LCEE project	Danish International Development Agency	2014-2015
Project Monitoring and Evaluation, including GHG Reduction for the Distribution Efficiency Project (DEP)	World Bank	2014 -2016
GHG Calculator 2050	Department for International Development	2014
Inception Mission in support of the Project: Low carbon transition in the energy sector in Vietnam	Danish International Development Agency	2013
Comprehensive survey and analysis of emerging energy efficiency service providers or ESCOs in Vietnam	World Bank	2013
Establishment of an Energy Saving Scheme in the Steel Sector in Vietnam	French Development Agency	2012 - 2013
Support to the Vietnamese National Energy Efficiency and Conservation Program (VNEEP)	Danish International Development Agency	2010 - 2013

Review on Energy Efficiency, Energy Savings and Related Environmental Concerns	Embassy of Denmark	2009
MEET-BIS Vietnam (Mainstreaming Energy Efficiency through Business Innovation Support - Vietnam)	European Commission	2009 - 2012
Development of a Comprehensive Investment Plan on National Lighting Product Quality Certification and Testing Laboratory for the Vietnam Energy Efficient Public Lighting Project (VEEPL)	The United Nations Development Programme	2009
TA 7024-VIE: Supporting Implementation of the National Energy Efficiency Program Project	Asian Development Bank	2008 - 2009
Study on Energy Efficiency Potential in Cement Industry of Vietnam	Ministry of Industry and Trade	2008
Promotion of Energy Efficiency and Renewable Energy in Vietnam through Capacity Building in Energy Auditing and Technical Assistance	Ministry of Foreign Affairs of Finland	2007 - 2009
Institutional Framework for Sustainable Energy Management of Vietnam	Ministry of Science and Technology	2002 - 2005
Energy Audit services (200 projects)	Various clients	2009 – present

## Renewable Energy

Project name	Client	Period
Vietnam Low Emission Energy Program	The United States Agency for International Development	2019 - 2020 (Phase 1) 2021 - 2025 (Phase 2)
Congestion Management Solutions for Reducing Renewable Energy Curtailment	Deutsche Gesellschaft für Internationale Zusammenarbeit	2020
Local consultant support for Renewable Energy integration into the Power system.	Danish International Development Agency	2020
ASEAN Value chain in EE and RE	Private	2016 - 2017
Support to the Development of Investment Guidelines for grid-connect biomass power plants in Vietnam	Deutsche Gesellschaft für Internationale Zusammenarbeit	2014
Jatropha Market Survey in Vietnam	Private	2012
Demonstration Project on Biogas Power Generation including FS preparation	Private	2009-2011
ENERFISH - Integrated Renewable Energy Solutions for Seafood Processing	European Commission	2008-2011
Pilot Program on Solar Water Heaters (SWHs)	World Bank	2008-2009
Formulation of Legal Framework on Renewable Energy in Lao Cambodia and Vietnam	European Commission	2006
Solar Campus: Demonstration of Technologies to Use Solar Energy in Vietnam	DEG Bank (Germany)	2006-2008
Capacity Building in Clean Technology in Industry and Transport Sectors (CTIT).	Asia Pro Eco Program	2005-2007
Enabling Access to Sustainable Energy (EASE) Project	The Ministry of Foreign Affairs of the Netherlands	2004-2010
Vietnam-Sweden Rural Energy	Swedish International Development Cooperation Agency	2004-2008
Possibility Study on Industrial Scale Wind Power Development in Central Region of Vietnam	Ministry of Industry and Trade	2002-2003

## Consultancy Climate Change & Low Carbon Development

COMPANY SELECTED REFERENCES

Project name	Client	Period
Local consultancy for supporting performance management of the KOICA project	Korea Institute for Development Strategy	2023-2025
Singapore-VN: Article 6 Collaboration	The Government of Republic of Singapore	2023
Carbon Market Readiness for PVN	Petro Vietnam	2023-2024
Net Zero HCMC & Danang	DAI Global	2023-2024
NDC Indicator for Cement factor	Overseas Environmental Cooperation Center	2022-2023
FS for Multisectorial green credit line in Vietnam	Econoler Inc.	2023
Danish-Vietnamese Energy Partnership Programme Y2023	Viegand Maagøe A/S	2023
Consultancy services for follow –up advisory support on the development of the energy sector MRV framework and system.	World Bank	2021-2022
GHG Inventory & Capacity Building for electronics manufacturing company	Private	2021-2022
Air Quality and Climate Change Policy Assessment and Scenario Development	World Bank	2021
Establishing a Support Facility for Article 6 of the Paris Agreement	Asian Development Bank	2021
Emission factor development for thermal fired power plants of Vietnam	World Bank	2020
Development of Climate Change Handbook for PetroVietnam	PetroVietnam	2020 - 2021
Support the development of an integrated Measurement, Reporting and Verification framework and system for the Energy sector and for the development of criteria for large GHG emission in Vietnam.	World Bank	2020 - 2021
Climate Action Planning Programme.	C40 Cities	2019 -2020
Vietnam National HCFC Phase –out management Plan, Stage II	Ministry of Environment and Natural Resources	2019 - 2022

Vietnam 2050 Calculator 4NDC	Department for International Development	2019 - 2021
Air Quality Management in Vietnam	World Bank	2019-2020
Piloting Credited NAMA Project, Proposing Carbon Pricing Instruments and Roadmap for application of Market based instruments in Steel sector	World Bank	2019-2020
Mainstreaming Climate Change Mitigation into National Infrastructure	Asian Development Bank	2019-2020
Private Sector Participation in Emerging Economic Sectors Related to Sustainable Development and Green Growth and Business Potential Related to Green Growth	Belgium Technical Cooperation	2018 -2019
Support MACC study and development of green growth action plan for Hanoi City	The United Nations Development Programme	2018 -2019
Clean Energy Investment Accelerator	World Resource Institute	2017 - 2018
Consultancy for Eco-Industrial Park Guideline Development	Earnst & Young	2017
Development of Provincial Green Growth Action plan for 5 Mekong Provinces	Deutsche Gesellschaft für Internationale Zusammenarbeit	2016-2017
Consultancy Service on Japan International Cooperation Agency -Assisted Project on NAMAs in Ho Chi Minh City	Japan International Cooperation Agency	2015 -2017
Joint Crediting Mechanism Consultancies	Asian Development Bank	2015-2016
Process design and implementation of training on ecosystem-based adaptation	KfW Development Bank	2015
Development of Provincial Green Growth Action plan for Ha Tinh, Ninh Thuan, Binh Thuan Provinces	Belgian Technical cooperation	2015
TA 47275-001 BHU: Promoting Clean Energy Development in Bhutan – F-004 Measurement, Reporting, and Verification System	Asian Development Bank	2014-2015
Nordic Partnership Initiative Pilot Programme for Supporting up- scaled Climate Change Mitigation Action in Vietnam's cement sector	Nordic Development Fund	2014 - 2016

Low Emission Development Strategy for Industrial Sector of Bhutan	Asian Development Bank	2014 - 2015
Support the Partnership for Market Readiness (PMR) in Vietnam	Asian Development Bank	2013-2014
Support for the National Target Program on Climate Change with a Focus on Energy and Transport	Asian Development Bank	2011-2013
Technical assistance regarding the implementation of the support program to respond to climate change in Vietnam	French Development Agency	2010-2012
Assessing the vulnerability of the Cleaner Production in Industry (CPI) supported industries (demo projects) in Quang Nam and Ben Tre to the effects of climate change	Vietnam - Denmark Development Cooperation in Environment	2010-2011
Asian Development Bank/ RETA 6438: Implementation of the Technical Support Facility (TSF) under Carbon Market Initiative (CMI)	Asian Development Bank	2009-2010
Clean Development Mechanism projects (29 projects)	Private Investors	2007-2012



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