

Major Capabilities

OVERVIEW:

We design and deliver integrated, country-specific solutions that enable energy transition, resilient supply chains and compliant international trade. Our approach combines commercial origination, technical execution and regulatory assurance so projects move from pilot to scale without gaps in logistics, finance or compliance.

TRADE, PROCUREMENT & MARKET ACCESS:

We run full procurement cycles: market analysis, RFQ/RFP drafting, supplier selection, bid support and contract negotiation. We source vetted manufacturers and service providers across Europe, Turkey and Asia, structure CIF/EXW pricing, manage customs and prepare compliant tender packages for public procurement portals (TED/eVergabe and national systems).

SUPPLY CHAIN, LOGISTICS & INSTALLATION:

We coordinate multimodal logistics, customs clearance, bonded warehousing and final mile delivery; where required we handle local assembly and installation through our certified partners. We design delivery schedules aligned to contract milestones and guarantee on-site readiness (tools, teams, certification).

LOCAL MANUFACTURING & VALUE-CHAIN BUILD:

Where advantageous, we set up local assembly, partner with OEMs for EU component sourcing, and implement local content strategies to reduce lead times, create jobs and meet public procurement preferences for local supply.

EV INFRASTRUCTURE:

We deliver end-to-end EV solutions: charger procurement and site planning, grid impact assessments, permitting support, installation, payment/roaming integrations and lifecycle maintenance. We size networks by load, integrate battery buffering and enable scalable rollout models (public, private, PPP).

SOLAR PV + BATTERY STORAGE:

We develop PV + storage projects — feasibility, plant design, procurement of modules and inverters, BOS, EPC management, grid interconnection and O&M contracts. We offer hybrid solutions (on-grid, microgrid, off-grid) and design for resilience and round-the-clock supply using storage and demand-side management.

GREEN STEEL & INDUSTRIAL DECARBONISATION:

We advise on sourcing low-emission steel (electric arc, H2-enabled routes), structure long-term supply agreements, and define decarbonisation roadmaps for heavy industry including fuel switching, process electrification and heat recovery.

OIL & GAS — MANAGED TRANSITION:

For clients dependent on hydrocarbons we design pragmatic transition strategies: efficiency

upgrades, fuel diversification, blended fuel approaches, capex planning and timelines that protect energy security while reducing emissions and exposure to sanctions or carbon pricing.

FINANCE & DEAL STRUCTURING:

We arrange trade finance, letters of credit, performance guarantees, project finance and blended financing (private + DFIs). We prepare bankable project documents, run cash-flow models, and structure contracts to de-risk sponsors, lenders and offtakers.

RISK MANAGEMENT, FX & PROCUREMENT PROTECTION:

We embed contractual risk allocation, insurance solutions, FX hedging options and supplier performance bonds to protect margins and delivery timelines. Our contracts define liquidated damages, acceptance tests and clear commissioning criteria.

COMPLIANCE, AML & SANCTIONS SCREENING:

All counterparties and transactions are screened against AML, UBO, sanctions and PEP lists; we require KYC documentation and electronic invoicing where relevant. We align with applicable EU rules and public procurement directives and prepare compliance packs for tenders (certificates, attestations and self-declarations).

DUE DILIGENCE & TECHNICAL VERIFICATION:

We perform legal, financial and technical diligence: company background, financial health, references, factory audits, product testing and conformity (CE/EN/BIFMA etc.). We coordinate independent third-party inspections when required.

CONTRACTS & LEGAL FRAMEWORK:

We supply standard and custom templates: RFQ/RFP, NDA/NCNDA, supplier agreements, intermediary agreements, POs, delivery and acceptance protocols. We ensure contractual terms meet public procurement and buyer requirements and facilitate notarised signatures where needed.

IMPLEMENTATION & PROJECT MANAGEMENT:

We run on-site project management (EPC or supply-and-install), daily reporting, milestone payment control and stakeholder coordination. Our PMs use standard methodologies (Gantt, critical path) and centralized dashboards for transparency.

CAPACITY BUILDING & O&M:

We include training for local teams, spare-parts plans, warranty management and scalable O&M contracts. For batteries and EV infrastructure we include end-of-life and recycling pathways and vendor-managed maintenance options.

MONITORING, REPORTING & VERIFICATION:

We deliver performance dashboards, emissions accounting and regular KPI reporting. For funded projects we prepare audit-ready records, support third-party verification and adapt metrics to donor/DFI requirements.

CIRCULARITY & END-OF-LIFE:

We design component take-back, battery recycling and material recovery strategies to

minimise lifecycle impacts and maximise regulatory compliance with waste and hazardous goods laws.

ESG & STAKEHOLDER MANAGEMENT:

Environmental and social risk assessments, stakeholder engagement plans and local impact mitigation are embedded in project design to meet investor and public expectations.

WHY WORK WITH US:

We bridge commerce and compliance — delivering competitive pricing through global sourcing while protecting clients with rigorous due diligence, on-the-ground execution and clear legal safeguards (NCNDA/NDA, performance guarantees). Our regional network, tender experience and governance processes shorten procurement cycles and reduce award risk.