Managing Stakeholder Expectations

Applied Solar Technologies

Stakeholders



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What are the Expectations of the Stakeholders

OPCO

- Reduction in Energy Cost
- Fixed Energy Bill
- Increased Uptime

TOWERCO

- Energy as a Revenue Stream
- ZERO ADDITIONAL CAPEX for power infrastructure
- Back to Back uptime Penalties with ESCO

ESCO

- ON TIME Payment
- Economic Cluster size to optimize operations
- Co-operation from OPCO and TOWERCO for tackling local environmental issues
- Partnership Approach from TOWERCO to innovate new solutions/models

LANDLORD

- Expects an additional source of income to compensate his loss from reduced caretaking fee

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Expectations of ESCO's Investors

- Managing Expectations of ESCO INVESTORS is a Challenge
- Investors are looking for
  - Balanced contracts
  - Binding Contracts both in quantity of sites and payment terms
  - Longevity of contracts

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AST's Experience

HO Positive



Circle Sceptical



Circle sees benefits and becomes supportive



Goalpost relocated during the contract



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