



multi-utility consulting®

WELCOME

What does multi-utility mean?

"Multi-utility" is all those products or services that flow into or out of a building, usually underground, including waste disposal.

Our Mission

Pave the way to a competitive and customer-oriented future for utility and waste management enterprises. Enable and implement infrastructural measures.

Our Philosophy

The customer needs to derive genuine value from our work.

CONTACT

multi-utility consulting®

Marcus Mattis

Prof. Dr.-Ing., Dipl.-Kfm.

Sonnenbühl 20
70597 Stuttgart (Sonnenberg)
Germany

Tel.: +49 (0) 711 - 76 70 38 88

Fax: +49 (0) 711 - 76 70 38 99

info@multi-utility.de
www.multi-utility.de

Plan your route: <http://mail.map24.com/muc>

PHILOSOPHY

The customer needs to derive genuine value from our work. Our projects are therefore always employee- and implementation-oriented.

- For each task: multi-utility consulting® constitutes a team of freelance consultants and experts specially selected for the specific task
- Only experienced consultants and managers are deployed
- They work in close collaboration with the client
- Short-term management: this is the logical approach in difficult company situations, e.g. during a turn-around
- Change management

EXPERIENCE

Marcus Mattis

Professor, Doctorate in energy engineering, Master´s degree in business administration (approximate translation of German academic qualifications - not necessarily identical with corresponding qualifications in other countries)

- Board-level management experience with power generation corporations in Germany and abroad
- Broad experience, based on long time work in the liberalized electricity- and gas market, with the competition-oriented purchasing and marketing of energy and added-value products
- Long experience in consultancy, temporary project management, mergers and acquisitions
- Prof. Dr.-Ing., Dipl.-Ing., Dipl.-Kfm.,
Certificate from SGBS (Business School St. Gallen)
- Honorary professor at the University of Stuttgart, Faculty of Energy Technology, Process Engineering and Biological Engineering, lecture : “Strategic planning in the grid-bounded energy industry”

FIELDS OF ACTIVITY

Fields of activity

- Utilities (power, gas, water, thermal)
- Waste disposal
- Telecommunications
- Infrastructure

SPECIFIC TASKS

Scope of duties

- Sales, marketing, product development and product management
- Purchasing of energy, portfolio management
- Mergers and acquisitions
- Restructuring and reorganization
- Extensive experience in the targeted deployment of consultants
- Complex permit procedures and conflict management (strategy and realization)

REFERENCES

SALES & MARKETING

Multi-utility consulting® has proven successful experience and references in the field of sales and marketing (in the broadest sense) including product management and product development.

- Development of a joint sales concept for a number of municipal utilities, including designs for joint sales processes and recruitment of new customers outside their previous geographical areas
- Implementation of the strategy of the municipal utilities for an collaborative company with:
 - market investigation
 - design
 - implementation with strong focus on additional services
- Development of a joint sales concept for municipal and regional utilities as part of the merger of two collaborative companies
 - design
 - development of new services
 - implementation
 - overall project management
- Development and implementation of the multi-utility strategy for a major water and wastewater company in a large city, including product development and the establishment of a subsidiary
- Strategy and implementation of a cooperation agreement between a municipal utility and local craft industry for facility management
- Development of the implementation of a power company's branding policy for its participations in municipal utilities and other energy suppliers
- Regular formulation of a customer magazine for municipal utilities
- Consultancy support for a power company in relation to strategy and implementation of public relation in the municipal utility field area
- Development of a marketing strategy for collaborative municipal utilities
- Development of a gas pricing strategy for a major municipal utility
- Design of a joint sales company for a municipal utility in collaboration with a regional power supply company
- Design and implementation of sales cooperation between three municipal utilities
- Analysis of design and implementation of a customer card system for a municipal utility
- Periodic investigation of congresses and fairs for a power company
- Analysis concerning the distribution and introduction of a flue gas cleaning process
- Development of a business plan for an energy cooperative association of municipal utilities

STRATEGY

Multi-utility consulting® has proven successful experience and references in the field of strategy development and implementation.

- Acted as advisors for an international firm of consultants on their energy and multi-utility strategy
- Prepared a study as a basis for decision-making based for an evaluation of horizontal and vertical strategic partnerships for a municipal utility
- Conducted strategy workshops for the directors and senior staff of a municipal utility
- Designed a municipal utility strategy for corporate acquisitions and services with market investigation and competition analysis
- Analyzed the IT strategy regarding the municipal utility area for an European multi-utility company
- Presentation in the supervisory board of several municipal utilities on strategic issues
- Assistance of an international power company with regard to licence and contract strategy
- Strategic planning for two viniculture companies (pro bone)
- Planning the strategy of an association

POWER PURCHASING

In the purchasing of energy and multi-utility products in liberalized markets multi-utility consulting® can refer to relevant successful results and experience.

- Inviting of tenders for power supplies for industrial companies with substantial cost reductions (including consultancy on payments for network access) and negotiations with power suppliers and operators
- Consultancy support for a regional power and gas company with regarding energy purchasing

GAS PURCHASING

- Support for several municipal utilities and a regional gas supplier with regarding gas purchasing, including contract negotiations
- Establishment of the organization and processes for a regional gas utility
- In cooperation with a consulting company
 - Development of a model for the comparison of gas supply bids for municipal utilities and other major customers

MERGERS & ACQUISITIONS

Regarding the search for strategic partners for investment, mergers or other forms of cooperation, multi-utility consulting® can refer to numerous successful projects and references both on the side of local authorities and municipal utilities as well as investors.

- Consultancy assistance to a power corporation in the acquisition of shares in a major power utility and in addition the implementation of PR work
- Expert assessment of a merger project of the municipal utility for a city
- Acquisition of shares in several municipal utilities (over 20 cases)
 - strategy and cooperation development
 - support (in some cases, management) throughout the entire acquisition process (including contract negotiations)
 - Data room
 - Development of binding offers
- Development and implementation of a long-term acquisition strategy for a municipal utility holding company
- Giving support during the acquisition of a public transportation company through a regional public transportation company
- Development of a new cooperation concept for collaborative municipal utilities
- Acquisition of shares in a municipal utility for a regional utility
- Search for a strategic partner for a municipal utility
 - Development of strategy
 - EU competitive bidding process
 - Implementation, including contract negotiations
 - Overall project management
 - Development of a cooperation project up to readiness for implementation
- Search for a strategic partner for a waste-disposal company
- Anchorman between investor and city holding company for co-shareholding in municipal utility
- Divestment of two shareholdings (100% sale) for an international power company (extra-high voltage / maximum output)
- Consultancy support for a municipal utility with regard to the sale of shares in a supraregional electric utility
- Expert appraisal for a bank concerning a mezzanine financing concept in the energy sector
- Consulting services and successful acquisition of a contracting company for a major municipal utility (with other consultant)
- Consulting during the search for contracting companies for utility companies (multiple projects)
- Acquisition of an engineering company for an international water and wastewater company
- Consulting and implementation during the formation of a water association consisting of 9 local authorities including the management of further authorities.
- Consultancy support for an international recycling and waste industry in the acquisition of a waste disposal company

PROCESSES & ORGANIZATION

- Analysis of the processes of municipal utilities for developing support services
- Development of a concept for product development and product management in medium and small municipal utilities
- Various unbundling projects with strong focus on utilizing the opportunities for additional optimization including unbundling handbook

- Design and development of a regional gas utility
- Unbundling concept, implementation and processes (together with a consulting company) for a regional energy supply company, including a lecture delivered to the supervisory board
- Analysis including following energy supply optimization of a paper mill

WASTE DISPOSAL & SANITATION

- Search for a strategic partner for a waste disposal company
- Consultancy support for a large city in finding solutions to problems with thermal residual waste treatment systems
- Consultancy support for an international water and sanitation company in relation to PPP projects (with search for investment opportunities, including city lighting)
- Development and implementation of a formation of a association for water supply consisting of nine local authorities and operational management for other local authorities

INFRASTRUCTURE

- Development and implementation of a strategy for an international investor to obtain a special airport licence
- Development and implementation of a strategy for pipeline projects