



# COMPANY PROFILE





is a consulting company located in Chisinau, Republic of Moldova, active in the energy sector, focused primarily with renewable energy and energy efficiency. It promotes the importance and uptake of energy efficiency and renewable energy. The company is a provider of demand driven solutions for its clients. It was founded in 2012 as a response to the need of an individual approach towards each client and the need of presenting technically feasible, flexible, economically attractive solutions in the energy sector, including but not limited to EE & RES.

## Core Areas of Expertise:

Renewable Energy Sources and Energy Efficiency, Thermal Power Plants, ESCO and EPC contracts, energy action plans - energy audits in buildings and industries, SEAPs/SECAPs, energy policies, feasibility plans for sustainable energy projects. Electric transports, smart grids, CHP plants, feasibility studies for ESCOs. Our services cover all stages in the project cycle: Project development stage (Planning documents, Project development support, Conceptual design, Preliminary design, Detailed design, Pre-feasibility and feasibility studies, Design review, Due Diligence), Tendering stage (Documentation preparation, Tender evaluation, Contract negotiations), Implementation stage (Supervision, commissioning and trial operation, Cost and project control, Quality assurance and Reporting).

SINERGETIKA offers its consultancy services to: Public Authorities, Electric Power Utilities, Independent System Operators, Regulatory Bodies, Private Investors and International Financial Institutions (EBRD, UNDP, WB, IFC, EIB, IBRD, etc.) and private companies.

## Experience:

SINERGETIKA was contracted in 2018 by Nordic Environment Finance Corporation (NEFCO) to assess the potential of extension of credit products of NEFCO in Moldova as well as provide project development services (Planning documents, Project development support, Conceptual design, Preliminary design, Detailed design, Pre-feasibility and feasibility studies, Design review, Due Diligence), Tendering stage (Documentation preparation, Tender evaluation, Contract negotiations), Implementation stage (Supervision, commissioning and trial operation, Cost and project control, Quality assurance and Reporting).

Working with the Government of Moldova and other key stakeholders, SINERGETIKA supported the development of National Energy Efficiency Action Plan (NEEAP) for 2019-2021 for the Republic of Moldova. SINERGETIKA provided technical expertise and evaluated project proposals for heating and sanitation systems (boiler houses, IHPs, pumps) submitted as part of

the mechanism for promoting investments in the energy efficiency of the urban infrastructure of the Republic of Kazakhstan.

SINERGETIKA has also completed several projects elaborating revolving types of financing mechanisms, establishing financing facilities, evaluation, selection, supervision of energy efficiency and renewable sources projects implemented in Moldova and internationally (Kazakhstan, Armenia, etc.).


## Clients:


SINERGETIKA has conducted/conducts work for the following companies and organizations:

Nordic Environment Finance Corporation (Finland), Energy Efficiency Agency from Republic of Moldova, Energy Charter Secretariat (Belgium), Energy Community Secretariat (Austria), Avangarde s.r.o. (Slovakia), Peace Corps Moldova, UNDP Kazakhstan, UNDP Moldova, UNDP Armenia & Green Climate Fund, NIRAS, FINNFUND and numerous other consultancy services for various local/international clients.


 <p>Ministry of Economy and Infrastructure of Moldova</p>	 <p>INTERNATIONAL ENERGY CHARTER</p>		
			 <p>agenția pentru eficiență energetică</p>
			

## SINERGETIKA Project References / Consultant's Experience

Duration	Assignment name/& brief description of main deliverables/outputs	Name of Client & Country of Assignment	Role on the Assignment
<p>Feb 2021 – Dec 2021</p> 	<p><b>“Elaboration of two roadmaps for piloting energy services under ESCO model in public as well as in utilities sectors”</b></p> <p>SINERGETIKA was contracted to provided support to the Energy Efficiency Agency in identifying the legislative gaps which are hindering the possibility of providing energy services in the public and utility sectors of the country, and namely:</p> <ul style="list-style-type: none"> <li>• Regulatory framework assessment towards the introduction of energy services in the public buildings sector of Moldova;</li> <li>• Elaboration of EnPC roadmap explaining the steps necessary for the implementation of energy services in public sector of the country;</li> <li>• Development of a draft template of Energy Performance Contract.</li> <li>• Regulatory framework assessment of the power and heat supply companies, under the national regulator;</li> <li>• Elaboration of a EnPC model contract for companies under the national regulator;</li> <li>• Development of a "Methodology on calculating parameters of the energy performance contract".</li> </ul>	<p>Energy Efficiency Agency from Republic of Moldova</p> <p><b>Republic of Moldova</b></p>	<p>Sole contractor</p>


Duration	Assignment name/& brief description of main deliverables/outputs	Name of Client & Country of Assignment	Role on the Assignment
<p data-bbox="107 305 268 362">October 2020 – March 2021</p> 	<p data-bbox="296 305 1381 362"><b>“Feasibility Study and Green Climate Fund Funding Proposal preparation for Renewable Energy Support Scheme Financing Facility in the Republic of Moldova”</b></p> <p data-bbox="296 402 1419 784"><b>The main objective of the Assignment is to undertake a Feasibility Study for the Project , and prepare a GCF Funding Proposal, including Specific Studies.</b> The purpose of the Project is to increase by 50 MW in the next 5 years the use of grid-connected photovoltaic (PV) systems in Moldova as a sustainable means of generating electricity by establishing a credit facility for SMEs and the residential sector together with local financial institutions. It is expected that the selected local banks will provide loans for the installation of small and medium-sized solar PV plants (up to 200 kW) to suitable sub-projects and will be fully responsible for the debt service. The expected number of direct potential beneficiaries from the SME sector is about 7,000 and from the households - about 5,600. The Project will promote investments in solar PV projects around the country, with institutional support on the support schemes, Feed-in Tariffs (FITs) and Net Metering for SMEs and the residential sector (households), approved by the Government of Moldova by the Law no. 10 of 26.02.2016 regarding the promotion of the use of energy from renewable sources.</p> <p data-bbox="296 824 1394 881">SINERGETIKA’s consultants are responsible for providing local financial and technical support for the implementation of the overall task under the contract.</p> <p data-bbox="296 922 590 946"><b><u>Type of services provided</u></b></p> <p data-bbox="296 954 856 979"><i>Provide support to meet the assignment objectives:</i></p> <ul data-bbox="344 987 1434 1412" style="list-style-type: none"> <li>• Local coordinator for the project - oversee and coordinate local team members, including data collection;</li> <li>• Lead on sectoral consultations with stakeholders;</li> <li>• Lead on implementation arrangements and regulatory support; contribute to all sections of the FS;</li> <li>• Liaison with NDA and other key partners.</li> <li>• Lead on financial and economic model development and banking sector analysis.</li> <li>• Lead consultation with banking sector stakeholders.</li> <li>• Supporting data collection for sector and banking analysis.</li> <li>• Data collection for GHG emission and financial models.</li> <li>• Facilitate mobilization of and consultation with stakeholders, including on gender, environmental and social aspects.</li> </ul>	<p data-bbox="1459 305 1696 362">AvantGarde Energy (Slovakia)</p> <p data-bbox="1459 402 1703 492">for Nordic Environment Finance Corporation (NEFCO)</p> <p data-bbox="1459 532 1696 589"><b>Republic of Moldova</b></p>	<p data-bbox="1745 305 1906 329">Subcontractor</p>


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	<p><b><u>Specific tasks:</u></b></p> <p><i>Feasibility Study:</i></p> <ul style="list-style-type: none"> <li>• PV Sector analysis, barrier analysis, assessment of tariffs, etc.;</li> <li>• Assessment of financial instruments;</li> <li>• Development of financial model and undertaking financial analysis of the proposed investment;</li> <li>• Banking sector analysis;</li> <li>• Solar PV sector analysis (technological, economic, social);</li> <li>• Environmental and social impact assessment and stakeholder consultation.</li> </ul> <p><i>GCF Funding Proposal:</i></p> <ul style="list-style-type: none"> <li>• Development of Loan and grant Operation Manual(s);</li> </ul>		


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<p>July – September 2020</p> 	<p><b>Drafting of Analytical Document “On the Development of the Biofuel market in the Republic of Armenia”</b></p> <p>The main objective of the task was to carry out an analytical study of the possibilities of developing the biofuel market in Armenia, based on the development of strategic directions of use of alternative types of fuel which are economically profitable and do not have a negative impact on the environment and human health. With a view to contributing to climate change-related risk reduction and mitigation, increase of resilience, reduction of (ruling out of) illegal logging, and increase of efficiency of fighting forest fires, it is planned to introduce a flexible mechanism for production and consumption of alternative fuels. For this purpose, it is necessary to conduct a comprehensive study in the field of the use of alternative fuels, in particular solid biofuel.</p> <p>SINERGETIKA is responsible for providing managerial and operational support for the implementation of the overall task under the contract</p> <p><b><u>Type of services provided</u></b></p> <ol style="list-style-type: none"> <li>1. Carry out a comprehensive study and analysis of the current situation in Armenia and of international best practices (including market state and perspectives, institutional framework and trade chains, raw materials sources, target groups and spatial peculiarities, major legal and economic obstacles, etc.).</li> <li>2. Develop applicable models for the production and consumption of biofuels in Armenia, for which it is necessary to: <ul style="list-style-type: none"> <li>• Conduct a comprehensive assessment of solid biofuel raw materials resources in RA, including the possibilities to develop high bio-energetic plantings;</li> <li>• Conduct the analyses of acting legal framework in RA, highlight the legal problems that needed to be settled,</li> <li>• Carry out an analysis of raw materials, criteria of fuel, the best acceptable solutions for the biofuel production and burning technologies, carry out the comparative analyses of the technological, sanitary and environmental standards/criteria of national and international regulatory framework for raw materials, fuels, production equipment, auxiliary infrastructure, combustion and heating systems.</li> <li>• Provide biofuel-based energy efficiency and economic profitability financial</li> </ul> </li> </ol>	<p>UNDP Armenia</p> <p>Global Environment Facility (GEF)</p> <p><b>Armenia</b></p>	<p>Lead contractor (in partnership with <b>Avenue Consulting, Armenia</b>)</p>


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	<p>assessments existing experience and best international practices.</p> <ol style="list-style-type: none"> <li>3. Conduct a comprehensive analysis of the potential (planned) import, export and internal markets for solid biofuel as well as their production equipment.</li> <li>4. Assess the possible (potential) impact of development of biofuel use on the environment, the economy, the social sphere, public health, territorial development, energy, and other fields.</li> <li>5. Carry out an analysis by beneficiary groups, including considering the armed forces, schools and kindergartens of the Republic of Armenia, as well as other facilities under state or community oversight, as potential beneficiaries.</li> <li>6. Carry out an analysis of the potential impact on the income and expenses of economic operators and citizens (cost-benefit analysis) as well as compliance analysis of all the criteria prescribed by the law within the framework of “Public-private partnership.”</li> <li>7. Evaluate the public and the different levels of governance structures awareness and educational needs in terms of the introduction of a culture of biofuel production and use, and outline the main directions of actions.</li> <li>8. Provide clear recommendations on innovative legal, economic and fiscal mechanisms for the further development of the solid biofuel system, as well as cooperation between potential business models (public-business sectors, services).</li> <li>9. Based on the comprehensive conclusions obtained from the conducted studies, analyses and evaluations, develop a corresponding road map, as well as short-, medium- and long-term program of measures.</li> </ol>		





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<p>June 2019 – September</p> 	<p><b>Supporting of Municipal/Public Energy Efficiency Fund or ESCO in residential sector in Armenia:</b> De-Risking and Scaling-up Investment in Energy Efficient Building Retrofits (UNDP- GCF/00098348-00101711 Project)</p> <p>The main objective of the <b>UNDP-GCF (Green Climate Fund) project “De- Risking and Scaling-up Investment in Energy Efficient Building Retrofits”</b> (Project) is to support the creation of a <b>favorable market environment and a scalable business model for investment in EE buildings</b> retrofits, leading to sizeable energy savings and accompanying GHG emission reductions. The Project works with Armenian government, city municipalities/administrations, financing institutions, private sector stakeholders, ESCOs to deploy the most cost-effective combination of policy and financial de-risking instruments.</p> <p>SINERGETIKA is responsible for providing managerial and operational support for the implementation of component 3 “Financial de-risking” and component 4 “Financial incentives”.</p> <p><b><u>Type of services provided</u></b></p> <ol style="list-style-type: none"> <li>1. Develop a study on applicability of international experience and best practices of municipal/public energy efficiency funds/ESCOs in Armenian context;</li> <li>2. Develop a study on applicability of international experience and best practices on financial structuring and legal mechanisms of MAB retrofitting schemes in Armenian context;</li> <li>3. Provide suggestions on establishing financially viable and sustainable municipal/public energy efficiency fund or ESCO applicable in context of Armenia;</li> <li>4. Develop a proposal on financial incentive scheme with appropriate legal and institutional model for its implementation;</li> <li>5. In consultation with Project Financial Task Leader - preparation of proposals (3 options) on establishing municipal/public energy efficiency funds or ESCOs to be presented to municipalities and government of Armenia including essential policy and legal regulations;</li> <li>6. Aggregate the information summary and lessons learned in the final report;</li> </ol>	<p>UNDP Armenia Green Climate Fund</p> <p><b>Armenia</b></p>	<p>Sole contractor</p>



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<p>2019 – ongoing</p> 	<p><b>Consulting services on Project Preparation &amp; Implementation Support within Energy Saving Credit Facility (ESC) for NEFCO</b></p> <p><b>The Nordic Environment Finance Corporation's (NEFCO's) Facility for Energy Saving Credits (ESC) is a loan programme</b> under the Nordic Environment Development Fund (NMF), which is intended to offer small scale financing primarily for energy saving measures in municipally owned buildings such as schools, day care centers, hospitals and sports facilities as well as street lighting systems The Facility for Energy Saving Credits provides loans to municipalities or municipal companies.</p> <p><b><u>Type of services provided</u></b></p> <ol style="list-style-type: none"> <li>1. Identify and prepare projects to be funded under the ESC in line with the adopted by NEFCO eligibility criteria, seek NEFCO's approval of selected projects prior to their implementation;</li> <li>2. Provide the necessary support to municipalities involved with passing local procedures, such as: <ul style="list-style-type: none"> <li>- Agreeing of the amount and terms of local borrowing with the Ministry of Finance of Moldova in order to obtain its approval;</li> <li>- Facilitating approval of borrowing by the city council;</li> <li>- Integrity checks of the winning tenderers;</li> <li>- Facilitate filing of notifications and clearance of state aid by the Competition Council, if applicable.</li> </ul> </li> <li>3. Provide necessary support to municipalities involved with project procurement and implementation;</li> <li>4. Conduct project implementation monitoring and reporting to NEFCO and municipalities involved; and</li> <li>5. Monitor a proper closure of projects once completed.</li> </ol>	<p>Nordic Environment Finance Corporation - NEFCO</p> <p><b>Republic of Moldova</b></p>	<p>Sole contractor</p>

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<p>2018 –2019</p> 	<p><b>Support for the Modernization of the Energy Sector in the Republic of Moldova (STARS)</b></p> <p>The overall objective of the Project was to support the Republic of Moldova in the reform of its energy sector.</p> <p><b><u>Type of services provided</u></b></p> <p>Sinergetika provided support to the Ministry of Economy and Infrastructure on the elaboration of Government Decision for implementation of the program for renovation of buildings owned and occupied by the Central Government (Article 5 of the Energy Efficiency Directive).</p> <p>This task included assistance to the Energy Department of the Ministry of Economy and Infrastructure in the process of the promotion of the Program, summarizing and addressing comments provided by different stakeholders in the process of the public consultations, providing suggestions for adjustments in the text of the Program and a proposed draft decision of the Government, and developing the final draft versions of the documents listed below:</p> <ol style="list-style-type: none"> <li>1. Review the draft Program ensuring that it complies with the rules for development and uniform requirements to policy documents in Moldova;</li> <li>2. Draft the decision of the Government and related legal documents for the promotion of the program;</li> </ol> <p>Provision of assistance to the Energy Department of Ministry of Economy and Infrastructure in the promotion process of the program in the Government.</p>	<p>NIRAS Finland Oy (for EU Delegation)</p> <p><b>Republic of Moldova</b></p>	<p>Sole contractor</p>

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<p>October 2018 – March 2018</p> 	<p><b>Study on Energy Efficiency Potential in Moldova</b></p> <p>The Energy Community is an international organization dealing with energy policy. The principle objectives of the Energy Community are to create a regulatory and market framework that is capable of attracting investments for a stable and continuous energy supply. This paves the way for an integrated energy market, allowing for cross-border trade and integration with the EU market. The Energy Community strives to enhance security of supply and competition, and to improve the environmental situation in its Contracting Parties.</p> <p>The overall objective of this assignment was to unlock the large energy efficiency potential in the entire Energy Community. The specific objective of this assignment was to perform an in-depth analysis that assesses the potential as well as the cost and benefits of scaling-up energy efficiency measures in Moldova, particularly with regard to next decade.</p> <p><b><u>Type of services provided</u></b></p> <p>Identify, collect, process and report relevant information from existing literature and other sources to compile country-specific datasets of energy efficiency potential in the buildings (public and residential), industry, including power generation, and transport.</p> <p>In order to provide the expected results, the assignment included the following elements/ tasks:</p> <ol style="list-style-type: none"> <li>1. Collect and structure data on base year energy balances;</li> <li>2. Collect and structure data on reference energy system of 2030;</li> <li>3. Collect data on sectoral indicators;</li> <li>4. Energy efficiency potential assessment;</li> <li>5. Collect data on commodity prices;</li> <li>6. Collect and structure data on socio-economic indicators.</li> </ol> <p>In addition to desk research tools, face to face interviews have been conducted with all relevant stakeholders, including but not limited to Ministry of Economy and Infrastructure, Energy Efficiency Agency, National Regulator (ANRE), to clarify all issues of concern. For each interview, separate questionnaire containing general as well as specific questions have been prepared.</p>	<p>Energy Community Secretariat</p> <p><b>Vienna, Austria</b></p>	<p>Sole contractor</p>

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<p>September 2018 – December 2018</p> 	<p><b>EU4Energy BY1.2/2018 Support to development of legislative and regulatory basis for providing energy efficiency services</b></p> <p>The Republic of Belarus implements ambitious state strategy in the area of energy saving and energy efficiency. The objective of the activity was to support the legislative and regulatory framework for developing the energy efficiency services market by amending the existing legislation, defining energy efficiency services and adopting the respective rules, procedures and model contracts; and to provide regular information, training sessions and best practice examples to stimulate the development of an energy efficiency services market.</p> <p><b><u>Type of services provided</u></b></p> <ol style="list-style-type: none"> <li>1. Contribute to the development of a review of the current legislative framework and the actual state of play of providing energy efficiency services and the operation of energy service companies (ESCO);</li> <li>2. Based on the review, identify the main barriers and obstacles to the successful implementation of energy efficiency services in Belarus;</li> <li>3. Provide recommendations for necessary changes of the existing legislative framework with the aim to remove barriers and promote ESCO business in Belarus based on best international practices. The recommendations cover: <ol style="list-style-type: none"> <li>a. Existing primary and secondary legislation acts</li> <li>b. Means for cost-effective financial promotion of ESCO business;</li> <li>c. Measures to enhancing awareness of local stakeholders.</li> </ol> </li> <li>4. Develop draft templates to be used as a basis for drafting secondary legislative acts. The recommendations cover the following: <ol style="list-style-type: none"> <li>a. Energy performance Contract (EPC) for the public sector;</li> <li>b. EPC for the private sector;</li> <li>c. Methodology for public procurement of EPC;</li> <li>d. Guidelines for the development of terms of reference for EPC (technical requirements, calculation of baseline consumption, monitoring of the implementation etc.).</li> </ol> </li> <li>5. Provide input meetings of the Inter-Ministerial Working Group (IMWG) on ESCO development.</li> <li>6. Conduct capacity building event for the members of the IMWG and other relevant stakeholders, with the following topics: <ol style="list-style-type: none"> <li>a. Exchange of information on relevant experience with ESCO from</li> <li>b) EU/Easter European and Neighborhood countries;</li> <li>c) Identified barriers and possible solutions to the successful implementation of energy</li> </ol> </li> </ol>	<p>Energy Charter Secretariat</p> <p><b>Republic of Belarus</b></p>	<p>Sole Contractor</p>

Duration	Assignment name/& brief description of main deliverables/outputs	Name of Client & Country of Assignment	Role on the Assignment
	<p>efficiency services and ESCO in Belarus;</p> <p>d) Examples of overcoming the same obstacles by relevant EU/Easter European and Neighborhood countries;</p> <p>e) European and Neighborhood countries;</p> <p>f) Case studies on the implementation of energy efficiency services and contracting in EU/Easter European and Neighborhood countries;</p> <p>g) Draft proposals for the improvement of the existing legislative framework;</p> <p>h) Draft templates/secondary legislation proposals as developed within this assignment.</p> <p>i) Develop final Roadmap report, including recommended next steps and follow- up activities for the Government of Belarus to facilitate the adoption of the proposals and draft templates/secondary legislation developed within this assignment.</p>		
<p>September 2018 – November 2018</p> 	<p><b>“Expansion of NMF credits to Republic of Moldova”</b></p> <p>One of the Nordic Environment Finance Corporation’s (NEFCO’s) priorities under its mandate is to promote investments of Nordic environmental interest in Eastern Europe. <b>NEFCO is extending the Nordic Environmental Development Fund (NMF) credits to the New Countries for developing small and medium sized projects addressing resource and energy efficiency.</b> Under the NMF, favorable terms loans can be offered via the Energy Savings Credits (“ESC”) Facility and the Cleaner Production Facility (“CPF”). Under ESC programme NEFCO offers small scale financing for energy saving measures in municipally owned buildings such as schools, day- care centers, hospitals and sports facilities. The aim of this assignment was to prepare the expansion of NMF credits into the New Countries by collecting basic information and preparing an analysis described below.</p> <p><b><u>Type of services provided</u></b></p> <p>The assignment involves collecting the information as well as preparing an analysis estimating the probability of NMF credits expansion to Moldova, as per enclosed Terms of Reference (TOR). The consultant performed a combination of desk research and interviews with most active actors on the market to provide a complete view towards the formal as well as informal understanding of the need to expand NMF credit to Moldova.</p> <p>Assignment includes the following elements:</p> <ol style="list-style-type: none"> <li>1. Estimation of the potential for ESC finance.</li> <li>2. Assessment of the regulatory framework for municipal borrowing.</li> <li>3. Assessment of general financial strength and implementation capacity of municipalities for ESC.</li> <li>4. Estimation of the potential for CPF finance.</li> <li>5. Assess implementation capacity of SMEs for CPF.</li> </ol>	<p>Nordic Environment Finance Corporation (NEFCO)</p> <p><b>Republic of Moldova</b></p>	<p>Sole contractor</p>
<p>September</p>	<p><b>Development of Energy Efficiency Fund regulation in Armenia</b></p>	<p>AvantGarde Energy</p>	<p>Subcontractor</p>

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<p><b>2018</b> <b>– August 2018</b></p> 	<p>The objective of the assignment was to elaborate a sustainable financing mechanism for the financing of public sector buildings in Armenia. The major output of this activity – the EEF regulation - was designed to describe the incentive mechanism for EE investment in public buildings. The regulation described in detail the guiding principles for applicants, de-risking instruments, eligibility and selection criteria as well as listed an application roadmap to facilitate the potential clients’ participation within the financing program.</p> <p><b><u>Type of services provided</u></b></p> <ol style="list-style-type: none"> <li>1. Elaboration of the financial regulation on revolving funds.</li> <li>2. Elaboration of a detailed evaluation guide for applications, define the qualification, evaluation and selection criteria for investment projects in energy efficiency and renewable sources of energy.</li> </ol>	<p>for UNDP Armenia</p> <p><b>Armenia</b></p>	
<p><b>August 2018</b></p> 	<p><b>International Expertise for ESCO Investment proposals appraisal and evaluation for UNDP-GEF Project “Sustainable Cities for Low-Carbon Development”</b></p> <p>The objective of the assignment was to provide technical expertise and conduct an evaluation of project proposals for heating and sanitation systems (boiler houses, IHPs, pumps) submitted as part of the mechanism for promoting investments in the energy efficiency of the urban infrastructure of the Republic of Kazakhstan.</p> <p><b><u>Type of services provided</u></b></p> <p>Analyze and assess the documents submitted by the UNDP-GEF Project for obtaining financial support from applicants for heating and sewage systems (boiler rooms, ATPs, pumps):</p> <ol style="list-style-type: none"> <li>1. Overall evaluation of applications;</li> <li>2. Calculations of energy efficiency indicators;</li> </ol> <p>Rules for the provision of financial support</p>	<p>UNDP Kazakhstan</p> <p><b>Kazakhstan</b></p>	<p>Sole contractor</p>