



General Profile

March 2012



Adviesbureau voor Energiestrategie (AES)

Adviesbureau voor Energiestrategie (AES) is an independent consulting and research office founded in 1991 by Dipl.-Ing. Wolfgang F. Lutz, an energy expert, who has been working in this field since 1980.

AES specialises in strategic advice, know-how transfer and research in the energy field, covering areas like: energy technology, economy, finance and policy. Specific emphasis is given to the implication of energy policies and systems on the environment and on human development. **AES** strives after applying an integral focus on energy and sustainable development.

Since its foundation in 1991, **AES** has acquired considerable experience in Europe, newly industrialised economies – in particular in Latin America and Asia, in centrally planned economies in transition and in developing countries. **AES** has realised projects on behalf of international organisations, government entities, universities and private companies.

Inspired by its founder and owner, who is also the managing director of **AES**, a wide network of experts and professionals has emerged around the office. Collaborating experts and professionals are selected according to the high standards set by the office, which include: personal integrity, dedication, professionalism and intellectual independence. They represent a wide range of geographical and cultural backgrounds and of professional expertise, including various disciplines of engineering, energy economics, social sciences, public administration and management.

ESENERG

Following more than a decade of activities of **AES** in Latin America, a strategic decision was made to complement these activities by the creation of an independent organisation in the region. In May 2004, **ESENERG** was established in Asunción, Paraguay, as a professional partnership (*Sociedad Civil*) under Paraguayan civil law. **ESENERG** is an independent legal entity.

The activities pursued by **AES** and **ESENERG** can be summarised under one motto:

Energy Strategies for Sustainable Development

'Energy Strategies' refers to our method of working, which addresses energy and energy-related social and environmental issues in a strategic way, focussing on the pragmatic aim to achieve tangible results. **'Sustainable Development'** is the objective of the strategies, it is the major challenge of today, which asks for unbiased, objective, purposeful and unbiased professional work.



Guiding Principles

Independence

Professional and intellectual independence are the basic principles of **AES**. This independence is the only guarantee for unbiased advice. **AES** does not represent any commercial interests of third parties and carefully observes a critical distance to the particular objectives of the various players in the energy field and in international co-operation.

Professionalism

The complex energy problems of today, with all their technological, economic, environmental and social implications, deserve professional work, which is unbiased by ideological preferences. **AES** endeavours to respond to this challenge by providing high-level expertise and professional competence.

Active partnership

AES seeks to establish long-lasting relations with clients and co-operation partners. **AES** enters into a critical dialogue with the client or partner, proposes strategies to achieve the objectives of the project and assumes an active role in the implementation of the activities agreed upon. That way **AES** and the client or partner jointly work towards the solution of a specific problem.

Promotion of sustainable energy development

The main mission of **AES** is to initiate, develop, conceptualise, promote and implement sustainable energy policies, programmes and projects. These activities are frequently carried out in co-operation with local organisations and experts. In pursue of these objectives, **AES** accepts assignments from government offices, international organisations, non-government organisations and private enterprises. These assignments have to be in line with the guiding principles of the office.

Synergy of theoretical know-how and practical experience

Besides a broad knowledge of energy issues, practical on-hand experience is required as a constant feedback. Know-how and knowledge obtained from practical fieldwork serve to critically assess the validity and specific relevance of generally accepted premises.

International co-operation

High levels of knowledge and expertise are available in many parts of the world. Recognising this, it is possible to move beyond the traditional relation of development co-operation and cooperate on an equal level with experts and organisations world-wide. **AES** endeavours to overcome cultural barriers as well as the antagonism between so-called developed and developing countries by open professional co-operation between experts at fair and transparent terms.



Fields of Activity

AES is a consulting and research office, focussing on four main areas of activity:

- Energy policies and strategies
- Sustainable programme and project development
- International policy dialogue and know-how transfer
- Expertise

Consultancy and research projects are frequently realised in cooperation with members of the associated network of experts and – in particular in Latin America – in alliance with our sister organisation **ESENERG**.

Services

Energy policies and strategies

AES performs studies on a variety of energy-related subjects, which serve policy makers, legislators and international bodies in developing sustainable energy policies and programmes. Subjects addressed include: energy efficiency policies, strategies and regulation in Latin America; the role of legislation and regulation in the energy efficiency policies of the European Union and the Member States; energy sector reforms in Latin America and EU – Latin American energy co-operation; energy market integration in the European Union and in the MERCOSUR; strategies for the national energy efficiency programmes of Argentina, Chile and Peru and strategies for demonstration and dissemination of innovative energy technologies in Europe, Latin America and Asia. **AES** acted as advisor to the United Nations Economic Commission for Latin America and the Caribbean (ECLAC), Lawrence Berkeley National Laboratory (LBNL) USA and to the Energy Charter Secretariat in its in-depth reviews of energy efficiency policies and programmes of signatory states (Poland, Hungary, Bulgaria, Rumania and Croatia). **AES** also participated in research projects and market studies in the field of renewable energies in Latin America.

Sustainable programme and project development

Sustainable programme and project development refers to both the micro and the macro level. **AES** acts as initiator and facilitator of such programmes and projects, focussing on feasibility studies, the mobilisation of actors, the identification of financing sources and the elaboration of business plans. Examples of recent activities include the promotion of energy efficiency standards and labelling in the Andean Community, Argentina, Chile, Mexico, the Russian Federation and Ukraine; the promotion of energy services of local initiative in Ecuador and of decentralised energy services in the Chaco Region in South America. **AES** advised the Algerian National Agency for the Promotion and Rationalisation of Energy Use (APRUE) on the development and implementation of energy efficiency standards and labelling for household appliances and the National Energy Secretariat of Argentina on the



development and implementation of the National Energy Conservation and Efficiency Programme.

International energy policy dialogue and know-how transfer

AES has fostered the energy policy dialogue between Europe and Latin America in the framework of the project 'Promotion of Energy Efficiency in Latin America', a project jointly organised by UN-ECLAC and the European Commission, DG Transport and Energy. Participants in this dialogue were policy makers, parliamentarians, regulators and experts from both regions. **AES** also served as advisor to the Associated OPET Mercosur, which had been established by UN-ECLAC in the framework of the OPET Network of the European Commission. **AES** has organised study tours on energy-related subjects in Europe and Latin America. An example is a study tour on electricity sector regulation in Europe, organised on the request of the Vice-Minister of Mines and Energy of the Republic of Paraguay. **AES** has been involved in regional training courses on energy efficiency standards and labelling – in cooperation with the Latin American Energy Organisation (OLADE) and the Collaborative Labeling and Appliance Standards Program (CLASP) – as well as training and training needs assessments in the field of energy efficiency and management in Argentina, Chile and Thailand.

Expertise

AES provides a range of expertise-related services directed at government entities, international organisations and private enterprises. These include strategic advice; industrial energy audits and studies; evaluations of energy policies, programmes and projects; technology assessments and specific contributions to international and national fora. Organisations which have benefited from these services include: industrial enterprises in Chile, Germany, the Netherlands, Poland and Rumania; various R,D&D and international co-operation programmes of the European Commission (THERMIE, ENERGIE, PHARE, EC-ASEAN COGEN, ALURE, Rio Energy Forum, MEDA, ALIS, COOPENER, SAVE), the OPET Network of the European Commission, the Bulgarian Ministry of Energy, the Rumanian Ministry of Industry, the Energy Charter Secretariat and the Climate Technology Initiative of the International Energy Agency.

More than two decades of working experience in Latin America have resulted in a wealth of information and insights in the processes of change in the region and of incorporation of new concepts and energy technologies. **AES** plans to share this experience via its renewed website, following the 20th Anniversary of AES in June 2011.



Clients

Celulosa Arauco y Constitución S.A., Chile

Climate Technology Initiative (CTI) of the International Energy Agency (IEA)

Collaborative Labeling and Appliance Standards Program (CLASP)

Energy Charter Secretariat

European Commission, Directorate General for External Relations (DG RELEX)¹ –
Programmes: PAIE, PHARE-TACIS, EC-ASEAN COGEN, ALURE

European Commission, Directorate General for Transport and Energy (DG TREN)² –
Programmes: JOULE-THERMIE, ENERGIE, SYNERGY, COOPENER, SAVE

European Commission, Directorate General for Research – Sixth Framework Programme for
Research and Technological Development

European Commission, EuropeAid Co-operation Office – Programmes: MEDA, ALIS

German Agency for International Co-operation (GIZ)³

International Institute for Energy Conservation (IIEC) U.S.A.

Junta del Acuerdo de Cartagena (Andean Pact)⁴

Lawrence Berkeley National Laboratory (LBNL) U.S.A.

Ministry of Energy and Mines Peru – Proyecto para Ahorro de Energía (PAE)

Ministry of Public Works and Communications Paraguay – Cabinet of the Vice-Minister of
Mines and Energy

National Agency for the Promotion and Rationalisation of Energy Use (APRUE) Algeria

National Energy Commission (CNE) Chile

National Energy Policy Office Thailand

National Energy Secretariat Argentina

Programa de Estudios e Investigaciones en Energía (PRIEN) – Universidad de Chile

Steengroeve Winterswijk, the Netherlands

United Nations Development Programme (UNDP)

United Nations Economic Commission for Latin America and the Caribbean (ECLAC)

University of Twente, the Netherlands – Technology and Development Group (TDG)

VOSSLOH Metal Works, Germany

¹ Until 1999: DG I – External Relations

² Until 1999: DG XVII – Energy

³ Until 2011: German Agency for Technical Co-operation (GTZ)

⁴ Since 1997: Comisión de la Comunidad Andina



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