

## Project Implementation

Delays in planning can result in costly stop-gap measures, inefficient utilization of expensive resources, missed opportunities, and potential revenue losses when the redesigned market opens. To mitigate these types of problems, ZGlobal's assessment will provide an evaluation of your current systems, processes, and people, assess any potential gaps, risks, and opportunities, and present findings and suggestions for the next action step. Upon completion of a thorough readiness assessment and gap analysis, we will be able to identify any business processes that require improvement or change, the training necessary to prepare personnel for MRTU, and the systems in need of upgrades or modifications. This process allows us to begin to formulate a strategy with our clients that will ensure efficient use of their valuable resources in preparation for MRTU.

### Assessment and Analysis

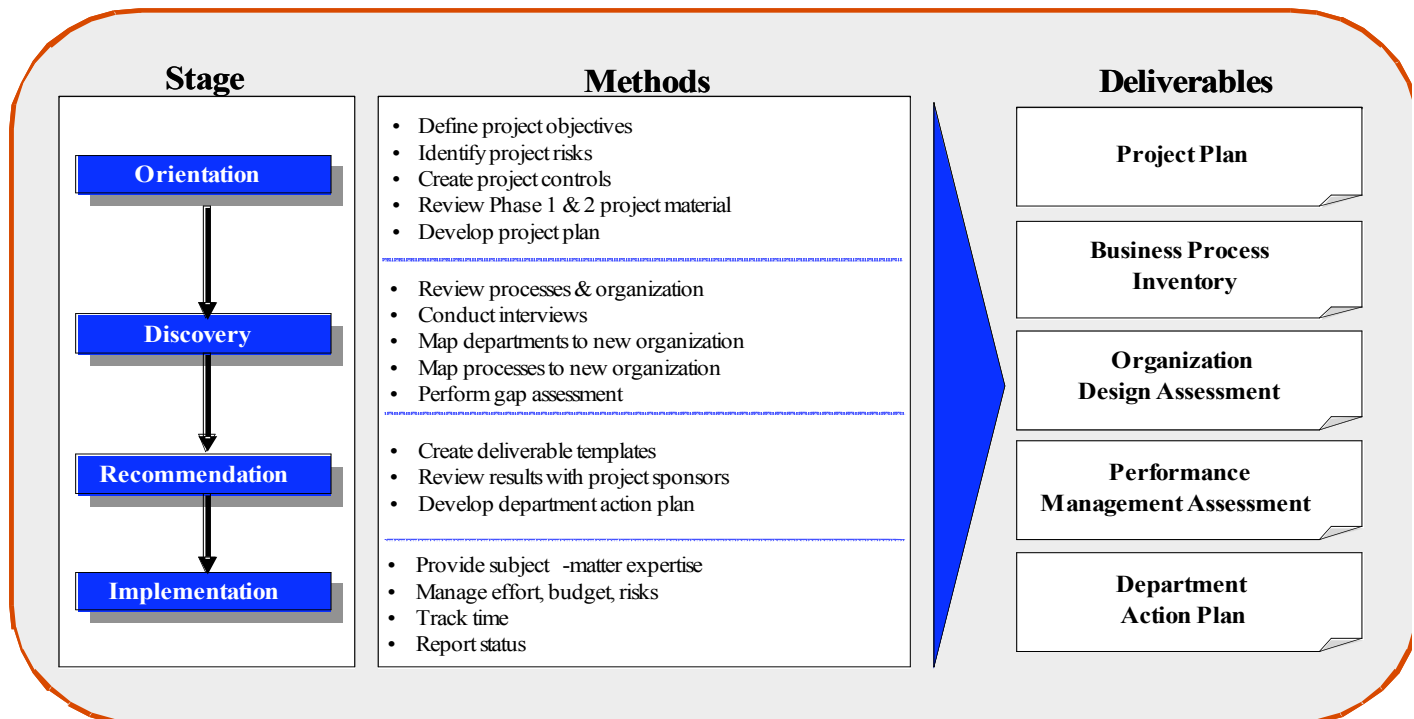
Activities for the readiness assessment and gap analysis include the following tasks:

- Evaluate current systems, which systems can be leveraged, which systems need to be upgraded or replaced to support MRTU
- Identify new systems necessary to support the nodal markets in California and Texas
- Prioritize system requirements (critical vs. low/later priority)
- Evaluate integration requirements and custom development requirements
- Evaluate current vendor readiness
- Conduct high-level evaluation and cost estimates of IT readiness
- Produce advanced timelines of what it will take to get systems ready
- Front, back, and mid office review of ways in which current processes will be impacted by MRTU
- Assess training needs at different levels throughout the organization: front, mid, back office, management, IT resources, etc.
- Assess staff requirements
- Assess in-house knowledge of LMP markets and learn how to best leverage and augment this knowledge
- Assess organizational readiness

### Project Management

Our team of professionals has extensive experience in project management. They have contributed to many “large scope” projects, including CAISO start-up, operational dry-run, ancillary services market re-design, real time market economic dispatch, SMUD/WAPA control area formation, and numerous network model updates and change-outs. During our tenure at the CAISO, the members of our core team were the front-line leaders of most of the large projects undertaken by the organization over the last 7+ years. We headed the entire project design; identifying scope, outlining key milestones and deliverables, fronting project development, tracking project progress and risks, conducting unit testing, organizing system testing and integration efforts, facilitating project implementation and roll-out, providing on-going RT support, and directing variance identification and resolution efforts. The ZGlobal Inc. team has gained indispensable knowledge performing these distinct tasks and utilizes proficiency in the discipline to help our clients plan for the future.

As earlier illustrated, the ZGlobal Inc. team of professionals has what it takes to lead, manage, and deliver successful projects with high visibility and numerous stakeholders. ZGlobal Inc. continues to attract leaders in the fields of market operations, energy system design and maintenance, utility operation, and energy policy. Our team members are regularly called upon to deliver high quality vital projects in a short period of time with demonstrated success.



**“EMPOWERING OUR CLIENTS TO MAKE INFORMED DECISIONS WITH GREATER CONFIDENCE, CONSISTENCY, SPEED, AND PROFITABILITY”**



**Main Office:** 193 Blue Ravine Rd. Suite 120  
Folsom, CA 95630 USA  
Office: (916) 985-9461  
Fax: (916) 985-9467  
Cell: (916) 337-0558  
[www.ZGlobal.biz](http://www.ZGlobal.biz)

**Dubai:** (011) 971-50-6545364  
**France:** (011) 33-6-82158605

### **Differentiators**

Although relatively new to the consulting business, ZGlobal Inc. has built a strong reputation for excellence, reliability, integrity, and cost-effectiveness. We have assembled a team of professionals with expertise in plant and transmission operations, system and market operations, asset management, and project management that allows us to efficiently and effectively analyze our client's needs. It is through our many years of "hands-on" experience as highly trained staff that we have been successful in providing such quality services, setting us apart from our competitors in the energy consulting and engineering services industry.

### **Sample Completed Energy Projects**

- Evaluated 500 mw polling agreement in SP15 and 300 mw in NP15.
- Prepared a business case, technical evaluation, and response to new generation requests for several California and Arizona recent RFO's.
- Analyzed scheduling and bidding strategies and performance for a fleet of 4000 mw in California and the Southwest.
- Tested and determined root cause of volatile real time dispatch for large thermal units in California.
- Performed detailed analysis of the impact of California's newly proposed Nodal Market to a large Load Service Entity (LSE) and several public power agencies.
- Led negotiations of Power Purchases Agreements (PPA's) for an investor group wanting to build two Biomass units in California and sell their output to a LSE.
- Assisted in describing the use of transmission hedge instruments as financial / physical rights.
- Performed a locational marginal pricing analysis for long term deal pricing in energy capacity for major energy trading corporations with large generation fleets in California, Arizona, and Texas.
- Worked with major independent power producers with over 4,000 mw of gas-fired resources in California and Arizona with connections to re-power major power plants.

*"EMPOWERING OUR CLIENTS TO MAKE INFORMED DECISIONS WITH  
GREATER CONFIDENCE, CONSISTENCY, SPEED, AND PROFITABILITY"*



**Main Office:** 193 Blue Ravine Rd. Suite 120  
Folsom, CA 95630 USA  
Office: (916) 985-9461  
Fax: (916) 985-9467  
Cell: (916) 337-0558  
[www.ZGlobal.biz](http://www.ZGlobal.biz)

**Dubai:** (011) 971-50-6545364  
**France:** (011) 33-6-82158605

- Conducted several identification through optimization of source and sink portfolios to obtain long-term transmission rights.
- Provided an analysis to hedge transmission congestion and structured a physical contract for a major Texas energy trading company.
- Represented five Western control areas at FERC Technical conferences and proceedings including providing numerous testimonies on topics related to the application of nodal energy pricing in California.
- Evaluated the market structure in the province of Alberta, Canada.