



Business Consulting for Solar Energy Equity Company

PROJECT DETAILS

 Business Services

 Nov 2020 - Ongoing

 \$50,000 to \$199,999

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PROJECT SUMMARY

Varri Consultancy provides business analysis and credit policy development for their energy equity client. They've analyzed credit risk in acquisitions, built an exposure matrix, and held executive trainings.

PROJECT FEEDBACK

Working with both technical and human resources, Varri Consultancy is a multi-skill partner. Their ability to stick to deadlines and timelines makes for regular successful engagements. They are knowledgeable and work effectively to bring clients in line with government and regulatory requirements.



The Client

Introduce your business and what you do there.

I'm the chief development officer of a company that offers a solar energy equity platform.

The Challenge

What challenge were you trying to address with Várrí Consultancy?

We've worked with them on three different business analysis projects related to credit and solar power.

 Chief Development Officer, Solar Energy Equity Platform Company

 Energy & natural resources

 United Arab Emirates

CLIENT RATING

5.0

Overall Score

Quality: 5.0

Schedule: 5.0

Cost: 4.5

Would Refer: 5.0



The Approach

What was the scope of their involvement?

First, they performed a credit analysis on various private companies in different industries in the UAE, in which we were considering incurring off-taker credit risk under our solar project agreement. The second assignment was for Varri to review our investment committee reports and include a credit policy and credit exposure matrix to assist us in the decision-making. In the third instance, we hired them to conduct an exploratory workshop with our founders and C-Suite to teach them how to manage investment-related risks in solar power assets.

We're just now about to engage them in a fourth job: to expand our credit risk policy.

What is the team composition?

We specifically asked to work with one of their individuals on the executive workshop: Johnny (Founder & Managing Director).

How did you come to work with Varri Consultancy?

They were recommended to us by our chairman.

How much have you invested with them?

Every project has cost around \$30,000, so the total is close to \$100,000 currently.

What is the status of this engagement?

We've been working together since November 2020.



The Outcome

What evidence can you share that demonstrates the impact of the engagement?

By creating our credit policy first, Varri empowered us to comply with government regulations for our industry when we were developing the credit exposure matrix. This was a big step forward for our investment committee.

How did Varri Consultancy perform from a project management standpoint?

They're the best vendor that we've worked with in this regard, and we've engaged a lot of 3rd-party providers. We typically communicate over email and Teams. When needed, they come to our office.

What did you find most impressive about them?

Their knowledge base is our favorite part of working together.

Are there any areas they could improve?

They could get themselves more international exposure.

Do you have any advice for potential customers?

If you're concerned about credit risk to your company, then you should definitely work with them.

