

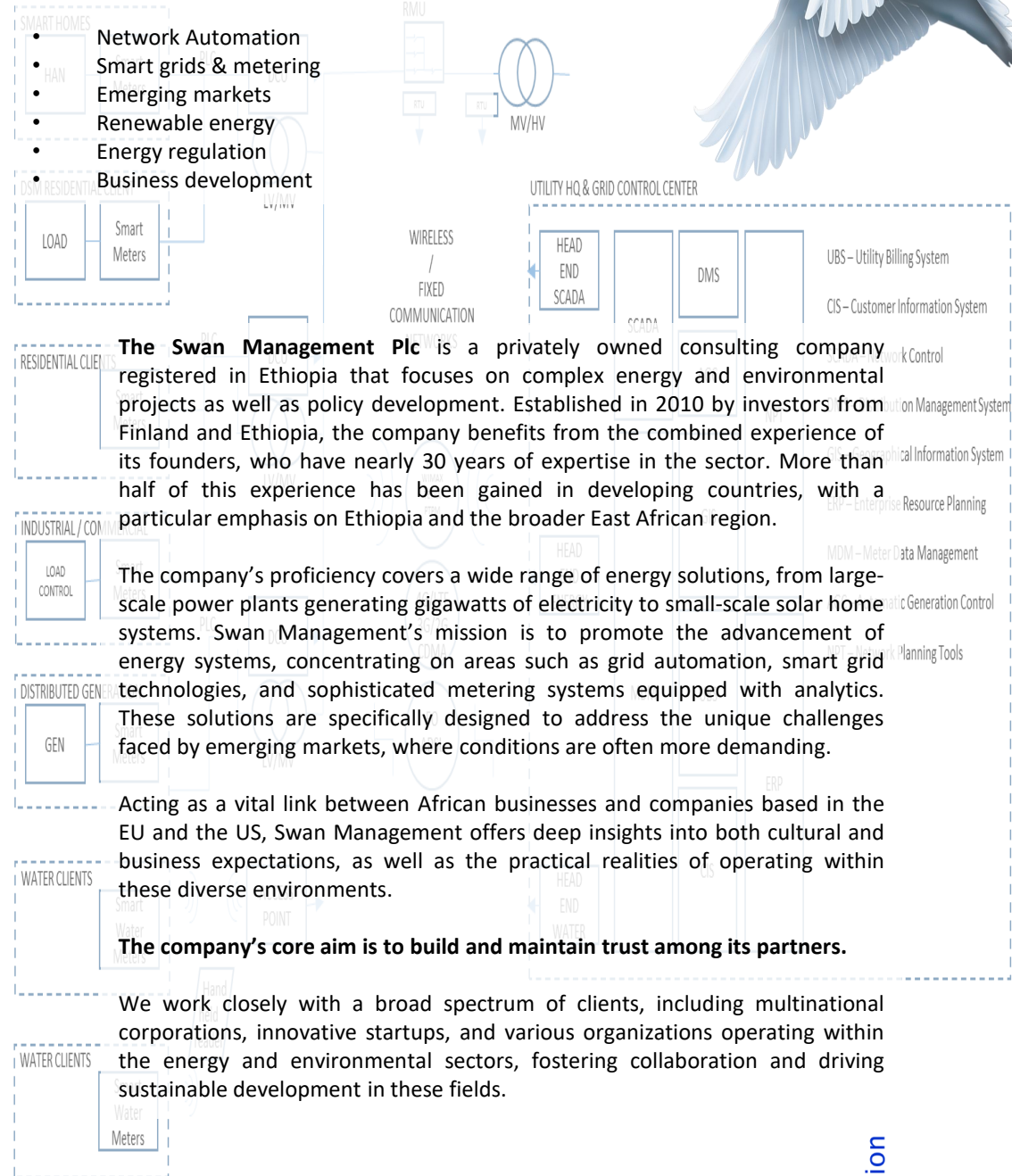


Smart Power Solar Wind Africa Automation
 Business Utility Renewable Sustainability Energy
 Environment Industry International Distribution
 Efficiency Generation Climate Grid Network
 Hydropower Communications Transmission



Areas of expertise:

- Network Automation
- Smart grids & metering
- Emerging markets
- Renewable energy
- Energy regulation
- Business development



The Swan Management Plc is a privately owned consulting company registered in Ethiopia that focuses on complex energy and environmental projects as well as policy development. Established in 2010 by investors from Finland and Ethiopia, the company benefits from the combined experience of its founders, who have nearly 30 years of expertise in the sector. More than half of this experience has been gained in developing countries, with a particular emphasis on Ethiopia and the broader East African region.

The company's proficiency covers a wide range of energy solutions, from large-scale power plants generating gigawatts of electricity to small-scale solar home systems. Swan Management's mission is to promote the advancement of energy systems, concentrating on areas such as grid automation, smart grid technologies, and sophisticated metering systems equipped with analytics. These solutions are specifically designed to address the unique challenges faced by emerging markets, where conditions are often more demanding.

Acting as a vital link between African businesses and companies based in the EU and the US, Swan Management offers deep insights into both cultural and business expectations, as well as the practical realities of operating within these diverse environments.

The company's core aim is to build and maintain trust among its partners.

We work closely with a broad spectrum of clients, including multinational corporations, innovative startups, and various organizations operating within the energy and environmental sectors, fostering collaboration and driving sustainable development in these fields.

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Highlights of the completed and on-going projects

Year	Position	Country	Client / Project
2018 –>	Consultant	Ethiopia	Ethiopian Electric Power National Load Dispatch Center for country wide transmission and generation SCADA/EMS, RTU/SAS system design and implementation supervision together with Hifab Oy Finland.
2019 →	Country Coordinator / Financing advisor	Ethiopia	PFAN (Private Finance Advisory Network) is UNIDO funded advisory network supporting renewable energy and climate project developers globally.
2023 – 27 months	Consultant	East-Africa	Ricardo UK: Development of a capacity building programme for the independent regulatory board (IRB) of East Africa Power Pool (EAPP)
2022 6 months	Team Leader	Ethiopia	GIZ Consultancy to support Winners of Decentralized Energy Solutions in Rural Ethiopia Competition with incubation support Development.
2017 - 2024	Technology adviser	Ethiopia	dVentus Technologies , technology, innovation and financing development for Ethiopian based smart energy and water meter manufacturer.
2021 - 2024	Consultant	Global	Finland's PIF (Public Investment Facility) project evaluation framework contract.
2019 – 2024	Advisor	Ethiopia	Fortum Waste Solutions and Fortum eNext: various legal support and O&M contract negotiations for power plants.
2019 6 months	Senior advisor	Ethiopia	Ethiopian Industrial Parks Development Corporation: Green Industrialization Project, led by Gaia Consulting Oy and funded by IFC/WB.
2019 2 months	Team Leader	Ethiopia	Nordic Energy Research: Management of Nordic Solutions for Global Challenges: Nordic Business Seminar October 2019.
2019 - 2020	Consultant	Ethiopia	GOPA Intec. Addis Ababa Distribution Control Center , high level system design of SCADA/DMS/RTU and telecoms.
2018 – 2019	Local team leader	Ethiopia	Development of a Product Standard & Comparative Labeling for locally manufactured electric stoves. CTCN project managed by Motiva Oy, Finland.
2018 6 months	Team Leader	Ethiopia	NewJec Ltd, Japan: Facility condition survey and design of distribution grid rehabilitation project. Analysis of 2000 transformers and large part of distribution grid.
2018 3 months	Consultant	Ethiopia, Sudan	Single Wind Energy Oy: Market assessment and pilot project development.
2017 3 months	Consultant	Ethiopia	AFD: On- and Off-grid Electricity Access Studies for Agence Française de Développement
2017 6 months	Consultant	Ethiopia	dVentus Wind Technologies: Product certification process management
2017 3 months	Consultant	Cameroon	NEFCO; Due diligence of landfill CDM project in Yaounde, Cameroon
2017 - 2024	Consultant	Tanzania	Finnish Agri-agency for Food and Forest (FFD); Innovative solar powered irrigation project development to support Tanzanian horticultural producer's climate-smart value chain.
2017 1 month	Senior specialist	Ethiopia, Rwanda	dVentus Wind Technologies , network studies, developing assessment, scoping and market access methods for smart grid and metering systems
2014 – 30 months	Senior advisor	Ethiopia	Gaia Consulting Oy; NCF project: Clean Energy Development through Microfinancing in Ethiopia.
2015 - 12 months	Senior advisor	East-Africa	ABB Power Generation. Smart grid and network automation market assessment, scoping and business development in East-Africa.

....Cont: Highlights of the completed and on-going projects

2015 – 3 months	Consultant	Kenya Tanzania Rwanda Zambia Ethiopia	TEKES (Finnish Funding Agency for Technology and Innovation) East African decentralized renewable energy grids. Renewable Energy market assessment and scoping for Finnish companies in East-Africa
2015 12 months	Energy Adviser	Tanzania, East-Africa	Aalto University: Innovative energy systems for East Africa by co-creating. Key tasks were to provide market assessment and scoping, insights about energy sector, African business and cultural environment, and financing opportunities. Initial development of business models for Renewable Energy Incubator (REI) services and Renewable Energy Pilot (REP) projects.
2015	Consultant	Zimbabwe	NORSAD Finance Ltd: Hydropower due diligence consultancy in Zimbabwe.
2014 Various short tasks	Consultant	Ethiopia Sudan	NEFCO: Various consultancy and due diligence works for climate projects
2013 28 months	Business developer	Africa	Mervento Oy, Finland. Market assessment and scoping for renewable energy, specifically developing commercial renewable energy manufacturing for economic development in Africa.
2012 18 months	Local coordinator	Ethiopia	Poyry GmbH, Germany: African Union Geothermal Risk Mitigation Facility project that provides technical assistance and grant funds for geothermal energy developers.
2012 9 months	Team Leader	Ethiopia	Ingerosec, Japan: Development of MRV mechanism for Japan-Ethiopia Bilateral Joint Crediting Mechanism
2012 3 months	Business adviser	Ethiopia	USAID Private Sector Road Map for Investment Study in Ethiopia. The team analyzed clean energy investment opportunities, market assessment, scoping and Ethiopian business environment for US companies and produced several renewable energy investment plans.
2012 3 months	Energy advisor	Ethiopia	USEPA National Methane Stock Assessment from waste-to-energy and agriculture for Ethiopia. The project analyzed methane reduction potential, identified key technology options, and provided capacity building and CDM training for major stakeholders such as municipality managers.
2011 9 months	Consultant	East-Africa	FinPRO –local consultant to identify business opportunities, market assessment and scoping for Finnish companies.

