

Portfolio Screening & Acquisition Advisory

\$75,000–\$150,000 | 4–8 weeks | Scoped to portfolio size

THE SITUATION

Strategic acquirers and infrastructure investors evaluating renewable development portfolios face a consistent challenge: the gap between what a portfolio appears to be worth at first look and what it is actually worth once commercial realism is applied. Development stage, permitting exposure, interconnection posture, offtake pathways, and market-specific revenue stacks vary enormously across assets — and the difference between a near-term acquisition platform and a set of options requiring selective, phased investment is rarely visible from a data room alone.

Committing capital before that distinction is clear is where value gets destroyed.

WHAT WE DO

We provide independent commercial due diligence on renewable development portfolios — screening assets against market realities before capital is committed and structuring a clear investment thesis around the projects that can actually be executed.

- **Portfolio quality screening**

Assess development stage, permitting exposure, interconnection posture, and offtake pathways across the full asset set. Separate near-term candidates from mid-stage optionality before you spend diligence budget on the wrong projects.

- **Commercial realism testing**

Map each asset against active utility procurement activity, bilateral buyer channels, and market-specific revenue stacks for solar, storage, and hybrid configurations. Test whether the stated value is achievable given current market conditions.

- **Return range and bankability analysis**

Model unlevered returns across the higher-conviction subset. Identify where private land control, interconnection positioning, and credible offtake pathways improve bankability — and where they do not.

- **Risk surface identification**

Flag permitting exposure, queue congestion, upgrade-cost uncertainty, and weak merchant-only pathways before capital is committed. Surface portfolio-level risk early rather than in late-stage diligence.

- **Investment thesis and action path**

Deliver a clear recommendation: which projects to advance, which to treat as option value, and what a milestone-based diligence and entry structure should look like. Selective origination strategy, not volume-driven acquisition.

SCREENING FRAMEWORK

Each asset is evaluated across five dimensions. The table below shows what we assess and what the output tells you.

Area	What we assess	What it tells you
Development stage	Permitting status, land control, environmental studies	<i>How much capital risk remains before shovel-ready</i>
Interconnection	Queue position, study status, estimated upgrade costs	<i>Probability and cost of a clean path to energization</i>
Offtake pathway	Utility RFP activity, bilateral buyer channels, CCA appetite	<i>Whether contracted revenue is achievable in 12–24 months</i>
Revenue stack	Energy, capacity, RECs, storage flexibility by market	<i>Whether modeled returns hold under realistic assumptions</i>
Bankability signals	Land control, sponsor track record, tax equity fit	<i>Whether project can be financed at expected terms</i>

ENGAGEMENT DETAILS

Portfolio size	Scoped at engagement start — fee scales with asset count
Engagement duration	4–8 weeks depending on portfolio size and data room quality
Fee range	\$75,000–\$150,000 (fixed fee, scoped upfront)
Client provides	Data room access, interconnection filings, any existing models
Decision risk for client	Medium — designed to de-risk a much larger capital decision
Typical capital decision protected	\$50M–\$500M+ acquisition or portfolio commitment

WHERE THIS LEADS

Ongoing origination advisory and transaction support

For acquirers who proceed with selective asset advancement, we provide ongoing commercial advisory through the origination and transaction process — offtake structuring, buyer outreach, diligence support, and commercial representation through financial close on the highest-conviction projects.

Typical follow-on structure: milestone-based retainer or per-project success fee, scoped at close of the screening engagement.
