



ENERGY FOR ONE WORLD

Year 2016 Energy, Sustainable Development & Climate Change

Service Levels

Enquiry/ Proposal

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2016 Year of Organisation for Change

**Energy, Climate Change and the Sustainable Development post-2015
Agenda**

*Our practice focus is simply helping our customers
to integrate the UN sustainable development agenda into
the energy and energy architecture developments.*



Background to proposal

***“Every Energy Company and Every Energy Architecture in this world can be improved upon in order to raise the availability, affordability and sustainability of energy to all”.-
Adriaan Kamp, 2015***

Year 2015 is and has been a Pivot Year in Energy Land

At the end of 2015 -we have seen and experienced the results of years' of climate change negotiations : The adaptation of the Paris Agreement.

In September of 2015, the UN agreed to embark on a ground-breaking program of capacity and capability building in the realms of Sustainable Development.

In both of these programs- Energy and the Energy Sector are crucial and vital element for its' success.

Stewardship over the Energy Architecture, Energy transition and Innovation [1] in a global-, local- and corporate setting is a new (and urgent) government and business leadership role to learn .

In very simple terms- one could state that the Energy Sector – and over the coming 15-30 years has the following three objectives:

- Support the UN Sustainable Development Goals.
- Implement the Paris Agreement.
- Provide Energy to our Societies.

So the Theme for Year 2016 is simple:

How can we organize ourselves in order to support and achieve the above objectives?

We suggest you take a moment of your time and watch this 1:30 hrs brief workshop and presentation on the above subject- so you may better understand this proposal and our Service Levels for Year 2016:

Go to Video on Youtube Presentation: https://youtu.be/b_qj7IX2aIE?t=3m59s

Go to a Typical SlidePack

<http://www.slideshare.net/wyakab/2016-leaders-of-energy-without-borders-usa-group>

Our practice is proud to be selected a member of the UN SDSN network – and as such- we see great opportunity to combine Energy Architecture (/Transition) Development with that of the UN post-2015 Sustainable Development Goals.

Services¹

Based on our first discussion, we are keen to explore with you - our possible forms of engagement and work collaboration, which will serve you and your customers².

The following (working) formats come to mind:

Education, Workshops and Outreach (Speaking Engagements)

[\(Executive Energy\) Education and Outreach](#)

A contribution to the Sustainable Development/ Sustainable Energy agenda

This open conversation/lecture series helps leaders and leadership teams to reflect on their role(s)- to build “the value case” for business and change, and to see clear and attractive opportunity pathways forwards, whilst also helping to progress their position and relationships towards their organization, the stakeholder community, the wider world and themselves.

This new-styled series is fresh and specifically launched in the year 2015/ 2016- to help the energy professionals, knowledge partners and decision makers to partner and operate in a responsible and responsive way across to the *change challenge* we need.: delivering energy architectures and energy projects befit to the 21st century and sustainable societies needs. This Open Conversation Series will also become available (as a 2-day working event) within the Global UN SDSN/ MDP/ ICSDP outreach and curriculum:

Consulting

[Consulting, coaching and Advise](#)

Leadership over Energy corporations, today- be it in Coal, Oil & Gas, Utility, Renewables, Distribution or Energy Support firms – requires a new balancing act: attuning “corporate strategies, business innovation and organizational forms” with that of the “ dynamic context change” they are in.

Leaders are requested to re-balance established business beliefs and performances with the new (societal) needs or demands “seen or experienced” in the economy, technology space, society or nature.

Our practice helps leaders and leadership teams to reflect on their role- and to see clear and attractive opportunity pathways forwards, define the better projects, achieve and improve on company goals- whilst also helping to progress their position and relationships towards their organization, the stakeholder community, the wider world and themselves.

We are organized to help leaders and organizations in their process of organizational and culture change.

Our practice is specifically focussed on (business) leaders who aspire to lead by a more conscious and more inclusive leadership form- befit to the 21st century.

A range of Top-Level international industry, academic and experts can be called-upon as experts, consultants or speakers behind the scenes- helping to make this series into a success on location.

² Our goal is to exceed all of your expectations.

Framing

In this format we could organize joint-workshops with the various actors and stakeholders relevant to its conception and process. A one or 2- day follow-up workshop could bring much enthusiasm, drive and spirit into raising the bar, and preparing the leaders of the community to connect and accept that change and opportunity is possible, achievable and a good-step forwards. It can gain as such it's role, function and position within your practice context and international community of customers. A combination of an Opportunity Framing³ with more in-depth listening and visiting tour with relevant parties within and outside could be a great two-step approach in this situational setting.

Obviously- the first blueprints and plans (opportunity scope, etc.) for this will be used in this workshop for the community of leaders to work with and decide on.

ExpertTeams (Analysing/ Supporting)

Our open practice has established partner relations with the high-end senior representatives in academy, institutes and corporations⁴ and engage(s) itself with experienced quality-elite personnel which can blend the global with the local, and which can help you to define *your* balance between society, economy and nature (sustainability).As such- we can *orchestrate* high-end, high- quality, independent consultancy teams – ‘*expert-teams*- with you – as an alternative to the established consulting practices. These *expert-teams* – can help to scout and frame the relevant opportunities and changes: within your organization, your customers and and internationally.

Together we can staff dedicated working groups/ expert-teams by *experienced* professionals from *different* industry groups, *different* sectors, *different* professional and cultural backgrounds and perspectives- and which can truly help you and *your* customer needs: from strategy to delivery.

Business Blueprinting

The EFOW practice has developed a fresh and strong process-methodology to help customers to embrace and organize energy transition, sustainable development and climate change.

From Strategy to Execution and Organization.⁵

Depending on our level of conversation, we could see that we could potentially come to a working agreement where our practice helps you to Build & BluePrint this knowledge into a Business Process and Global Platforms and Practices to scale.⁶

³ Opportunity Framing is a structured methodology borrowed from the Oil Industry and which can be made to use to map and roadmap New Energy Architecture & Sustainability Integration, transition and transformation programs

⁵ Including conceptual frames for integration, transition and transformation

⁶ And EFOW maintains here a shared interest

Commercial Proposal

Speakers Fees/ Framing/ Consultancy/ Expert Teams

For this engagement, we can agree to a commercial arrangement which is fully conform your expectations and our mutual terms needs.

...needs our discussion....

Typical practice consulting fees , are (indicative⁷):

Consultancy, Day Rate : 2000 Euro/ day

Workshop (1/2 day): 3500 Euro (for a group of 15-20)

Monthly Rate : 25,000 Euro

(all rates excluding VAT)

For a more longer or fixed-term support, and of course a little dependent on the work- intensity and your needs- my practice will be able to agree on a fair value and attractive fixed fee (or time-based adjusted rate).

Our aim is to exceed all of your and your customers expectations- and deliver with you true and lasting impact and results.

For you and your customer base.

As an example I have attached a quote from our education and outreach (for UN SDSN/ ICSDP/ MDP):

⁷ The above rates are indicative, market conform and negotiable (depending on projects/ duration, requests), and also on our strategic work and collaboration/engagement plan (short-/long) / clients (business, government, ngo, academic, internal/ external, etc. etc.)

In addition- a full pricing arrangement can be agreed upon between ourselves- sharing and delivering to you your required profits, market development and needed effort-revenue streams)

The Practice

Energy For One World is a spin-off boutique consultancy firm from an (earlier) think-tank (on Global Energy) and directed towards the realization of systematic improvements in the local and global energy system and outlook.

A fundamental principle in this program is our understanding that all nations and all people have a fundamental right for energy. In order to achieve this, and for a growing world population, we do have to improve on our local, regional and global energy system realizations, especially if we take sustainability at heart.

Energy For One World practice focus and strength is on the outlook and present workings of our world energy system- and how we can improve and better organize our individual and collective strategies, decisions and program (investment) making on Energy Architecture (Transition & Innovation) (local, regional, and national) -for our Economies, Sustainability and Societal needs.

The practice is directed towards the realization of *systematic* improvements.

Energy For One World includes and embodies conscious leadership values and principles- deeply connects with the Climate Change and the post-2015 Sustainable Development Agenda , and we co-create with our clients the opportunity space for business and government to succeed in this energy world of today and tomorrow.

We have a global outreach and intelligence network – and partner with a range of very senior representatives and reputable seniors from Academics, Institutes, Energy Corporations and Consulting.

Our approach of *deep listening, understanding and informality* is organized to bring knowledge and insights to the world, to listen further to the world needs and to be positive, subtle and supportive in changes and actions on location, in communities , in industries and in nations.

Client List⁸

(Below a very brief and concise overview of our growing and expanding client engagement list- past, present, future; Confidential clients not mentioned)

Education and Outreach

- Nyenrode Business University: Executive Energy Education (from 2012 onwards)
- Alliander: in-corporate training program defined and set-up with Nyenrode/ Tu Delft.
- With Nyenrode/ IEA : In-bound visit of group of 25 senior managers from ONGC State Oil Company from India to NW Europe (2014)
- EDI Groningen Gas Institute : Program with Nyenrode- Leadership over Energy and Energy transition (2014, 2015, 2016,)
- Oslo BI University: Strategy and Business innovation/ Roles and Responsibilities of Major Oil/ Energy Companies in Energy Transition (2013, 2014, 2015,)
- Trinity College/ Dublin: Master Classes Energy and Energy transition – for UN MDP/ ICSDP students and eyeballed for UN SDSN global outreach (2015- onwards)

Speakers and speaking engagements (some examples)

- Energy Institute Netherlands- The role and opportunity of Major Oil Companies in Energy transition.
- ITE Power Conferences – Turkey , and beyond
- Energy Europe Copenhagen: Energy Master Class: Energy Strategies
- Norway: to City of Oslo, NIEC, Innovation Norway, etc. etc.
Statoil : Roles and Responsibilities for Oil Companies in Energy & Sustainability
- UN SDSN/ Columbia University- Global conference on UN Sustainable Development Goals (2014, 2015): Roles and Responsibilities for the Energy Sector in Energy , UN SDG & Climate Change.

Consultancy and Projects (some examples)

- Alliander / Liandon (in-house hr/organizational change/ strategy consultancy series)
- EU/ EBTC- India
- Damen Shipyards : Corporate Workshop to Top-200 salesforce on global competencies, sales and organization for the offshore oil and gas industry;
- RWE Germany: Workshop to CSR and Sustainability Board (top-25) – on the Corporate Agenda of CSR, Sustainability and Energy transition.
- Sustainability Projects and Platforms (at Ministerial level) : India, Argentina, Mexico (with EDI/RVO.nl) , Turkey (RVO.nl/ EDI), and beyond
- Corporate Communication Office: Major Oil Company Strategic Brief for the WEF Davos (2012)
- Political Party and Administration in Netherlands, in Norway,
- Multiple corporate and UN clients: undisclosed project proposals and programs (on-going).

A global and Top-Level range of international industry, academic and experts can be called-upon as guest speaker(s) or behind the scenes- helping to make this series into a success on location.

Energy For One World Education and Outreach:

A special outreach/ workshop series on Energy, Sustainable Development, Climate Change and Energy Architecture Development - and our opportunities for Leadership herein.

This series has been specifically tailor-made for the year 2016, and is based on the insights gained over the years- in this practice, and with faculty- and industry- partnering experience.

A gift for the (emerging) energy professional and/or decision maker- and who want to be part of the solution, not the problem.

The series is focussed to improve a shared understanding on 'the state we are' in the Energy Landscape and support the audiences (students, decision makers) in the positive change and movement: to create the sustainable and winning (change) strategies/ policies and organisations for success.

The series is also specifically focussed on leaders who aspire to lead by a more conscious and more inclusive leadership form- befit to the 21st century.

Highly interactive, dynamic and inspiring (1/2, 1 , 2-day)-programs (or modular(s) forms) for Students and Decision makers, combining strategy, execution with leadership

Participants will be provided with an un-biased view on World Energy and gain new abilities to decide and act on energy transition and energy opportunities – locally, regionally and globally.

Participants will gain a unique insight and working experience into:

- Global Change, World Energy System and Energy Futures
- The relationship between Energy, Sustainability, Sustainable Development- our Economies and Societies
- The energy challenge and opportunities in a local, regional and global setting: East- West. North – South. Developed- Developing. Urban/ Rural. Rich- Poor.
- Scenario building, energy transition and strategy formation
- Energy transition management and goal setting
- Defining the roadmap and realizing opportunities for growth
- Leadership, Leadership over organization and change

Year 2016 Service Levels

Tiered Pricing for Education and Outreach

To welcome and accommodate all, we offer a **tiered pricing structure**.

Our quoted prices are fully inclusive of participation in the workshop or event, but exclude travel, accommodation, tax and a small daily allowance for meals.

Tier 1 reflects the price for those who are well-positioned in life : e.g the Yvy League Universities, Corporate or Government settings ; it helps us to sustain our practice and it helps us to continue to build and create a world-class practice, which can deliver on its' promise.

Tier 2 reflects the price of the workshop and a modest contribution to our practice

Tier 3 reflects a partial subsidy toward the price of your workshop and is intended for those with temporary or minor financial need.

Please note that the stated prices are indicative, only – and can be adjusted to fit your specific circumstances or needs.

We have specified our proposed pricings for small groups (< 50) . For larger audiences (>100) we are most pleased to agree on an appropriate price.

All prices are in Euro. We would like to see our travel and accommodation be pre-arranged or paid in advance.

<i>Prices in Euros (excl. relevant VAT)</i>	2-day Course	Module or Event (<1/2 day)	On-line Reach-out (Skype Webinar or Call-In, < ½ day)
Tier 1	4000 - Universities (e.g. Executive MBA's) 6000- Corporates	2500 4000	1500 2500
Tier 2	2000	1500	500
Tier 3	1250	500	250

Finally, and not unimportantly- we are very much open *to agree* on a “volume” outreach program, ie. Agreeing a series of outreach events around the world for a fixed-period, fixed price.

Founder Adriaan Kamp



Adriaan Kamp- Founder of Energy For One World

- Global Change, Sustainable Development, Energy and Energy transition
- Leadership and Leadership over Change.

Kamp worked 25 years in international project and business development management positions (5 countries) in the Upstream Oil and Gas sector (Shell Group International) and as a private entrepreneur of start-ups. He has grown in his leadership role by progressing a balanced view on our world, society and our individual roles and contributions.

He is committed to servant and conscious leadership and common wealth. In his role as Founder of Energy For One World, Kamp has formulated a vision and action agenda to progress the (international) energy industry towards a next level of sustainability and leadership over Economy, Society and Nature- blending global needs with local possibility thinking and building bridges between the conventional energy industry with clean-tech.

At Nyenrode Business University, Kamp has converted this vision into a new-styled Executive Energy (and Energy transition) Training – blending world-class academic thinking on Strategy, Execution and Organizational Change with practitioners and politicians from the energy value chain – advancing strategy and decision making based on this new awareness on the global and local change needs: game-changing the agenda.

Prior to these roles, Kamp started his career as an International Staff member of the Royal/Dutch Shell Group. Following the training in a 9-month international “elite” class to become an “Oilman” in 1986., Kamp subsequently worked and lived in Oman, Norway, Syria and Scotland – in various general management roles in upstream projects – and business development.

Early 2009, Kamp participated in a think-tank on world energy with some seniors. General question was: Is our leadership over our world energy system and energy transition appropriate? What are the opportunities? Over this period, Kamp travelled on fact-finding missions to China, India, EU, Middle East and USA and acted as Speaker at Energy Conferences and spoke with leaders in the clean-tech industry, government, financial sector and the United Nations. The source and inspiration for his present practice and initiative: “Energy for One World”. (www.energyforoneworld.com).

Year 2016 Service Levels

Kamp has been a director of a dot.com start-up incubator and the founder of a mobile start-up company (Timespots) in the Netherlands. Over his professional life, Kamp has received a wide-range and diverse set of entrepreneurial and leadership exposures, is a certified project manager for large-scale complex projects (O&G, chemicals) and has been on the path towards conscious leadership for now over 10 years. Kamp holds a Master of Science in Applied Physics from the University of Delft.

Kamp presently presents and speaks on a frequent basis, and on global issues, such as Global Change and Sustainable Development, World Energy, Energy Architectures and Transition, Business Strategies and Opportunities, Change and Innovation, CSR/ Sustainability and Leadership.

Year 2016 Service Levels

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