



IPEN Pty. Ltd.  
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## Company Profile

**Company overview:** IPEN Pty Ltd is a small Australian company established in 1998 to provide advisory, educational and research services in the interdisciplinary area of energy, society and the environment. We focus particularly on the provision of short courses about the electricity industry, covering technical, economic, societal and environmental aspects.

### Key personnel:

Dr Hugh Outhred, Managing Director, [hugh\\_outhred@ipenconsulting.com](mailto:hugh_outhred@ipenconsulting.com)

Dr Maria Retnanestri, Director, [retnatnestri@ipenconsulting.com](mailto:retnatnestri@ipenconsulting.com)

### Company strategy:

- **Purpose:** To provide advisory, educational and research services to support the essential global transition to a sustainable energy future.
- **Vision:** To exceed the expectations of our clients.
- **Mission statement:** To build long-term relationships with our clients that meet their evolving needs.
- **Core values:** We believe in always providing an independent perspective. We believe in treating our clients with respect, supporting their decision-making rather than attempting to impose our views. We undertake our work with honesty, integrity and business ethics.
- **Goal:** To be a trusted leader in our field in Australasia and Southeast Asia.

### Areas of expertise:

- The stationary energy sector with a particular emphasis on the electricity industry
- Design of wholesale and retail electricity markets, including spot and derivative energy markets and markets in ancillary services and environmental instruments
- The integration of renewable energy generation, distributed generation, storage, flexible demand and energy efficiency enhancements into the electricity industry
- Design of stationary energy sector governance and regulatory regimes
- International experience in the above issues with particular emphasis on Australia, Indonesia, Australasia, South East Asia, North America and Europe
- Energy supply to small isolated communities in developed and developing countries

**Client base and prior experience:** Since 1989, through Ipen Pty Ltd or through the University of New South Wales, we have taught over 130 short courses and provided advice to governments and businesses in Australia, Canada, China, Hong Kong, Indonesia, Ireland, Malaysia, New Zealand, Republic of the Philippines, Singapore, South Korea, Spain, Taiwan, Thailand, the UK and the USA.

**Further information:** Additional information and examples of our work are available at [www.ipenconsulting.com](http://www.ipenconsulting.com) or by contacting Dr Hugh Outhred or Dr Maria Retnanestri. CV's and company financial information can be provided on request.