MERCURY

Contracting Process for Renewable Energy Projects

14 – 18 March 2027
Cairo (Egypt)



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Contracting Process for Renewable Energy Projects

Ref: 16370_1017872 **Date:** 14 – 18 March 2027 **Location:** Cairo (Egypt) **Fees:** 3500 Euro

Introduction:

The Contracting Process for Renewable Energy Projects course offers an in-depth understanding of how contracts are structured, negotiated, and managed within the renewable energy sector. This program explores the legal, technical, and financial frameworks essential for developing successful renewable energy projects.

Participants will gain in-depth knowledge of procurement procedures, power purchase agreements PPAs, and risk allocation in energy contracts. The Contracting Process for Renewable Energy Projects training emphasizes compliance with international standards, sustainability policies, and the role of key stakeholders in renewable energy contracting.

Through theoretical learning and practical case analyses, learners will gain an understanding of the complexities of project lifecycle management, from concept to contract closure. The Contracting Process for Renewable Energy Projects program equips professionals with the tools to navigate contractual challenges in solar, wind, and other clean energy projects.

Targeted Groups:

This Contracting Process for Renewable Energy Projects training targets professionals seeking specialized knowledge and skills:

- Project managers and engineers play a crucial role in the development of renewable energy.
- Legal consultants specializing in energy and environmental law.
- Contract administrators and procurement officers in the energy sector.
- Renewable energy investors, developers, and financial analysts.
- Government regulators and policymakers in the sustainable energy sector.
- Professionals working in energy utilities and infrastructure planning.
- Consultants and advisors on power purchase agreements and EPC contracts.
- Environmental and sustainability officers in project development.

Targeted Competencies:

Participants will gain the following competencies during the Contracting Process for Renewable Energy Projects program:

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- Ability to draft, interpret, and manage renewable energy contracts.
- Proficiency in identifying key clauses and obligations in energy agreements.
- Skill in negotiating contract terms aligned with project objectives.
- Understanding of financial modeling and risk-sharing mechanisms.
- Competence in regulatory compliance and due diligence assessments.
- Knowledge of sustainable project management practices.
- Analytical ability to evaluate contract performance and outcomes.
- Decision-making skills to address contractual disputes and claims.

Course Objectives:

Participants will achieve the following objectives by completing the Contracting Process for Renewable Energy Projects course:

- Understand the full contracting cycle in renewable energy projects.
- Identify and evaluate the legal and financial risks associated with contract formation.
- Develop and interpret essential contract documents, including PPAs, EPCs, and O&M agreements.
- Apply negotiation strategies to achieve balanced and sustainable project outcomes.
- Assess compliance requirements with local and international frameworks for renewable energy.
- Analyze case studies to improve decision-making and contract management efficiency.
- Enhance communication and coordination among stakeholders during project execution.
- Formulate strategies for monitoring contract performance and resolving disputes.
- Integrate sustainability and environmental obligations into project contracts to ensure compliance with relevant regulations and ensure the project's sustainability.
- Strengthen professional competence for managing complex renewable energy projects.

Studying Scenarios:

In this Contracting Process for Renewable Energy Projects training, participants will develop their skills through the analysis of the following scenarios:

- Drafting and negotiating power purchase agreements for solar energy projects.
- Structuring EPC and O&M contracts for wind farm development.
- Managing cross-border renewable energy contracts and financing.
- Resolving disputes arising from delayed project milestones.
- Assessing legal implications of force majeure in renewable projects.
- Implementing Contract Risk Mitigation Strategies for Hybrid Energy Systems.
- Evaluating compliance with environmental standards in contract execution.

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Course Content:

Unit 1: Fundamentals of Renewable Energy Contracting:

- Overview of the renewable energy sector and its contractual frameworks.
- Key players and stakeholders in energy contracting and project delivery.
- Contract types: Power Purchase Agreements PPA, EPC, and O&M contracts.
- The role of feasibility studies and environmental assessments.
- Understanding project financing models and investor expectations.
- Legal foundations for renewable energy contracting and licensing.
- Global Standards and International Best Practices in Clean Energy Contracts.
- Case examples of successful renewable energy contract structures.

Unit 2: Legal and Regulatory Frameworks in Renewable Energy Projects:

- National and international regulations governing renewable energy projects.
- Key legal considerations during project development and implementation.
- Licensing, permits, and environmental compliance obligations.
- Understanding contractual obligations under public-private partnerships PPPs.
- Renewable energy procurement laws and tendering procedures.
- Integrating sustainability clauses and environmental obligations.
- Managing legal risks, liabilities, and contract termination clauses.
- Case studies on legal disputes and contract enforcement in renewable projects.

Unit 3: Contract Formation, Negotiation, and Risk Allocation:

- Principles of contract formation and the essential elements of enforceability.
- Techniques for drafting and reviewing contract clauses effectively.
- Identifying, assessing, and allocating project risks.
- Negotiation Strategies for Balanced Agreements in Renewable Energy Projects.
- Force majeure, indemnity, and liability management in contracts.
- Managing financial risks, warranties, and guarantees.
- The role of technical specifications and performance guarantees.
- Best practices in negotiating long-term energy purchase contracts.

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Unit 4: Financial and Commercial Aspects of Energy Contracting:

- Financing mechanisms for renewable energy projects.
- Understanding power purchase pricing models and tariff structures.
- Contractual implications of project financing and bankability.
- Cost estimation, cash flow forecasting, and payment schedules.
- The impact of tax, incentives, and subsidies on energy contracts.
- Evaluating investment risks and the financial viability of projects.
- Structuring contracts for joint ventures and consortia.
- Commercial case analysis of large-scale solar and wind projects.

Unit 5: Contract Management, Implementation, and Dispute Resolution:

- Key stages in contract execution and project delivery management.
- Tools and techniques for monitoring contractual performance.
- Managing variations, claims, and change orders.
- Effective documentation and communication across project phases.
- Common causes of disputes and practical approaches to resolution.
- Mediation, arbitration, and litigation processes in energy disputes.
- Ensuring compliance with sustainability and safety requirements.
- Post-contract evaluation and lessons learned for future projects.

Final Insights & Key Takeaways:

Participants will gain an understanding of how to effectively manage, negotiate, and execute renewable energy contracts. They will be equipped with practical knowledge to ensure legal, financial, and operational success in sustainable energy projects.