



**We get energy  
projects done**

Energy transition presentation



Flux Partners is a multidisciplinary advisory firm specializing in tender management, non-price criteria, environment and ecology, contract management and procurement, project management and stakeholder management. Our dynamic team of over 100 hands-on, results-driven consultants excels in crafting winning proposals, and successfully procuring and delivering energy projects. Since 2014, we have actively participated in over 600 tenders and projects for leading developers, contractors, government agencies, transmission system operators, and technology providers.





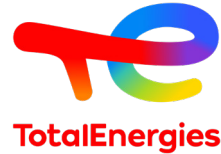


# Nice to meet you.

## Why Flux?

- > **YOUR TRUSTED PARTNER**  
At Flux, we are committed to pursuing ambitions, hard work, critical thinking, and creative problem-solving. As your trusted partner in renewable projects, we strive to make a meaningful difference for our clients, ensuring lasting impact and sustainable outcomes.
- > **TRACK-RECORD IN ENERGY**  
With experience in hundreds of tenders, non-price plans, and implementation projects, we are a premier consultancy in tender and project management. Our expertise spans offshore and onshore wind, subsea cables, BESS, hydrogen, grid infrastructure, and charging projects.
- > **ONE STOP SHOP**  
We are experts in tendering, contract management, procurement, sustainability, project control, and stakeholder management. Collaborating with Flux, our clients in both the public and private sectors benefit from practical and impactful support throughout all project phases, including initiation, tendering, contracting, execution, and project management.

# A trusted partner



# Timeline

2014  
Founded with  
expertise in  
bid management

2016  
Expansion into  
contract management,  
procurement &  
projectmanagement

2018  
First offshore wind  
tender

2024  
Opening of our  
Nordics office

2015  
First €1 billion  
infrastructure tender

2017  
First sustainable  
procurement project

2021  
Expansion into  
environment and ecology  
services





# References

## Tender Management and Non-Price Criteria

Projects	Our role and deliverables	Result
Bornholm Energy Island 525 kV subsea cables, 2024	General tender support and bid coordination, writing and layouting. NPC included sustainability, planning, code of conduct, implementation plan and technical approach. Preparation of and participation in dialogues and negotiations.	Ongoing
OWF IJmuiden Ver Alpha & Beta, 2023	Responsible for bid coordination, writing, layouting and graphics. NPC included ICSR, ecology, circularity and system integration.	Ongoing
OWF Hollandse kust west lot 6-7	Responsible for NPC bid coordination, writing, layouting and graphics. NPC included ICSR, ecology, and system integration.	4th
Ecowende Floating offshore wind	General tender support and developing standard documentation that is ready for bid submission.	1st
MRA-e charging infrastructure	General tender support for Netherlands' largest charging tender. Bid coordination, bid writing, layouting and graphics.	Awarded
TSO TenneT 2GW subsea cable, framework agreement, 2022	Responsible for bid coordination, bid writing and NPC. NPC included safety by design, technical solution, planning, system engineering, sustainability, stakeholder management and an implementation plan. Preparation of and participation in dialogues and negotiations.	1st

## Sustainability & Legal

Projects	Our role and deliverables
Grid operator Gasunie - Gas infrastructure	General procurement support, development of the sustainable strategy and procurement criteria.
TSO Tenneset – Hollandse kust noord and west alpha & beta	General procurement support, development of the sustainable strategy and developing procurement criteria, CSR, ECI and environmental aspects.
Ministry of Infrastructure and Water Management	Responsible for CSR support and preparation of sustainable procurement standards.
Province North-Holland – Built environment	Development of supply chain circularity strategy and implementation.
Municipality of Amsterdam – Built environment	Responsible for sustainability monitoring.
TSO Tenneset - High Voltage Substations EU-303	General CSR support.

## Projectmanagement & Project Control, Stakeholder Management & Permitting

Projects	Our role and deliverables
WarmetelinQ district heating Delft and region	Stakeholder management and engagement and permitting support.
Strukton Energy - Switchgear bay replacement program	Overall project management, project control, interface management and system engineering support.
Onshore wind farms Moerdijk, Nieuwe Hemweg and Jaap Rodenburg II	Responsible for developing and implementing the procurement strategy, supplier selection and evaluation, and contract implementation.
TSO TenneT – EU 302 framework agreement	Responsible for tactical procurement.
TSO TenneT – framework agreements	General support for the introduction of the EU framework agreements.

## Contractmanagement & Procurement

Projects	Our role and deliverables
Eneco – onshore renewables	General onshore renewables procurement support.
Vattenfall – Heat	General procurement support for (district) heat projects.
Vattenfall – Wind farm Moerdijk, Nieuwe Hemweg, Jaap Rodenburg II, A16, Norfolk and Klevberget.	Sustainable procurement criteria and supplier .
OWF Saint-Brieuc	Responsible for claims management.
Rotterdam North heat pipeline	Day to day contract management and procurement support.

# Our services

## > Tendermanagement

- Bid coordination
- In-depth analysis of qualitative criteria
- Strategy
- Reviews and debriefs
- Content creation
- In-depth interviews
- Competitor analysis
- SMART text writing
- 'Beamer' sessions
- Layout and graphics

## > Sustainability & Legal

- Circular procurement and project management
- Sustainability in tenders
- Life cycle analysis
- Environmental effect software
- Reporting, dashboarding and monitoring
- Organisational support for ESG, NFR/ CSDR and legal

## > Project Management & Project Control

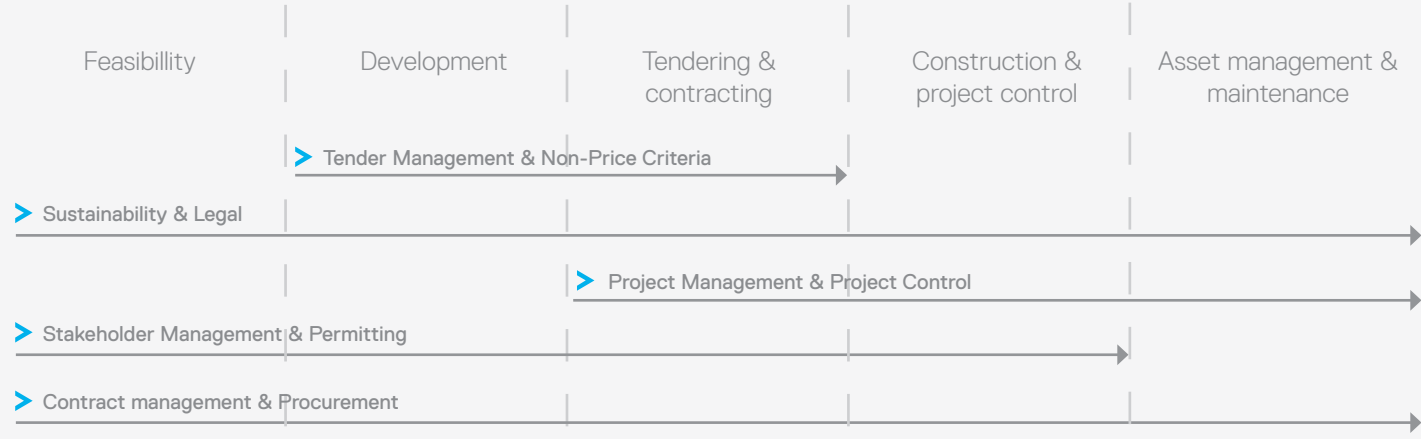
- Risk management
- PMO management
- Technical management
- System-oriented contract management
- Project planning
- Systems engineering
- Data insights
- Intervention

## > Stakeholder Management & Permitting

- Tender support
- Strategic stakeholder management
- Permit analysis and management
- Communication plans
- Initiate and manage relations
- Reporting, monitoring and feedback
- Consenting and stakeholder engagement

## > Contract Management & Procurement

- Tendering and procurement
- Programmatic procurement
- Day-to-day contract management
- Contracting strategy
- FIDIC Silver & Yellow, DIMCO
- Development & issuing of ITT's and RFP's
- Contractor selection, bid evaluation and contract signing
- Claim management





# Sectors

We provide hands-on advisory services across the breadth of the energy transition, making an impact in the initiation, tender, contracting, and construction phases. Our track record in energy includes offshore wind, onshore wind, grid infrastructure, nuclear power, charging infrastructure, district heating, hydrogen, subsea cables, and emerging technologies.

Cables and pipelines



Hydrogen (P2X) & e-fuels



Battery Energy Storage Solutions



Offshore and onshore wind



(Floating) solar



Grid infrastructure



Charging infrastructure



District heating



Infrastructure as separate sector

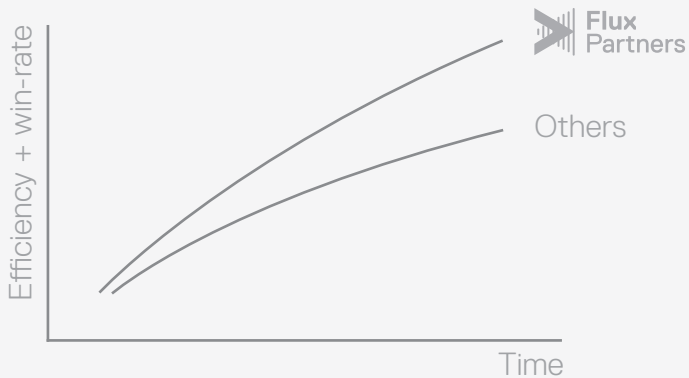




# Tender management



The coming years are expected to be busy with public and private tenders for net-zero technologies. In order to secure projects, developers and contractors need to demonstrate excellence on non-price (qualitative) criteria. The competitive advantages of having Flux as a tender partner for public and private tenders include an increased winning rate, improved efficiency, and cost savings.



### INCREASED WIN-RATE AND EFFICIENCY

Flux Partners assists developers, investors, and contractors in delivering successful non-price criteria bids, thereby securing portfolio objectives and facilitating growth. Flux's tender services have proven decisive, securing the winning bid in 45% of tenders with a contract value of over 35 million euros.

### TENDER MANAGEMENT

With a team of over 45 full-time tender experts, we manage all aspects of the bid process, from coordination and management to content creation and graphic design. Our experts engage with internal and external content providers, ensuring ideas are translated into specific, measurable, and concrete deliverables.

### PROVEN TENDER PROCESS

Our tender process begins with a thorough analysis of the requirements, leading to the formulation of win themes that align with the preferences of the tender authority. Our core business involves transforming expert input into concise, coherent, and timely deliverables. Our process encompasses conducting in-depth interviews, performing analysis, holding content creation sessions, and engaging in review rounds.

### TEN-YEAR TRACK RECORD

With a ten-year track record and participation in over 600 tenders since 2014, we possess the experience to navigate the unique challenges of each tender and quickly identify what is needed to deliver a winning qualitative proposal.

### ADDED VALUE

Once we determine the dominant aspects of adding value, we maintain focus on this and ensure that the team works towards this winning product.

### OUT-OF-THE-BOX SOLUTIONS

Our team integrates with our clients' teams, bringing eagerness to win and out-of-the-box solutions to achieve the maximum score for qualitative deliverables.

### EXPERTISE IN QUALITATIVE TOPICS

We leverage our in-depth knowledge of qualitative criteria, with in-house experts covering topics such as system integration, ecology and environment, supply chain development, community involvement, knowledge sharing, safety by design, and viability.

### EFFECTIVE DIALOGUES

We participate in face-to-face meetings with tender authorities to distinguish our clients' tenders and gain valuable insights into the needs and preferences of the contracting authority. With our guidance, we enhance your chances of tender success.

### MULTIDISCIPLINARY TEAMS

By deploying multidisciplinary teams in the tender phase, we ensure a seamless transition to the contracting and construction phases. Our roles include project managers, contract managers, risk managers, stakeholder managers, legal advisors, and systems engineers.





# Your partner in non-price criteria

Flux excels as your partner in implementing non-price criteria and pre-qualification award criteria for renewable energy tenders. For contracting authorities, we specialize in establishing objective, measurable, effective, and transparent tender processes. On the developer side, our expertise in tender coordination and bid writing shines in the most competitive tenders. With a decade of experience, we are ideally positioned to meet the requirements of the EU's Net Zero Industry Act and Wind Power Package. Our consultants are skilled both as process managers, focusing on relationships and people, and as experts in specific topics. Below is a list of pre-qualification and qualitative award criteria we frequently encounter and have extensive experience with:

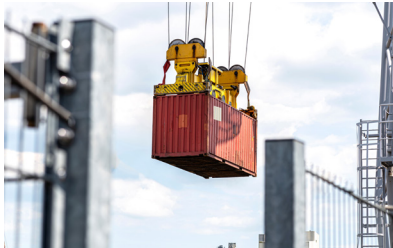
## SUSTAINABILITY & ECOLOGY

- Sustainability and biodiversity
- Resilience contribution
- Nature inclusive design
- Circular design
- Supply chain decarbonization
- Restoring wildlife and ecosystems
- Product origination



## SUPPLY CHAIN DEVELOPMENT & INVOLVEMENT OF LOCAL SUPPLY CHAINS

- Community engagement
- Local workforce
- Co-existence
- Stakeholder engagement



## SYSTEM INTEGRATION & INNOVATION

- System integration and P2X
- Safety-by-design
- Occupational safety management
- Knowledge sharing
- Digitalization, BIM and cyber security
- Innovation and implementation plans



## CORPORATE SOCIAL RESPONSIBILITY

- Environmental and social governance
- Governance and compliance
- Responsible business conduct



## ABILITY TO DELIVER

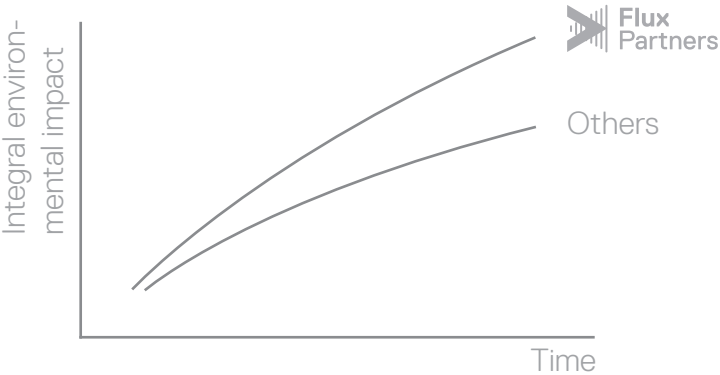
- Robust and realistic project planning
- Project viability and feasibility
- Implementation plan
- Risk management
- Financial plan
- PPA's



# Sustainability & Legal



The role of environmental and ecological topics is becoming increasingly critical in tenders, projects, and business operations. Our team of experts collaborates closely with your organization to develop bespoke strategies for legal and sustainability matters, ensuring alignment with your unique goals and values. Our sustainability services add value at the organizational level and at each stage of a project, from initiation through to tendering, realization, and monitoring.



## SUSTAINABILITY PROCUREMENT

We assist and advise organizations on the strategy and implementation of environmental, social, and governance (ESG) policies, non-financial reporting, and legal matters. Our team evaluates and enhances sustainability strategies, addressing issues such as carbon emissions and proposing actionable plans for significant greenhouse gas reductions, contributing to a low-carbon future. During construction and maintenance, our focus shifts to monitoring and implementing dashboards for better management.

## SUSTAINABILITY IN TENDERS

Beyond compliance, we see sustainability in tenders as a driver of innovation and long-term value. In writing tender documents that promote creative, sustainable solutions for public clients, we propel the industry towards cleaner energy production. On the market side, we assist developers and contractors in developing a competitive edge and value-add measures to meet pre-qualification criteria and winning proposals.

## CIRCULARITY AND ECOLOGY

We guide businesses in adopting circular economy and ecological principles, covering aspects from sourcing to waste management. Our aim is to enhance resource efficiency and reduce waste throughout the supply chain, mitigating the impact of infrastructure and energy projects on wildlife.

## ENVIRONMENTAL IMPACT ASSESSMENT

Our experts conduct thorough impact assessments, providing valuable insights that enable you to enhance your positive contributions to society and the environment.

## CIRCULAR PRODUCT PASSPORT

We utilize this innovative tool to track the lifecycle of materials and components in energy and offshore wind infrastructure, promoting responsible sourcing, recycling, and minimizing waste.

## NON-FINANCIAL REPORTING AND ESG

We assist clients in developing comprehensive non-financial reporting frameworks, enabling transparent communication of ESG performance. This meets regulatory demands while building stakeholder trust and attracting responsible investors, contributing to broader sustainability goals in the energy industry.

## LIFE CYCLE ANALYSIS AND ENVIRONMENTAL IMPACT SOFTWARE

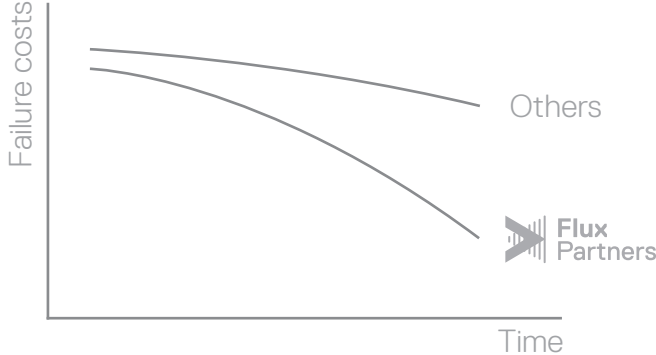
By leveraging robust data and monitoring practices, we provide insights into sustainability initiatives, enabling informed decision-making and continuous improvement in commitment to environmental and social responsibility.



# Contract Management & Procurement



Efficient purchasing management optimizes costs and quality in goods and services. We support clients in improving contract and procurement processes, enhancing supply chain outcomes. Our approach fosters ideal partnerships for project success. Our expertise spans procurement, contract, and claims management in public and private sectors, covering client and contractor roles.



## CONTRACTING AND PROCUREMENT STRATEGY

Our strategy expertise ensures that we secure the best suppliers, negotiate favorable terms, and diligently oversee contracts throughout the project lifecycle. By combining our deep understanding of energy projects with sound procurement practices, we empower our clients to drive efficiency, control costs, and ultimately achieve sustainable excellence.

## SUSTAINABLE PROCUREMENT

A good purchasing process ensures cost-efficient and successful purchasing while guaranteeing the required quality. We define the most relevant non-price criteria with our clients and embed these success factors in procurement strategies and risk-controlled tendering. These criteria can include sustainability, safety, scheduling, and other qualitative subjects. We help you design and implement sustainable procurement strategies, conduct supplier assessments, and perform cost analysis and bid evaluations, ensuring you get suppliers that best suit your project.

## CONTRACT MANAGEMENT

Our contract management team guides all contractual processes such as changes, providing you with the expertise to manage your contractual risks from start to finish. We help you draft, negotiate, enforce, and evaluate contracts like FIDIC, DIMCO, UAV-gc, and more, resulting in improved contract compliance and cost control.

## CLAIMS MANAGEMENT

Not all projects have a smooth ending. When this results in a claim, matters can often become complex and time-consuming. Thanks to our in-depth knowledge of all project facets, we can make factually substantiated analyses of the causes and consequences of claims. This gives us a strong position in legal proceedings and closes the gap between having the right and getting justice for our clients. Our experts are skilled in handling claims effectively: documenting and analyzing incidents, communicating with stakeholders, and maximizing compensation.

## DAY-TO-DAY CONTRACT MANAGEMENT

Through effective contract management, we not only mitigate risks but also foster strong, collaborative partnerships with our suppliers and stakeholders, contributing to the success of energy projects.

## INNOVATION

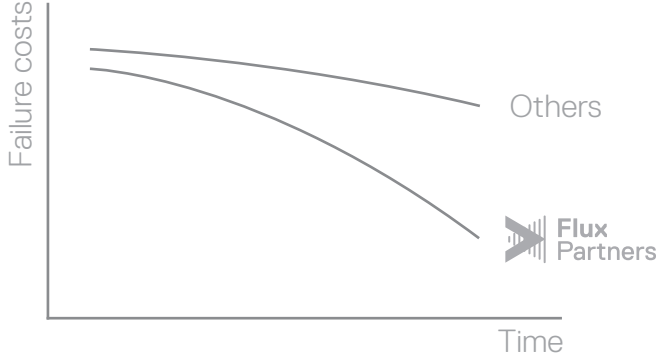
Our specialists navigate complex energy regulations and compliance requirements, ensuring that all contracts and activities align with legal standards. Moreover, we champion innovation, utilizing innovative contract clauses that inspire suppliers to embrace sustainable procurement practices.



# Project Management & Project Control



With integral project management, Flux acts as a partner in achieving optimal project efficiency, project focus, and improved relationships with clients. Our team of project managers and specialists strengthens our clients' project teams with in-depth knowledge and broad experience in the management of resources, contracting, permit management, and stakeholder management.



## HEALTHY PROJECTS WITH MINIMALE FAILURE COSTS

Project control is the cornerstone of success in any project. By applying control strategies to energy projects, we ensure efficient resource allocation, cost management, and timely delivery, bolstering the advancement of sustainable energy transition projects.

## RISK MANAGEMENT

Our approach to risk management combines comprehensive assessment, mitigation strategies and measures, and ongoing monitoring to safeguard the success of the project. Proactively identifying and addressing potential risks enhances project resilience, ensures regulatory compliance, and contributes to the seamless construction of your energy projects.

## 100 DAYS PRODUCT APPROACH

We guarantee a strong start to the construction phase, resulting in a financially healthy project, strengthened client confidence, and a project team with the right focus. This is achieved by setting up all aspects of project management, from product to process, monitoring progress through strategically chosen KPIs, training the project team, and using gamification to increase awareness.

## INTERVENTIONS

We carry out interventions aimed at optimizing project returns, focusing on project efficiency, and improving client relationships. This involves analyzing project results using a Quicksan, identifying bottlenecks, initiating improvements, seizing opportunities, implementing process and product improvements in a structured manner, enhancing the project team's skills, and monitoring project progress based on strategically chosen KPIs.

## SYSTEMS ENGINEERING

Employing systems engineering principles, we mitigate risks, enhance operational performance, and deliver sustainable energy solutions, driving the energy transition forward.

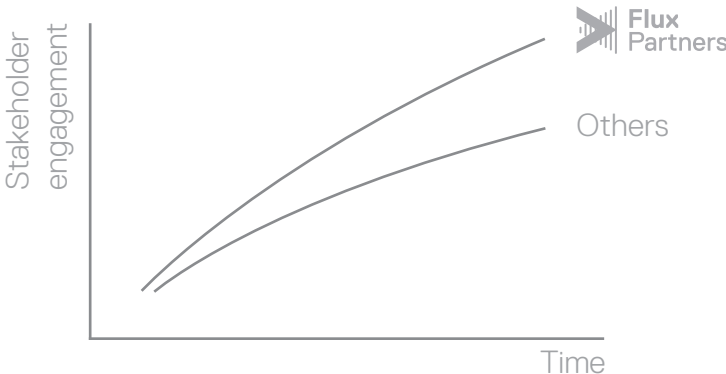




# Stakeholder Management and Permitting



Our team of stakeholder management experts provides communication and stakeholder management services, guiding environmental and permitting procedures with a consistent focus on cooperation and dialogue. Our wealth of experience stems from large integrated projects, encompassing planning studies, tenders, dialogues, and project construction, working effectively on both the client and contractor sides.



## STRATEGIC STAKEHOLDER MANAGEMENT

We excel in identifying key stakeholders, assessing their interests and influence, and tailoring engagement strategies to build trust and secure support for the project. Our holistic approach ensures that regulatory bodies, local communities, and industry partners are aligned, promoting project success and safeguarding a positive reputation that best suits your project.

## RELATIONSHIP MANAGEMENT

Building and managing relationships is a key component of our advisory approach in energy projects. We take pride in our ability to initiate and nurture relationships with regulatory bodies, project partners, local communities, and other stakeholders. Our proactive engagement strategy facilitates efficient conflict resolution when challenges arise.

## STAKEHOLDER PARTICIPATION

Meaningful stakeholder participation contributes to project success, especially in energy projects that impact stakeholders' living and working environments. Our expertise centers on creating an inclusive environment that encourages input from a diverse range of stakeholders, resulting in informed decision-making. We facilitate open dialogue and ensure every voice is heard through digital information, walk-in sessions, day-to-day stakeholder management, and tailored communication plans.

## COMMUNICATION PLANS

We specialize in creating clear, timely, and transparent messaging to keep stakeholders informed and engaged throughout the project's lifecycle. Our communication plans serve as a guide for effective two-way communication, allowing us to address concerns, share project updates, and maintain a strong rapport with stakeholders.

## PERMIT MANAGEMENT

Energy projects often require multiple permits, which can be overwhelming to manage. Our expertise in permit management enables us to guide clients through the entire permitting process, from initial assessments and applications to compliance monitoring and reporting. By proactively managing the permitting timeline and ensuring all regulatory requirements are met, we help clients avoid costly delays and advance their offshore wind projects successfully.





# Flux Academy

Our workshops, led by professionals with deep sector-specific knowledge, are tailored to your unique needs, driving knowledge retention and increasing project success. Choose from in-person or virtual training for your convenience.

## **Tender Management**

Elevate your expertise in proposal creation and tender management through our comprehensive workshops. Designed to enhance your success in the competitive bidding landscape, our workshops include Bid Writing, Bid Strategy, Qualitative Criteria Analysis, and (Competitive) Dialogue Training. These sessions equip you with essential skills and strategies to excel in tender submissions, amplifying your success rate.

## **Sustainability**

Our comprehensive training programs and tailor-made modules empower organizations to foster a robust culture of sustainability, integrating it into the heart of their business operations. Empower your team and become a leader in your industry. Contact us to learn how we can tailor our training to meet your specific needs.

## **Contract Management and Procurement**

Navigate the complexities of procurement, non-price criteria, and contract management with our specialized workshops. Learn effective procurement strategies, contract negotiation, and implementation of qualitative aspects in energy project tenders. Our hands-on exercises ensure a deep understanding, empowering you to manage procurement and contracts with confidence and efficiency.

## **Project Management and Control**

Realize projects with minimal failure costs. Our training covers key project management principles, methodologies, and best practices from initiation to closure. Develop the skills to lead successful projects, mitigate risks, and ensure timely delivery. Our customized approach aligns training with your organization's project management needs.

## **Stakeholder Management and Permitting**

Navigate the balance of stakeholder interests and regulatory requirements with our specialized workshops. Learn effective stakeholder engagement strategies, permitting processes, and how to manage diverse interests in your projects. Our training provides tools to build positive relationships with stakeholders, streamline permitting procedures, and enhance project outcomes.





## Core values

### Familiar

Be mindful of each other  
Embrace the difference  
Observe, identify and make it discussable

### Unlimited

Push boundaries  
Take initiative  
Reflect

### Lively

Indicate what you enjoy  
Relate, keep it easy  
Ensure a smile in your environment

### Xcellence

Be prepared  
Take ownership  
Judge me by my results









# Flux Partners

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