The CEE Analytical Approach

The CEE team has broad expertise in the oil, natural gas, liquefied natural gas (LNG) and electric power value chains. Our expertise includes:

- Technologies;
- Economics and market dynamics;
- Commercial practices; and
- Policy and regulatory regimes including environmental issues.

Over the past 15 years, our team has developed a specialization in "commercial frameworks" (see chart at left). We begin with the fundamental economics of the commercial energy value chains, the closely linked segments required to produce, transport, and deliver natural gas and electric power to final customers. Each step along the chain adds value that is ultimately reflected in the final cost and price (see chart below).
The commercial value chains exist within policy and regulatory regimes that provide that frameworks for investment. A goal for effective frameworks is balancing investor and public interests. Our commercial frameworks approach facilitates both research and public education to support a range of project development needs. CEE team members have several decades of cumulative professional experience in commercial, research, and consulting endeavors. We also leverage our expertise across a global network of advisors and collaborators to optimize our talent pool.

**Key Components**
- Oil, natural gas, LNG, electric power market fundamentals, supply-demand analysis
- Policy, regulatory analysis and related risk assessments, country/political risk monitoring
- Expert participants for strategic planning and scenario development
- Training, capacity building, public education and outreach

**Key Assets**
- Multi-sponsor consortium, *Commercial Frameworks for LNG in North America*
- Ongoing case studies on oil, natural gas, LNG, electric power value chain investor and host government best practices for more than 30 countries (Western Hemisphere, East and South Asia, West Africa, Caspian, West Europe)
- Worldwide resource assessment and data; national oil company practices
- Multi-country comparative research on natural gas and electric power commercial frameworks and western hemisphere hydrocarbon regulation
- Seminal *Guide to Electric Power in Texas*, used as model in other locations
- Non-contributory member of Society of International Gas Tanker and Terminal Operators (SIRTTO) and institutional resource for Natural Gas Council and Center for LNG
- North American Energy Standards Board (NAESB) advisor and National Association of Regulatory Utility Commissioners (NARUC) collaborator
- University base and university research/expert network collaborations worldwide

**Geographic Highlights**
- **North America**: ongoing analysis of natural gas balances, LNG and power developments; long term studies on continental market integration, resources, infrastructure, pipeline economics and regulation; regulatory issues including gas quality and interchangeability; expert team for trilateral government working groups.
- **Mexico**: leading university-based experts on natural gas restructuring; technical support for regulator and investor strategies; training/capacity building for all major government stakeholders (PEMEX, CRE, SENER, CFE); multi-institutional collaborations.
- **South America**: regional oil and gas resource and power developments; training/capacity building for leading institutions and organizations. Working relationships with hydrocarbon regulators in Colombia and Brazil, and with ministry and companies in Trinidad & Tobago. Interactions with network of energy regulators in the hemisphere (e.g. CIER).
- **Asia-Pacific**: A-P basin interactions; coordination/access through Japanese government sponsorship of CEE; emerging collaboration with Institute for Energy Economics and Geopolitics, East China Normal University (Shanghai) for East Asia and Russian-Sino trade.
- **West Africa**: extensive regional presence via US Agency for International Development (USAID) cooperative agreement; regional natural gas market development and supporting policy/regulatory regimes (with NARUC collaboration) for West Africa Gas Pipeline; LNG development and export trade; training and capacity building; public education and outreach; university collaborations in Ghana, Nigeria, and possibly Angola.
- **Russia**: targeted studies and country assessment; oil and gas resource and commercial topography; emerging collaboration with MGIMO-University, International Institute of Energy Policy and Diplomacy (Investment Projects and Perspective Development Department), Moscow.
- **Turkey to Central Asia**: Extensive work on Turkish markets, training/capacity building for Energy Markets Regulatory Agency; USAID experience in Central Asia, Ukraine for gas transit and pipeline regimes.