

Utilities

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We’re not developers or project-makers but have the required mastery to help clients evolve and excel

By Olivia Smith

Governments and corporations are advancing steadily into a future of greener and cleaner energy. Utilities and energy companies are embarking on a journey to deploy more renewable energy facilities and improve their transmission and distribution (T&D) systems to enable renewable energy commitments. However, success in these endeavors often demands a keen understanding of the historic and future utility business model and its technical, financial, regulatory, and industry contexts.

Alumbra LLC, a management consulting firm exclusively serving the global energy and utilities industries, is at the center of this clean energy transition. They apply industry best practices, consulting skills, and deep utility expertise to lead their clients in meeting their business goals.

For corporate initiatives where nontraditional or even breakthrough outcomes are needed, Alumbra, with its unique perspective builds a framework to position power and utility companies for success. The firm delves deep into understanding the broad scope of work, resolves challenging issues, and aids clients in making smart decisions related to their commercial objectives.

From national utilities serving large populations to niche operators and developers with a focused target market, Alumbra caters to a diverse clientele. As the utility industry has evolved, a range of new entrants have entered the market that Alumbra also serves. This includes private equity investors, global renewable development firms, and international firms interested in entering the U.S. and Caribbean markets.



James M. Seibert,
Senior Managing Director

“Utilities that want to transform their business and achieve green energy goals require a partner that clearly understands their industry and helps them navigate the complex and dynamic energy landscape,” says Jim Seibert, co-founder and senior managing director of Alumbra. “We can help them because in many cases, we have done it before for other utilities in other U.S. and international markets.”

Driving Success with Technical Acumen

Alumbra’s expertise finds its roots in the collaborative partnership of its co-founders, Seibert and Brian Walshe. Before founding Alumbra, both partners spent their careers as management consultants. Seibert brings 30 years of experience advising clients in the global energy and utilities industries, supporting them across strategic functions. Walshe, a former McKinsey & Co. consultant with over 30 years of

experience, has expertise in regulatory and generation practices in numerous jurisdictions. The duo’s two-decade history of working together on diverse projects prior to forming Alumbra contributes to its reservoir of knowledge and proficiency.

The pair has built and led a team of seasoned advisors and executives who have worked with some of the world’s largest and most respected utilities. The Alumbra team members are generally more experienced than typical consulting firms and are highly focused on energy issues, which brings deep industry-focused skills and decades of experience to deliver solutions tailored to their clients. They understand the nuances and operating details of all aspects of an energy and utility business, and they skillfully balance technical, commercial, and regulatory issues to help clients succeed.

Alumbra also helps clients with new ventures, such as renewable energy development and all aspects of its impact on the power market, as well as transformation work like privatization and business restructuring.

Specializing in five key practice areas—traditional and renewable power generation, T&D, regulatory services, customer experience, and corporate services—Alumbra delivers expert solutions for complex challenges. Each solution stems from rigorous analysis, creative thinking, and practical implementation.

In the power generation arena, the team enables electric utilities and independent power producers to optimize their current and future generation fleet amid ever-changing market and technology trends. The company provides expert guidance for everything from power plant operational improvements to financial and transaction support for operating or development projects, including buy-side and sell-side advisory services. Prior to forming Alumbra, Seibert and Walshe worked together in several countries overseas, and as a team, they have seen utilities in a wide range of transformation projects in many different environments.

“We’re not developers or project-makers but have the required mastery to help clients evolve and excel,” says Seibert.

As regulators push utilities to transition to cleaner energy sources like wind, solar and biofuel, Alumbra’s regulatory expertise in many different states and countries helps clients comply with evolving regulations. The firm supports clients operating in complex, regulated environments that require review by multiple legal, consumer, investor, and environmental stakeholders.

Delivering Knowledge, Value, and Expertise

The company’s current core geographic focus is the Caribbean market, although its founders have extensively served clients in Europe and North America earlier in their careers. The Caribbean’s island-based utilities face challenging renewable energy targets, complex fuel supply challenges, and generally



operating with older and less efficient utility plants and equipment. In addition, they face perennial threats from hurricanes and greater exposure to the immediate threats posed by climate change. In these markets, Alumbra applies the lessons it has learned from other clients around the world. Several Caribbean countries, such as Puerto Rico, Jamaica, Dominican Republic, and Guyana, are facing significant transformation initiatives that benefit from Alumbra’s skill set and expertise.

One key component of Alumbra’s business model is to integrate local professionals into its globally-experienced team to accelerate skill transfer with clients. Alumbra tries to hire and develop staff from the location in which it operates. Alumbra also places a large focus on working with the client utility to help develop their technical and commercial skills as Alumbra applies technology solutions or management expertise from other countries. Alumbra team members work closely with the local utility staff; the firm emphasizes on-site presence to build this relationship and foster better skills transfer.

Alumbra also serves clients that provide services to utilities such as energy infrastructure construction and maintenance companies. It has played a key role in devising market entry and growth strategies for firms entering or expanding their markets or portfolio of services. The company’s experienced personnel often help clients establish relationships with local stakeholders and develop a business plan, financial model, risk assessment, and go-to-market strategy. From turnarounds of struggling divisions to supporting acquisitions and divestitures of subordinate business units, the firm has worked with some of the top utility contractors in the U.S. on projects that have lasted over a decade.

Alumbra is not just a transactional service provider but sees itself as a trusted advisor and strategic partner in a rapidly evolving industry. The firm forms enduring relationships with clients by catering to their needs. A testament to its success is how most of its projects start as targeted assignments and turn into multi-year partnerships.

At the heart of its operations is a culture and vision that values quality, competence, and positive impact. Backed by a team of engineers, IT professionals, and certified public accountants who have served in diverse areas of the industry, Alumbra delivers services that showcase a high level of professionalism.

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Dedicated to Illuminating the Future, Alumbra’s team of management consultants enables energy and utility companies to bring their commercial ambitions to fruition. 🚀