

A large, stylized letter 'N' is formed by three thick, olive-green bars. One bar is vertical on the left, another is vertical on the right, and a third bar connects them diagonally from top-left to bottom-right.

| MARCHMENT  
| HILL *consulting* |

company profile

our philosophy

The Marchment Hill philosophy, validated and reinforced by our work for clients around the world, holds that the value (V) of a consulting intervention rests on three cornerstones:

$$V = \left\{ \begin{array}{l} \{Q\} \\ \text{Quality of Insight} \\ \text{The clarity, robustness \& relevance of the proposed solution} \end{array} \right\} \times \left\{ \begin{array}{l} \{S\} \\ \text{Support for Change} \\ \text{Securing the understanding, engagement \& commitment of key individuals \& groups} \end{array} \right\} \times \left\{ \begin{array}{l} \{I\} \\ \text{Implementation of Solution} \\ \text{Making the change \& realising the benefits} \end{array} \right\}$$

Without all three cornerstones, no consulting intervention can deliver its full value. Each engagement is planned with these cornerstones in mind.

# MARCHMENT HILL *consulting*

## who we are

Marchment Hill Consulting is a management consulting firm dedicated to serving the needs of the utilities, infrastructure and mining industries worldwide.

Our senior consultants built their expertise both in the industries we serve, and within the consulting practices of major international firms; all have extensive experience from engagements undertaken around the world.

With a wealth of combined experience and an enviable track-record, we deliver demonstrable value through the quality of our insight, the internal support we generate for change, and the way we work with our clients to implement solutions that deliver measurable value.

Marchment Hill's consultants have worked for clients in the United States, Canada, Europe, the Middle East, and across the Asia Pacific region.

“Our tight market focus ensures we understand the unique characteristics of the industries we serve, and enables us to deliver specific and valuable insights.”

Neil Gibbs, Founder & Managing Principal

## culture and values

Marchment Hill Consulting has a strong corporate culture of openness, honesty, mutual trust, respect and integrity.

We are focused on achieving optimal outcomes for our clients. We value the quality of work delivered and specifically tailor each engagement to meet our clients' unique circumstances and needs. We speak with humility and always display empathy toward our clients' situation.

Marchment Hill Consulting's corporate culture has helped build our firm, and is pivotal to our long-term growth strategy and success.

# MARCHMENT HILL *consulting*

## industries

Marchment Hill Consulting has gained a reputation with its clients as a trusted and valued partner. We develop and sustain leading insights on the contemporary issues facing the electricity, water, gas and mining industries and continue to develop our services across infrastructure industries.



## electricity

Generation ♦ Transmission ♦ Distribution ♦ Retail

Marchment Hill's consultants have a deep understanding of the electricity sector and its many intricacies, and provide invaluable support to clients across all the segments of the industry.

## water

Wholesale ♦ Retail ♦ Integrated

Our comprehensive understanding of the water sector and the challenges it faces form the basis of Marchment Hill's value proposition to wholesale, retail and integrated water businesses.

## gas

Transmission ♦ Distribution ♦ Retail

The structure of competition and regulation across the entire value chain is fundamental to the commercial and social dividends available to stakeholders. Marchment Hill Consulting is working with our clients to influence market structures and develop strategic responses.

## mining

Strategic Energy Advisory ♦ Throughput Optimisation ♦ Strategic Asset Management and Maintenance Excellence ♦ Support Services Optimisation

Marchment Hill has an intimate understanding of the challenges facing the industry reinforced by a proven capability in helping its participants to solve their most complex challenges. We draw on our deep industry insights and technical know-how to support many of the industry's leading businesses to optimise their strategic planning efforts and deliver tangible improvements in production and costs.

practices

We leverage our deep understanding of the industries we serve in working on our clients' most difficult and challenging problems. We continually evolve and augment our service offerings in response to emerging industry issues and to keep pace with local and global trends. Currently we align our service delivery capabilities into seven Practices:



Practices (cont'd)

strategy

Business Unit and Corporate Strategy ♦ Procurement and Sourcing Strategy ♦ Investment Governance ♦ Resourcing Strategy ♦ Market Analysis ♦ Risk Management

Marchment Hill's Strategy Practice is dedicated to helping businesses make and implement the right strategic decisions. Our clients benefit from our content-rich analysis, deep industry insights and robust methodologies as they move their organisations into the future.

organisation

Organisation Diagnostic ♦ Business Case for Organisation Change ♦ Organisation Design and Implementation ♦ Change Management ♦ Operating Model Development

Marchment Hill has earned the trust of our clients to manage the feasibility, design and implementation of structural change under each of these circumstances. Whether the challenge is to understand the forces at work, build the case for change or make the intervention, Marchment Hill has the expertise and experience to understand each unique context, and design and implement an effective organisation structure to match.

performance

Process Benchmarking ♦ Performance Management Frameworks ♦ Strategic Asset Management ♦ Business Improvement ♦ **leapp** Benchmarking Program

Marchment Hill combines strong intellectual capital and proven methodologies with deep understanding of the industries we serve to ensure that real cost and service performance improvement is accessible and delivered to our clients.

economics and  
regulation

Regulatory Strategy ♦ Economic Analysis ♦ Revenue, Price and Cost Analysis ♦ Economic Policy ♦ Managing Regulatory Risks

Marchment Hill's Economics and Regulation Practice is dedicated to helping businesses understand, and effectively respond to, the dynamic forces of regulation in a manner consistent with the business' overall strategy.

Practices (cont'd)

business systems

IT Strategy ♦ Business Requirements Definition ♦ Vendor Selection ♦ Implementation Governance ♦ Post Implementation Review

Marchment Hill's unique combination of in-depth industry knowledge and independence from systems and technology vendors enables us to assist our clients make the right systems choice and implementation decisions.

climate response

Sustainability Diagnostic ♦ Business Value at Stake from Climate Change ♦ Regulatory and Governance Strategies ♦ Sustainable Procurement

Marchment Hill's Climate Response Practice has grown out of our deep sector knowledge and recognition of the growing importance to clients of this issue. Through our insights and our collegial, consultative approach, we assist our clients to successfully navigate the complex transition to a low carbon economy.

intelligent infrastructure

Industry Transformation ♦ Demand Side Management ♦ Distributed and Micro Generation ♦ Emerging Markets ♦ Smart Grids ♦ Smart Meters

Marchment Hill's Intelligent Infrastructure practice has grown from its extensive global experience in this rapidly evolving landscape. Our clients benefit from our ability to objectively assess these changes and understand emerging business opportunities.

"We integrate the use of tools and knowledge from across our Practices to address the challenges presented by each of our engagements."

Neil Gibbs, Founder & Managing Principal

# MARCHMENT HILL *consulting*



Marchment Hill Consulting has offices in five locations which serve Australia and New Zealand, Asia and the Pacific Rim, the United Kingdom and the Middle East. We are continually developing our geographic footprint.

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