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COURSE BROCHURE

Renewable Project Origination and Auction Bidding Strategy Training Course

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Kuala Lumpur

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Renewable Project Origination and Auction Bidding Strategy Training Course

Ref: 2667_101636 **Date:** 15 – 19 August 2027 **Location:** Kuala Lumpur **Fees:** 4900 GBP

Renewable Project Origination and Auction Bidding Strategy is a 1-week training course for project developers, origination leads and utility business development managers, built around a bid-ready development pipeline plan. Competitive tenders now award most new solar and wind capacity, rewarding developers who screen sites and price bids with discipline. Jupiter Prime Training delivers this course on renewable project origination and auction bidding strategy.

Why Renewable Project Origination and Auction Bidding Strategy Matters Now

Three forces shape renewable origination today: crowded connection queues that make grid capacity the scarcest asset, procurement authorities that award capacity through price-led reverse auctions, and corporate buyers seeking long-term green supply outside state tenders. Strong origination secures land, permits and connection rights early and bids at tariffs that still carry returns; weak origination spends capital on sites that never reach notice to proceed. The course rests on stage-gate development, levelised cost of energy benchmarking and probability-weighted pipeline valuation.

Who Gains Most from Renewable Project Origination and Auction Bidding Strategy

- Origination leads who find sites and sign land options
- Grid and permitting specialists who secure connection offers, environmental consents and planning approvals
- Bid managers who assemble tender submissions, compliance matrices and bid bonds
- Commercial and pricing analysts who set tariffs, model revenue stacks and test bid sensitivities
- Utility strategy staff who plan market entry and judge partnerships with independent developers

Development teams gain most when origination, grid and pricing staff attend together.

Renewable Project Origination and Auction Bidding Strategy Capabilities

Participants move a prospect from map pin to priced submission.

- Screen candidate sites against resource, land, grid and consent criteria — the go or no-go decision on early spend
- Assess grid connection options and queue position — the choice of capacity and point of interconnection
- Compare offtake routes across auctions, corporate supply contracts and merchant sale — the revenue strategy for each asset
- Calculate a bid tariff from cost, financing and risk inputs — the price approved by the investment committee
- Design a market entry approach for a new jurisdiction — partner and timing decisions
- Build a stage-gated pipeline with probability weights — the allocation of development capital across projects

Key Renewable Project Origination and Auction Bidding Strategy Terms

- Origination — the work of identifying, securing and qualifying new project opportunities before significant development money is committed.
- Reverse auction — a tender in which bidders compete to offer the lowest tariff for contracted capacity or energy.
- Point of interconnection — the location where a generating plant connects to the transmission or distribution network.
- Bid bond — a financial security a bidder posts to show it will sign the contract if awarded.
- Merchant exposure — the share of a plant's output sold at market prices rather than under a fixed contract.
- Notice to proceed — the milestone at which development is complete and construction contracts are released.

Renewable Project Origination and Auction Bidding Strategy Day by Day

Day 1: Market Context and Entry Choices

- Capacity Procurement Models — Which Market Routes Suit the Developer
- Market Attractiveness Scorecard — Ranking Jurisdictions for Entry
- Partnership and Joint Venture Options — Sharing Development Risk Locally
- Competitor and Bidder Mapping — Anticipating Rival Tariffs and Strategies
- Development Cost Benchmarks — Setting Budgets per Megawatt Developed

Day 2: Site Origination and Grid Screening

- Resource and Land Screening Maps — Shortlisting Prospects Before Option Payments
- Land Option and Lease Terms — Securing Sites Without Excess Early Cost
- Connection Queue Analysis — Judging Realistic Grid Capacity Timelines
- Hosting Capacity Studies — Sizing Plants to Available Network Headroom
- Hybrid Solar, Wind and Storage Layouts — Raising Value per Connection

Day 3: Permitting and Offtake Routes

- Environmental and Social Impact Assessment — Planning Consent Timelines and Risk
- Permit Tracking Matrix — Sequencing Approvals Against Bid Deadlines
- Corporate Power Purchase Agreements — Credit, Tenor and Shaping Terms
- Merchant and Contracted Revenue Stacks — Balancing Upside Against Bankability
- Community Benefit Arrangements — Earning Local Support for New Sites

Day 4: Auction Bidding and Tariff Pricing

- Tender Document Review — Qualification Rules, Penalties and Award Criteria
- Levelised Cost of Energy Build-Up — Deriving the Floor Bid Tariff
- Bid Sensitivity and Win Probability Curves — Choosing the Submitted Price
- Compliance Matrix and Bid Bond — Avoiding Disqualification at Submission
- Post-Award Delivery Risk Review — Testing Whether a Win Can Be Built

Day 5: Practising the Development Pipeline Plan

- Stage-Gate Criteria Workbook — Applying Screening Results to Each Prospect
- Probability-Weighted Pipeline Valuation — Ranking Projects by Risked Value
- Mock Tender Round — Pricing and Defending a Submission to a Panel
- Development Budget Allocation — Directing Capital to the Strongest Sites
- Bid-Ready Development Pipeline Plan — Final Plan for Leadership Sign-Off

Applying Renewable Project Origination and Auction Bidding Strategy After the Course

- Run the stage-gate workbook across the live pipeline and pause prospects failing grid or consent screens.
- Rebuild the tariff for the next tender using the levelised cost build-up and win probability curve, and present it to the investment committee.

Renewable Project Origination and Auction Bidding Strategy Questions FAQ

What is renewable project origination and auction bidding strategy, and why does it matter now?

It is the discipline of finding viable solar, wind and storage sites and turning them into winning tender bids. It matters now because grid capacity is scarce and auctions are price-led.

Which roles gain most from renewable project origination and auction bidding strategy?

Origination leads, grid and permitting specialists, bid managers, pricing analysts and utility strategy staff gain most.

How does renewable project origination and auction bidding strategy differ from a project finance course?

It focuses on the developer's early choices: sites, connection, consents, offtake and bid price. A project finance course concentrates on debt sizing, lender terms and financial close.

What do you bring back from renewable project origination and auction bidding strategy?

You bring back a bid-ready development pipeline plan that ranks prospects by risked value, links each to its offtake route and sets the next gate decision.

Renewable Project Origination and Auction Bidding Strategy: The Way Forward

The development pipeline plan first informs which prospects receive the next round of development spending. Bid managers and the investment committee use it to choose which tenders to enter and which tariffs to submit. After its first tender round, revisit the win probability assumptions against actual award prices and adjust screening thresholds.