Renewable Energy Procurement Strategies Training Course

Professional Development Training Course Outline

Category	Renewable Energy	**Duration**	5 Days
Base Fee	$1,500 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

Renewable Energy Procurement Strategies Training Course equips professionals with practical knowledge to design, evaluate, negotiate, and manage clean energy procurement portfolios in a rapidly evolving electricity market. The programme focuses on corporate renewable energy procurement, Power Purchase Agreements (PPAs), green tariffs, Energy Attribute Certificates (EACs), competitive auctions, on-site generation, renewable energy certificates, energy storage, risk management, and net-zero strategy. Current market developments make these capabilities increasingly important: the IEA projects renewable power capacity to expand by around 4,600 GW between 2025 and 2030, while competitive auctions and market-based procurement continue to gain importance.

The course moves beyond simply purchasing renewable electricity to examine additionality, emissions impact, hourly energy matching, grid constraints, price volatility, contract structures, supplier due diligence, ESG reporting, and decarbonisation outcomes. Participants will learn how to build procurement strategies that balance cost competitiveness, energy security, sustainability, regulatory compliance, operational resilience, and long-term value creation. The growing role of PPAs, hybrid renewable-plus-storage solutions, and more granular approaches to clean-energy matching makes strategic procurement an increasingly important capability for energy-intensive organisations.

Programme Curriculum

Renewable Energy Procurement Strategies Training Course

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Course Objectives

By the end of the training, participants will be able to:

1. Develop strategic renewable energy procurement roadmaps aligned with corporate sustainability and net-zero objectives.
2. Evaluate solar PV, wind, hydro, geothermal, biomass, hybrid, and renewable-plus-storage procurement opportunities.
3. Compare physical PPAs, virtual PPAs, green tariffs, EACs, RECs, GOs, and on-site generation models.
4. Analyse electricity markets, competitive auctions, wholesale pricing, merchant exposure, and market-based procurement.
5. Conduct PPA financial modelling, including pricing structures, escalation, volume risk, and settlement mechanisms.
6. Identify and manage commercial, regulatory, credit, basis, volume, curtailment, and counterparty risks.
7. Assess renewable projects using LCOE, total cost of ownership, lifecycle economics, and value-at-risk principles.
8. Integrate battery energy storage, demand response, flexibility, and grid optimisation into procurement portfolios.
9. Apply additionality, temporal matching, geographic matching, and emissions-impact principles to clean-energy sourcing.
10. Design supplier evaluation frameworks using ESG, technical, financial, legal, and sustainability due-diligence criteria.
11. Develop competitive RFP/RFQ processes and procurement scorecards for renewable energy suppliers.
12. Strengthen ESG disclosure, renewable-energy accounting, Scope 2 emissions management, and sustainability reporting.
13. Build resilient, cost-effective net-zero energy procurement portfolios capable of adapting to changing electricity markets.

Target Audience

1. Energy and Procurement Managers
2. Sustainability and ESG Professionals
3. Renewable Energy Project Developers

4. Corporate Energy Buyers and Off-takers
5. Facilities and Operations Managers
6. Finance, Risk, and Treasury Professionals
7. Utilities, Regulators, and Energy Consultants
8. Climate, Carbon, and Net-Zero Strategy Professionals

Course Modules

Module 1: Renewable Energy Procurement Fundamentals

- Renewable energy markets, technologies, terminology, and procurement drivers.
- Corporate energy demand profiling and renewable-energy targets.
- **On-site, off-site, utility, and distributed-generation** procurement models.
- Understanding **RE100, net-zero, Scope 2, ESG, and decarbonisation** requirements.
- **Case Study:** A multinational manufacturer develops a renewable electricity procurement roadmap to reduce dependence on conventional grid power.

Module 2: Renewable Energy Procurement Models

- **Corporate PPAs, virtual PPAs, physical PPAs, green tariffs, EACs, RECs, and GOs**
- Competitive auctions and bilateral procurement.
- Merchant renewable projects and hybrid revenue models.
- Comparing ownership, leasing, contracting, and third-party procurement.
- **Case Study:** A technology company compares a long-term PPA with EAC procurement to determine the most effective route toward its clean-energy target.

Module 3: PPA Strategy, Structuring, and Negotiation

- PPA pricing structures, tenor, indexation, floor/ceiling mechanisms, and settlement.
- **Fixed-price, pay-as-produced, pay-as-consumed, baseload, and shaped** contracts.
- Volume, profile, basis, curtailment, transmission, and balancing risks.
- Counterparty credit, termination, force majeure, and change-in-law provisions.
- **Case Study:** An industrial off-taker evaluates competing solar and wind PPA proposals and develops a negotiation strategy.

Module 4: Renewable Energy Financial Analysis

- **LCOE, NPV, IRR, payback, total cost of ownership, and sensitivity analysis**
- Forecasting electricity prices and renewable project revenues.
- Evaluating PPA savings versus conventional electricity purchasing.
- Assessing inflation, interest rates, foreign exchange, and commodity-price exposure.
- **Case Study:** A manufacturing company uses scenario modelling to compare a 15-year wind PPA with merchant electricity purchasing.

Module 5: Risk Management and Procurement Governance

- Identifying **market, regulatory, operational, credit, volume, basis, and technology risks**
- Supplier and developer due diligence.
- Contract governance, performance monitoring, and dispute management.
- Procurement controls, approval frameworks, and stakeholder governance.
- **Case Study:** A corporate buyer redesigns its procurement portfolio after electricity-price volatility creates unexpected PPA exposure.

Module 6: Renewable Energy Auctions, RFPs, and Supplier Selection

- Designing effective **RFP/RFQ and competitive procurement** processes.
- Bid evaluation, technical qualification, financial scoring, and ESG criteria.
- Renewable project bankability and developer assessment.
- Competitive auctions, bilateral negotiations, and market discovery.
- **Case Study:** A large electricity consumer conducts a multi-stage renewable-energy tender and selects a preferred project using a weighted procurement scorecard. Competitive auctions are increasingly important in global renewable deployment.

Module 7: Energy Storage, Grid Flexibility, and Advanced Procurement

- Integrating **battery energy storage systems (BESS)** into renewable procurement.
- Renewable-plus-storage and hybrid PPA structures.
- Grid congestion, curtailment, balancing, and flexibility.
- **Hourly matching, temporal granularity, and load-shaping** strategies.
- **Case Study:** A data-centre operator combines solar procurement with battery storage to improve reliability and reduce exposure to grid constraints.

Module 8: ESG, Carbon Accounting, and Net-Zero Procurement

- **Scope 2 emissions, market-based accounting, carbon reduction, and renewable-energy claims**
- Additionality and the impact of procurement on new clean-energy capacity.
- ESG reporting, sustainability disclosures, and stakeholder communication.
- Developing **24/7 carbon-free energy** and long-term net-zero procurement strategies.
- **Case Study:** A global organisation transitions from annual renewable-energy matching toward a more granular procurement strategy designed to improve emissions impact and system flexibility.

Training Methodology

- Interactive lectures and presentations.
- Group discussions and brainstorming sessions.
- Hands-on exercises using real-world datasets.
- Role-playing and scenario-based simulations.
- Analysis of case studies to bridge theory and practice.
- Peer-to-peer learning and networking.
- Expert-led Q&A sessions.
- Continuous feedback and personalized guidance.

Register as a group from 3 participants for a Discount

Send us an email: info@fineskilltrainingcenter.org or call *+254769199797*

Certification

Upon successful completion of this training, participants will be issued with a globally- recognized certificate.

Tailor-Made Course

We also offer tailor-made courses based on your needs.

Key Notes

a. The participant must be conversant with English.

b. Upon completion of training the participant will be issued with an Authorized Training Certificate

c. Course duration is flexible and the contents can be modified to fit any number of days.

d. The course fee includes facilitation training materials, 2 coffee breaks, buffet lunch and A Certificate upon successful completion of Training.

e. One-year post-training support Consultation and Coaching provided after the course.

f. Payment should be done at least a week before commence of the training, to Fineskill Training Center account, as indicated in the invoice so as to enable us prepare better for you.

Upcoming Scheduled Sessions

Start Date	End Date	Location	Price
23 Nov 2026	27 Nov 2026	Online	$1,000
23 Nov 2026	27 Nov 2026	Physical	$1,500
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$4,500
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$6,000

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