

RELIANS[®] | DEVELOPING IDEAS

Relians brief

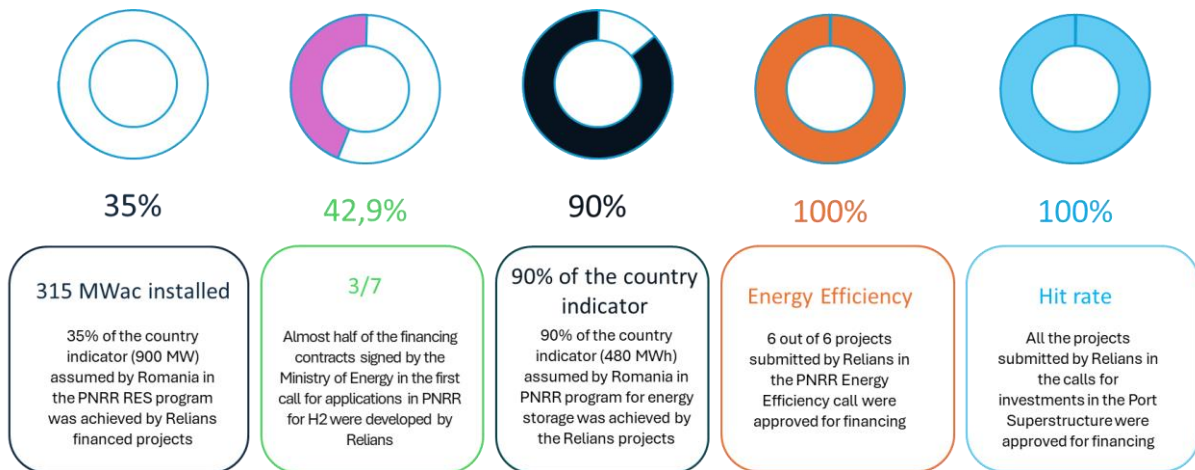
Content

Who we are	2
What makes us different	3
Services	4
Project management EU funded investments	5
References	6
Contact	11

We support companies to develop nationally and internationally, by accessing customized, innovative financing solutions and through internally developed, complementary services addressed to different industries. Unlike other consulting firms, we ensure the sustainable success of projects with our own multidisciplinary team of senior professionals, ensuring protection of our clients' know-how and rigorous risk management.

Who we are

- > 25 years of experience in grant project management in Romania
- > Over 1,800 granted projects in various fields: industry, energy efficiency, renewable energy generation, energy infrastructure, robotics, digital, automation, innovation, R&D, e-mobility, business growth & competitiveness, business infrastructure, tourism, medical
- > Over 1,000 projects implemented with RELIANS assistance
- > Over 3 billion Euro (projects total amount)



- > Clients' portfolio (selection):
 - > Ministry of European Funds, Ministry for Administration and Interior, Ministry of Transport, Ministry of Economy, Ministry of Environment, Ministry of Labour, Family and Social Protection, National Authority for Regulating and Monitoring Public Procurement, National Authority for Scientific Research, NCSC, World Bank, SW Oltenia and NE Regional Development Agencies
 - > **Renovatio**, Aukera, **Greenvolt Power**, CEZ, E.ON, Electrica, Enel, Nova Power&Gas (E-Infra), Socep, ADM Romania Logistics, Azomureş, Electroalfa, Veolia, Rompetrol, Rossmann, CELCO, Damen, Rondocarton, Ameropa, Romstal, Renault, Dacia, GE, Genesis Biotech, Kaufland, Mahle, Phinia, Stabilus, Hella, Voestalpine, ELJ Automotive, Schaeffler, Astra Vagoane, Vodafone, Telekom, Lafarge Ciment, Holcim, BA Glass (Stirom), VESTAS, ICME ECAB, Aerostar, Antibiotice, Fiterman Pharma, Smirodava, Electra, Prefabricate Vest, Iulius Group, Casa Auto, Romanian Royal House
- > North-East Start-up and Transilvania Start-up, **two business incubators managed by Relians**, comprising recruiting, selection, education, financing, mentoring and consultancy provided for **80 start-ups** during 2018-2021

What makes us different

- > The only one consultancy company covering financial corrections risks during implementation of EU funded projects in Romania (malpraxis insurance with Allianz)
- > 100% hit rate of applications in Romania
- > 0 financial corrections during implementation
- > **One stop shop:** customized information, eligibility & opportunity analysis, planning, energy audit, energy management, feasibility technical study, cost-benefit analysis, business plan, grant application, technical design, project management, technical assistance during implementation, legal related advice
- > Very good understanding of technical and financial aspects, costs and benefits in various fields
- > **Over 80 applications under PNRR:** solar & wind parks, BESS, green H2, prosumers
- > Excellent understanding of Romanian specific legislation and regulatory



360° vision due to expertise in all project phases: planning, application development, evaluation, contracting, implementing, audit, monitoring and control



Services

Identifying grant and reimbursable financing solutions

Monthly personalized report on available funding opportunities

Tailor-made eligibility and opportunity analyses for selected financing programs by the Client

Consultancy for preparing companies to meet the qualification criteria for various funding programs

Other financial and technical solutions in order to meet the development needs of the group companies

Providing support information for decision making process for investments and/or grant applications

Workshops & Institutional Assistance for Client's internal team to work with EU procedures

Access to innovation and to support services for innovative start-ups development



Project management for EU funded investments

Application preparation:

- Eligibility report
- Feasibility Study
- Market analysis
- Budget
- Cost-benefit Analysis
- Application form
- Annexes

Implementation assistance:

- Planning and supervising public procurement procedures
- Preparing technical and financial progress reports
- Preparing the final report
- Pre-financing application
- Payment request applications
- Reimbursement request applications
- Notifications and addenda to the Financing Agreement



References – business case & market study

Business case

Feasibility analysis on safety road systems market in Romania

Client: Tubosider SpA Italia

Scope of work:

- > Market research on safety road systems (metal parapets)
- > Location and logistic study for a green field plant
- > Potential clients analysis
- > Potential local partners & supplier analysis
- > Financing opportunities analysis

Market research study

New plastic components plant

Client: BMR Plastic Romania

Scope of work: Market research for Feasibility Study to apply for GO 1680/2008 State Aid Scheme

Impact study on natural gas market liberalization

Client: National Regulatory Authority in Energy

Scope of work: Case studies (benchmark) from EU member states on natural gas market liberalization



**AUTORITATEA NAȚIONALĂ DE REGLEMENTARE
ÎN DOMENIUL ENERGIEI**

References – project management

Energy efficiency

Increasing energy efficiency by refurbishing the glass packaging manufacturing process

- > Client: STIROM Bucharest (now BA Glass)
- > Total project value: 41,600,000 euro

Increasing efficiency of company's ventilation power consumption

- > Client: AUTOMOBILE DACIA Mioveni, Argeş county
- > Total project value: 5,620,500 euro

Increasing energy efficiency by recovering the flue gas wasted heat and converting it into power

- > Client: Lafarge Ciment Hoghiz, Braşov county
- > Total project value: 23,700,000 euro

Decreasing company's energy consumption by modernization of the heating plant

- > Client: SCHAEFLER Romania, Braşov county
- > Total project value: 2,900,000 euro

Increasing energy efficiency by replacing manufacturing machines and equipments

- > Client: DAMEN Galaţi
- > Total project value: 2,750,000 euro

Energy infrastructure

Power stations modernization and distribution network reinforcement

- > Client: DELGAZ
- > Total project value: 6,500,000 euro

Modernizing gas distribution network in Cluj-Napoca

- > Client: E.ON Gaz Distribuţie Târgu Mureş
- > Total project value: 13,700,000 euro

Hydrogen production unit by electrolysis, a storage and compression capacity for transport

- > Client: Renovatio (BPLUS)
- > Total project value: 17.970.000 euro

DAMEN



STIROM
MEMBER OF YIOULA GROUP

References – project management

Green energy & hydrogen generation

- > Solar power plant 180 MW, Mehedinți County
- > Solar power plant 110 MW, Giurgiu County
- > Solar power plant 55 MW, Dolj County
- > Solar power plant 41 MW, Ialomița County
- > Solar power plant 25 MW, Cluj County
- > Solar power plant 21 MW, Ialomița County
- > Solar power plant 18 MW, Olt County
- > Solar power plant 14 MW, Argeș County
- > Solar power plant 10 MW, Brașov County
- > Solar power plant 3 x 9.9 MW, Dolj County
- > Solar power plant 2 x 7.5 MW, Dolj County
- > Solar power plant 5 MW, Galați County
- > Solar power plant 4 MW, Botoșani County
- > Solar power plant 2.5 MW, Galați County
- > PV power plant 1 MW (industrial self-consumption), Antibiotice, Iași County
- > PV power plant 1 MW (industrial self-consumption), Rondocarton, Cluj County

- > Wind power plant 28 MW, Vaslui County (operational)
- > Wind power plant 49 MW, Bacău County
- > Wind power plant 49 MW, Constanța County
- > Wind power plant 700 MW, Constanța County

- > Green Hydrogen plant 20 MW, Bacău County
- > Green Hydrogen plant 5 MW, Cluj County

- > BESS plant 100 MW, Călărași County
- > BESS plant 100 MW, Ialomița County
- > BESS plant 32 MW, Satu-Mare County
- > BESS plant 20 MW, Cluj County
- > BESS plant 10 MW, Harghita County

References – project management

E-mobility

NEXT-E (Connecting Europe Facility) – installing 40 charging stations for electrical vehicles in MOL gas stations

- > Client: E.ON ROMÂNIA + MOL ROMÂNIA
- > Total project value: 18,840,000 euro



Connecting Europe Facility – installing 16 charging stations for electrical vehicles in Rompetrol gas stations

- > Client: ROMPETROL Romania
- > Total project value: 2,000,000 euro



rompetrol

Industry. Manufacturing capacities development

Equipment modernization and manufacturing capacity extension for linear guides to increase efficiency and performance

- > Client: SCHAEFFLER ROMÂNIA Braşov
- > Total project value: 10,380,000 euro

SCHAEFFLER



Increasing competitiveness by acquiring equipment for transfer pumps manufacturing

- > Client: DELPHI DIESEL SYSTEMS ROMÂNIA Iaşi
- > Total project value: 4,275,000 euro

DELPHI

Development of the company's manufacturing capacity

- > Client: MAHLE Componente de Motor Timișoara
- > Total project value: 4,700,000 euro

MAHLE

Driven by performance

Manufacturing diversification in order to increase exports of products intended for naval industry

- > Client: VESTAS AIRCOIL ROMÂNIA SRL Braşov
- > Total project value: 3,380,000 euro

Vestas aircoil



Extension of manufacturing capacity of automotive components

- > Client: ELJ AUTOMOTIVE Titu, Dâmbovița County
- > Total project value: 9,300,000 euro

TECHTEX



Development of the company's manufacturing capacity

- > Client: ELECTROALFA Botoşani
- > Total project value: 2,700,000 euro



ELECTROALFA®

References – project management

Research, development & innovation

R&D activity development in order to increase company's innovation and competitiveness capacity

- > Client: ELECTROALFA Internațional Botoșani
- > Total project value: 4,600,000 euro

Improvement of the company's research and development activity

- > Client: ICME ECAB Bucharest
- > Total project value: 933,924 euro



Digitalization

Implementation of an advanced distribution management system (ADMS) and smart metering in Pitești

- > Client: Distribuție Energie Oltenia (CEZ group)
- > Total project value: 18,500,000 euro



Implementation of a smart power distribution system in Oradea

- > Client: SDEE Transilvania Nord (ELECTRICA group)
- > Total project value: 4,100,000 euro



„E-form a+” – Online Evaluation and Training Platform

- > Client: ANTIBIOTICE Iași
- > Total project value: 49,000 euro



BIO T.E.S.T. – New technologies for excellence in health and treatment

- > Client: BIOTEST Suceava
- > Total project value: 180,000 euro



MoPEIA – Energy Forecast Modelling using Machine Learning

- > Client: CIMA Data Analytics Bucharest
- > Total project value: 2,190,000 euro





Nelia Rață

Key Account Manager

E-mail: nelia.rata@relians.ro, M: (0728) 273 044

BUCUREȘTI

Str. Polonă, no. 68-72, Polona
68 Business Center Building,
floor. 5, sectorul 1

T: (+40) 21 202 9590

F: (+40) 21 202 9599

IAȘI

Șos. Ștefan cel Mare și Sfânt,
no. 4, building A12, floor 5,
Iași

T: (+40) 232 258 425

CLUJ-NAPOCA

Str. Regele Ferdinand, no.
22-26, floor 3 (Cluj Hub),
Cluj-Napoca

T: (+40) 734 222 052

<https://relians.ro/>
office@relians.ro