



Who are we?

AEMO Services is a subsidiary of AEMO with an independent Board, purpose built to help transform Australia’s energy system.

Our work helps accelerate project plans into new energy infrastructure, in a way that delivers value for energy consumers and host communities alike.

Our vision*

A net zero energy system that benefits all Australians.

Our purpose*

To partner, plan, and procure energy investment at pace and scale to deliver the energy transition.

Services

AEMO Services provides tender delivery and advisory services to support investment in energy infrastructure across Australia.

Our roles require navigating complex problems and diverse stakeholder interests, co-ordination between public and private sectors and enabling change in our energy system at an unprecedented scale and pace.

Our expertise

AEMO Services purposefully set out to build in-house expertise to deliver on our vision, bringing together leading practitioners in the areas of:



Energy and energy infrastructure financing and procurement



Financial and capital markets



Energy modelling and systems



Risk and risk based decision-making



Collaborative partnerships and stakeholder engagement

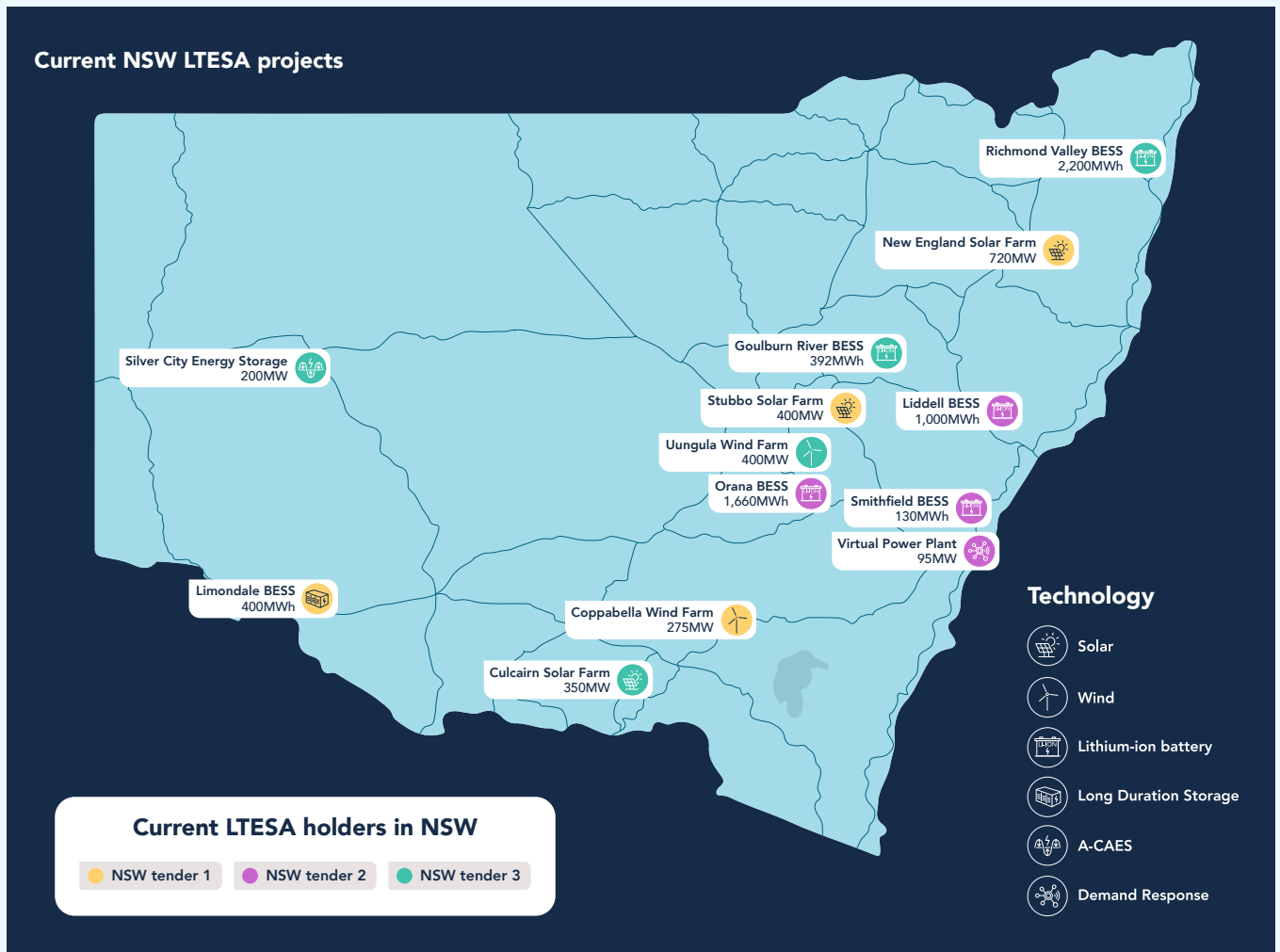
* Given our recent expansion and increased role remit, AEMO Services is revisiting our vision and purpose statements. The above are drafts to be finalised with our people over the coming weeks.

Our achievements

Since establishment and appointment as the NSW Consumer Trustee in 2021, we've delivered against a number of significant milestones:

Accelerating project plans into built energy infrastructure

Designed and delivered three successful tenders – bringing forward more than 2.1 GW of generation infrastructure, 1 GW of firming capacity and 574 MWh of long-duration storage for NSW electricity consumers.



Resilient and adaptive NSW market planning

Evolved our blueprint planning document for NSW – the Infrastructure Investment Objectives (IIO) Report, which has adapted by design to meet changing market dynamics, including supply chain constraints and accelerated retirement of existing infrastructure. This has been operationalised through our competitive tender process.

Innovative product design and advice

Designed the NSW Long-Term Energy Service Agreement (LTESA), with specific adaptations to generation, firming and long-duration storage infrastructure. The design process was supported by our ongoing market relationships, and the value of the product has been proven through strong competition for these products through our tenders.

Expert governance and risk management

Fulfilled key roles in the management of a number of financial aspects of the NSW Electricity Infrastructure Roadmap (the Roadmap). This includes the ongoing oversight of the Financial Trustee and the establishment and review of the Statutory Risk Management Framework, which protects the financial interests of NSW electricity consumers from risks assumed through LTESAs. We also provide management services to support the operation of the Scheme Financial Vehicle.

The Pipeline ahead

AEMO Services is now expanding to play a key role in the delivery of the Commonwealth's Capacity Investment Scheme, along with AEMO.

Anticipated progress to be made towards National minimum objectives via tenders conducted by AEMO Services:



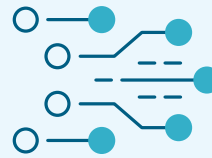
1GW

indicative NSW tender size for long duration storage (starts May 2024)



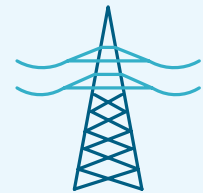
6GW

indicative NEM-wide CIS tender size for renewable generation capacity (starts May 2024)



500MW

indicative WEM CIS tender size for 4-hr equivalent (2GWh) clean dispatchable capacity (approx start Jun 2024)



4GW

renewable generation

3GW

dispatchable capacity

indicative NEM-wide CIS tender size (approx start Nov 2024)

Opportunities with AEMO Services

As AEMO Services evolves to enable delivery of the Capacity Investment Scheme, we need to attract outstanding candidates to join our expanding team.

About Us – The Company

AEMO Services, is a new subsidiary of AEMO and a corporation limited by guarantee, with its own Board. It has been established to provide energy related services to Australian Government Jurisdictions.

Its first client, the NSW government, has sponsored its establishment. The NSW government has appointed AEMO Services to act as the NSW Consumer Trustee, the central construct of the NSW Electricity Infrastructure Investment Act 2020.

In acting as the NSW Consumer Trustee, AEMO Services will coordinate investment in transmission, generation and firming infrastructure as ageing coal-fired generation plants retire. Along with its partner, the Energy Corporation of NSW, it is expected to:

- Attract up to \$32 billion in private investment for regional energy infrastructure by 2030
- Support 6,300 construction jobs and 2,800 ongoing jobs, mostly in regional NSW
- Generate significant future savings for electricity consumers compared to the 'no action' case
- Help reduce NSW electricity emissions by 90 million tonnes by 2030 and support NSW to deliver on its net zero by 2050 ambitions

Manager, Commercial (Contracts)

Job Description

About AEMO Services Ltd:

AEMO Services Limited (ASL) is an independent subsidiary of the Australian Energy Market Operator (AEMO). We provide best in class energy and advisory services to member governments and their partners, supporting them to reshape our energy systems.

In our foundational role as the New South Wales (NSW) Consumer Trustee, an independent body appointed by the NSW Government, we are a key partner in the implementation of the NSW Electricity Infrastructure Roadmap.

We carry out coordinated planning of long-term investment in network, generation and storage infrastructure, competitive tenders to facilitate this investment, authorisation of Renewable Energy Zone transmission infrastructure, and provide financial risk management and advice on financial incentive schemes to achieve built energy infrastructure. We act independently and in the long-term financial interests of NSW electricity consumers by supporting an energy transition that delivers quality energy, when it's needed, and in a way that secures consumer value.

This is a once-in-a-lifetime opportunity to play a leading role in transforming the NSW electricity system into one that is cheap, clean and reliable – with a key focus on ensuring that NSW electricity consumers are the key beneficiaries of this transformation.

Our people are leaders in their respective fields, covering energy policy, market modelling and economic analysis, commercial and financial service delivery and stakeholder management. As a subsidiary of AEMO, we have access to its national footprint of people and expertise in the energy sector. In joining ASL, you'll tackle the big issues, learn, grow and develop professionally and be a part of history.

Scope and Team accountabilities:

The Commercial team's ambition is to deliver energy transition in Australia at the lowest cost and risk to electricity consumers and government. The ASL commercial team contribute to this through competitive tenders, which deliver timely, high quality, energy infrastructure. In NSW, these tenders will deliver a minimum 12GW of renewable energy capacity and 2GW of long-term duration storage (LDS) in line with the Infrastructure Investment Objectives report's development pathway and tender schedule. For ASL's commercial team this means:

Monitoring, evaluating and reporting on risk and contract performance against KPIs and requirements and implementing strategies to drive value for money outcomes for the NSW electricity consumer.

- Working closely with private sector investors to establish relationships of trust. These relationships allow ASL to learn, educate, build awareness and gather insights for tender and product design refinements.
- Exploring innovative procurement and contract management solutions to solve complex contractual issues.
- Ongoing monitoring of executed agreements and the relationship management of LTESA Operators

Role Responsibilities:

Reporting to Senior Contract Manager, the Contract Manager will be responsible for the ongoing management of LTESA Operators and the associated Product Development Agreements ("PDA") for the full post tender lifecycle of the development.

Key responsibilities:

- Supporting the Senior Contract Manager and other executive team members in planning and delivering important aspects of all contract management.
- Monitoring performance to ensure the contract milestones and outcomes are achieved by the operators.
- Managing, addressing, and escalating contract and performance risks where required.
- Identifying and addressing opportunities for continuous improvement.
- Maintaining good relationships with the Operators
- Maintaining accurate information within the Contract Management System.
- Scheduling regular contract management meetings with the Operators.
- Communicating with internal stakeholders to facilitate SFV Board Reporting and SFV Board decision-making.
- Addressing issues and conflicts that may arise during the contract term.
- Assessing and where required seeking approval for any variations to the contract.
- Providing continuous improvement feedback to the SFV Board for communication to the Consumer Trustee in relation to future contracts.

Desired Skills and Experience

Critical capabilities:

- Act with integrity: Demonstrate professionalism and promote a culture of integrity, identify ethical issues.
- Strategic leadership: Ability to exercise judgement applicable to the level of responsibility, including when to escalate decisions, identify risks, develop mitigation strategies and facilitate necessary decision making.
- Communicate effectively: translate technical and complex information clearly and concisely. Manage complex communications that involve understanding and responding to multiple and divergent viewpoints.
- Work collaboratively: collaborate with others from multiple organisations and value their contribution, build cooperation and overcome barriers to information sharing and communication.
- Deliver results: plan and organise. Use own and others' expertise to achieve outcomes and take responsibility for delivering intended outcomes.
- Think and solve problems: undertake objective, critical analysis to draw accurate conclusions that recognise and manage contextual issues. Explore a range of possibilities and creative alternatives to contribute to system, process, and business improvements.
- Demonstrate accountability: ensure that own actions and those of others are focused on achieving organisational outcomes and identify and mitigate risks to successfully achieving goals.

Knowledge and experience:

- Minimum of 5 years' experience in the private sector (e.g. bank, consultancy or corporate finance adviser) or government with demonstrated ability to deliver complex infrastructure projects, transactions or financing.
- Demonstrated experience planning and delivering complex documents or financial models.
- Education qualifications in finance, law, engineering, economics or similar and/or equivalent work experience in financing or evaluating energy infrastructure projects.
- Previous experience in Consulting, Project Management or Banking industry with responsibility for managing project outcomes.
- Experience managing project delivery, governance or process improvement initiatives
- Proven business partnering capability and ability to influence outcomes through others
- Strong interest in renewable energy industry is essential

If you are interested in this position please contact Christen Colborne-Veel (Christen.Colborne-Veel@aemoservices.com.au) for more information

Analyst, Commercial (Contracts)

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- Working closely with private sector investors to establish relationships of trust. These relationships allow ASL to learn, educate, build awareness and gather insights for tender and product design refinements.
- Commercial design of products and contracts (e.g. design LTESA, REZ access rights and in collaboration with government partners).
- Tender design and end-to-end delivery of the tender process for the procurement of energy infrastructure for NSW.
- Collaborate with EnergyCo and other government partners to ensure REZ access rights become products capable of tendering.
- Design and implement a robust probity framework in the tender process.

Role Responsibilities:

Reporting to Senior Manager, Commercial, the Senior Analyst will be responsible for preparing and delivering key elements of ASL's commercial designs and the tenders.

Key responsibilities and experiences you can expect in the Manager role are:

- Planning and delivering: Support the Manager, Commercial and other executive team members in planning and delivering important aspects of ASL's tenders including commercial designs, tender collateral and tender analysis..
- Publication of materials: support the preparation of high-quality written materials to facilitate tenders, inform or educate ASL stakeholders.
- Analysis & decision making undertake sophisticated commercial and financial analysis, including on policy positions with high levels of future uncertainty.
- Review & diligence: undertake evaluation, due diligence and reporting across a large numbers of tender submissions. This will involve exploring and establishing view on complex diligence issues.
- Communicate & consult: communicate with tender proponents and other stakeholders (including government, banks and investors), to deliver ASL commercial objectives.
- Integrity & probity: the ability to learn, understand and apply high standards of integrity and probity in all of ASL's processes.

Desired Skills and Experience

Applicant's critical capabilities:

- Act with integrity: Demonstrate professionalism and promote a culture of integrity, identify ethical issues.
- Strategic leadership: Ability to exercise judgement applicable to the level of responsibility, including when to escalate decisions, identify risks, develop mitigation strategies and facilitate necessary decision making.
- Communicate effectively: translate technical and complex information clearly and concisely. Manage complex communications that involve understanding and responding to multiple and divergent viewpoints.
- Work collaboratively: collaborate with others from multiple organisations and value their contribution, build cooperation and overcome barriers to information sharing and communication.
- Deliver results: plan and organise. Use own and others' expertise to achieve outcomes and take responsibility for delivering intended outcomes.
- Think and solve problems: undertake objective, critical analysis to draw accurate conclusions that recognise and manage contextual issues. Explore a range of possibilities and creative alternatives to contribute to system, process and business improvements.
- Demonstrate accountability: ensure that own actions and those of others are focused on achieving organisational outcomes and identify and mitigate risks to successfully achieving goals.

Applicant's required knowledge and experience:

- Minimum of 1-2 years' experience in the private sector (e.g. bank, consultancy or corporate finance adviser) or government with demonstrated ability to deliver complex infrastructure projects, transactions or financing.
- Demonstrated experience planning and contributing to complex documents or financial models.
- Education qualifications in finance, law, engineering, economics or similar and/or equivalent work experience in financing or evaluating energy infrastructure projects.
- Strong interest in, and curiosity about, energy transition is essential.
- Contract Management experience (desirable)
- Subject matter expertise in energy projects and the national electricity markets is preferred.

If you are interested in this position please contact Christen Colborne-Veel (Christen.Colborne-Veel@aemoservices.com.au) for more information

Manager, Commercial

Job Description

The Manager, Commercial will support all tasks, actions required to deliver regular tenders (potentially twice a year) for built energy infrastructure projects. The role will also be involved in managing financial modelling tools, assessing cost of energy infrastructure programs, project finance, asset costing.

Department Accountabilities:

The Commercial team's ambition is to minimise the long-term electricity costs paid by consumers, through competitive tenders, which deliver timely, high quality, energy infrastructure.

- Run a best in class, efficient, commercial, competitive tender process for the procurement of energy infrastructure.
- In NSW this will equate to 12GW of renewable energy capacity and 2GW of long-term duration storage (LDS) in line with the Infrastructure Investment Objectives report's development pathway and tender schedule

Critical responsibilities for this role include:

- Tender Management: contribute to and support development of tender implementation plans, tender materials and requirements to operate tenders.
- Project Assessment: support preparation of evaluation processes, materials and tender assessment governance. Contribute to and support project evaluation and assessments. Assist in the preparation of briefings and recommendations following assessment.
- Support contract management activities as needed.

Desired Skills and Experience

Critical Capabilities:

- Act with integrity: Act professionally and support a culture of integrity.
- Manage self: Show drive and motivation, respond flexibly to changing circumstances an ability to self-reflect and a commitment to learning.
- Communicate effectively: produce and communicate information to enable informed decision making, write fluently in plain English and in a range of styles and formats, able to communicate with confidence to internal and external audiences.
- Think and solve problems: apply critical-thinking techniques in analysing information, consider the broader context identify interrelationships and make recommendations based on relevant evidence.
- Demonstrate accountability: Be proactive and responsible for own actions and act within authority levels.

Knowledge and Experience

- Education qualifications in finance, law, engineering, economics or similar and/or equivalent work experience in financing or evaluating energy infrastructure projects.
- Ideally previous experience in infrastructure tender preparation, execution, and assessment, ideally energy.
- Subject matter expertise in energy transition will also be highly desirable.

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