

Capability Statement International Consultancy Services

Kommunalkredit Public Consulting GmbH



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About us

Kommunalkredit Public Consulting (KPC) is an Austrian consulting firm active since 1993. KPC is a **specialist in development consulting, environmental fund management and policy advice**. KPC offers consultancy and programme management services and acts as a partner and service provider for public sector clients and International Financial Institutions.

Over the years KPC has accumulated a wealth of experience in the fields of **water supply and sanitation, energy efficiency and renewable energy, contaminated sites and carbon finance** through programme management mandates in Austria.

We utilise this Know-How and reputation by implementing consultancy assignments in Austria and internationally. As leading experts in development consulting, environmental fund management and policy advice we contribute to a sustainable economic, social and environmental development across different sectors and countries.

Our **clients** include the Austrian Ministry of Environment, Austrian Development Agency (ADA), European Commission (EC), European Bank for Reconstruction and Development (EBRD), KfW Development Bank, Organisation for Economic Cooperation and Development (OECD), United Nations Development Programme (UNDP), United Nations Industrial Development Programme (UNIDO), European Environment Agency (EEA) and the World Bank Group (WB).

Internationally we focus on South East Europe (SEE), Central and Eastern Europe (CEE) and the Commonwealth of Independent States (CIS).

Key figures

Year	Revenue in EUR	Number of permanent employees	Funds disbursed in environmental grant schemes in Mio. EUR
2010	11.683.000	75	582
2009	11.352.000	65	442
2008	11.595.000	57	417
2007	10.046.000	50	388

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Our expertise

The basis of our distinctive expertise is our long experience and reputation in managing the federal **environmental funding scheme in Austria** since the year 1993, which provides financial support for investment projects in the sectors water and wastewater, energy efficiency, renewable energy and rehabilitation of contaminated sites.

Also outside Austria our expertise in environmental funding schemes is in demand. For example, in Bosnia and Herzegovina KPC has **developed and set-up an environmental fund** within an EU-funded Technical Assistance assignment.

KPC is also managing **Austria's Joint Implementation and Clean Development Programme (JI/CDM)** and has thus ample experience in appraising and purchasing emission reduction units from JI/CDM projects worldwide and in investing in Carbon Funds and Facilities.

In Ukraine and Armenia KPC is participating in the implementation and management of **EBRD Sustainable Energy Financing Facilities**, contributing to an increase of energy efficiency and a better utilisation of renewables.

In **Serbia** KPC is implementing an EU-funded Technical Assistance assignment, supporting the country in a **sustainable development of the energy sector**. One component of this project is supporting the Government in implementing the Kyoto Protocol.

In **South East Europe**, KPC is supporting the Austrian Development Agency in the identification and implementation of water supply and sanitation projects and increasingly also in strategy and programme development.

Support to **Small and Medium Sized Enterprises (SMEs) and Regional Development** is another practise field of growing importance. KPC has implemented an EU co-financed assignment to implementing a regional grant scheme in Austria to increase the competitiveness of innovative SMEs and contribute to a sustainable regional economic development.

KPC has implemented a **Civil Society Grant Scheme Management Project** in Bulgaria, funded by the European Union. With this project KPC demonstrated its ability to successfully implement grant-scheme management projects also outside the environmental sector.

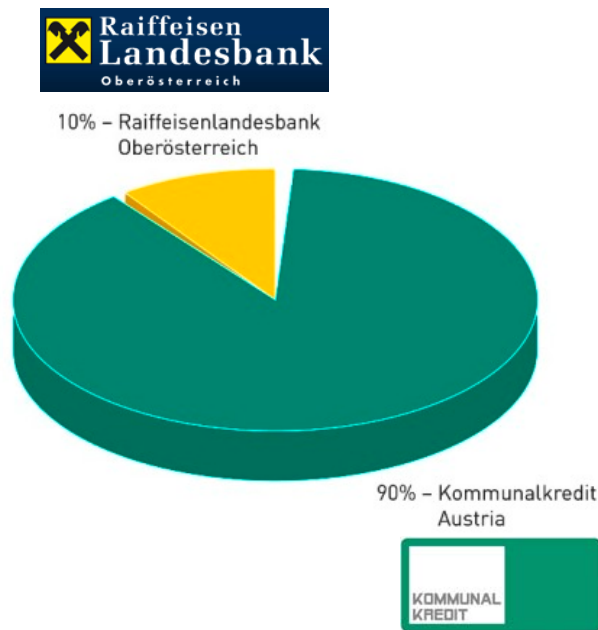
Based on this experience we have developed the following areas of expertise:

- Environmental and Infrastructure Fund Management
- Sustainable Energy and Carbon Finance
- Environmental Infrastructure Development
- Public-Private Partnerships and Procurement Support

Group Structure

Kommunalkredit Public Consulting GmbH has two shareholders:

- Kommunalkredit Austria AG (90%) – www.kommunalkredit.at
- Raiffeisenlandesbank Oberösterreich (10%) – www.rlbooe.at

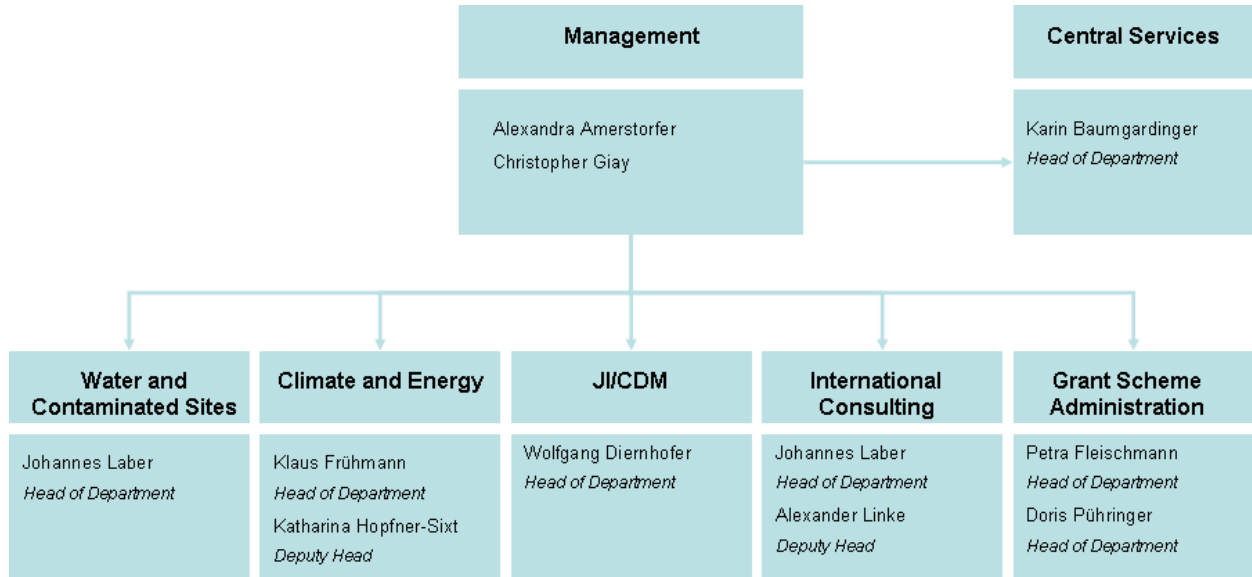


Kommunalkredit Austria is a state owned bank specialised in public and project finance with total assets of 18 bn EUR and a Moody's rating of Baa1.

Raiffeisenlandesbank Oberösterreich is the regional branch of Raiffeisenbank in the federal state of Upper Austria with total assets of 35 bn EUR and a Moody's A1 rating.

KPC is a separate legal entity in the form of a limited liability company since the year 2003. Between 1993 and 2003 KPC was operating as a department (Department for Trust Management) of Kommunalkredit Austria AG, now its majority shareholder.

Organisation



KPC's organisation is divided into the **Executive Board** and **six Departments**.

The **Central Services Department** supports the Executive Board and all other Departments in general organisational and administrative matters.

In the **Climate and Energy Department**, the **JI/CDM Department** and the **Water and Contaminated Sites Department** the technical appraisal of the projects funded by the different grant and support schemes are carried out.

The overall administration and back-office services for all grant schemes are provided by the **Grant Scheme Administration Department**.

All international consultancy activities are managed by the **International Consulting Department**.

Staff

The majority of the permanent staff has a **variety of educational and professional background** in the fields of water management, civil engineering, energy engineering, economics and business administration. The expertise of the staff is constantly expanded by internal and external trainings. Furthermore, KPC has access to the professional resources of its parent company Kommunalkredit Austria AG in the fields of banking and project finance.

We are used to work in interdisciplinary teams to fulfil the tasks assigned to us by our clients in the most professional and cost-effective manner.

Our **experts** cover the **following practice areas**:

- Environmental engineering and water management
- Economy and finance
- Public-private partnerships
- Carbon finance
- Municipal infrastructure
- Public administration
- Procurement law, state aid and contract law
- International financing and support schemes

Environmental and Infrastructure Fund Management

One of KPC's main activities is the management of the **state environmental grant scheme** on behalf of the Austrian Federal Ministry of Environment. KPC has been entrusted with this function in 1993 and until 2010 more than 69.000 project applications have been appraised, representing an investment volume of more than 21 bn EUR. In the same time, more than 4,9 bn EUR have been disbursed to the grant beneficiaries.

The financial support is aimed at projects in **Water Supply and Sanitation, Energy Efficiency, Renewable Energy** and **Rehabilitation of Contaminated Sites**.

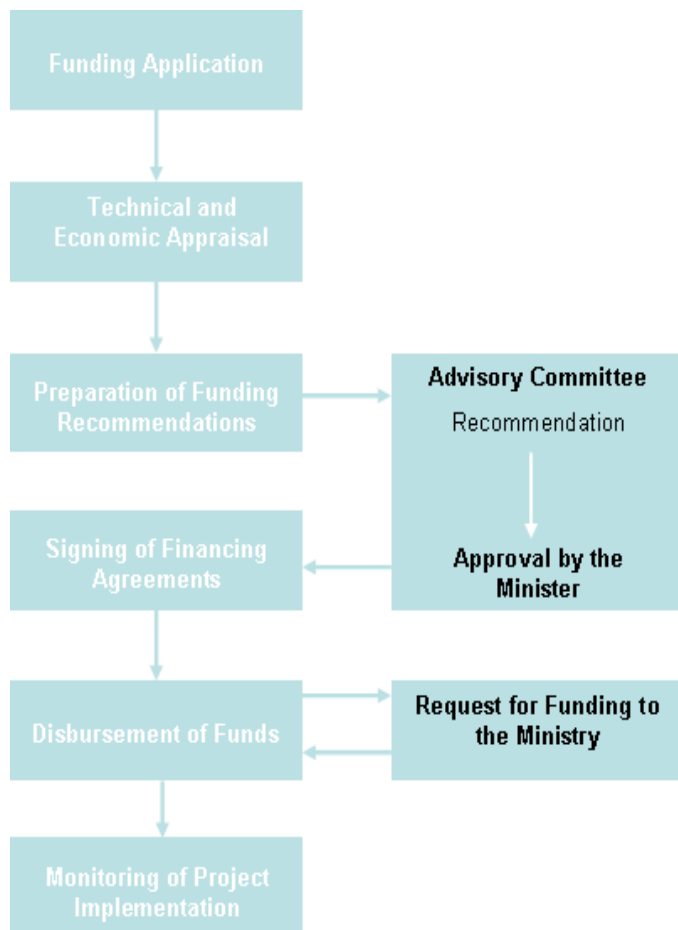
In Austria, KPC acts as a "delegated agency" to the Ministry of Environment, managing the whole project cycle from receiving the funding applications to disbursing the funds, as outlined in the diagram below.

After receiving the project application KPC carries out a comprehensive **technical and economic appraisal** of the project application and its technical Annexes (preliminary design, cost estimates, feasibility and cost-benefit analyses).

Based on the results of the appraisal, KPC prepares **funding recommendations**. These recommendations are discussed by an advisory committee, which is composed of representatives of the Ministry and political parties. These regular meeting are organised by KPC.

Based on the recommendation of the **Advisory Committee**, the Minister of Environment gives his **approval**. Upon approval, KPC signs the **financing agreements** with the final beneficiaries on behalf of the Ministry.

Depending on the project type and the specific funding scheme, KPC **disburses** the funds to the final beneficiaries and **monitors** the implementation of the projects.



Based on this long-time experience KPC has developed expert knowledge in the **design and implementation of funding schemes** which provide financial support and incentives for environmental investments made by public and private organisations.

Key services include:

- Design of environmental and infrastructure funding schemes
- Prioritisation and selection of eligible project applications
- Technical and economic appraisal of projects
- Assistance in information and awareness raising campaigns
- Conclusion of financing agreements and disbursement of funds
- Monitoring of project implementation
- Reporting and fiduciary management of funds

Environmental Infrastructure Development

KPC has more than 15 years experience in supporting International institutions and donors in the **development and implementation of environmental infrastructure** in South East Europe.

The basis of this experience is our ongoing work for the **Austrian Development Agency (ADA)**, which is the operational unit of the Austrian Development Cooperation. Since 1995 KPC is assisting the Agency in identifying, monitoring and implementing **municipal water supply and sanitation investment projects**.

Within this mandate, KPC is responsible for **project preparation** and **overall supervision** of project implementation during the whole project cycle. KPC also assists ADA in drafting and developing **country strategies and water sector programmes**.

For example, in 2009 a water sector strategy for Albania was developed by KPC, which then formed part of ADAs strategic planning process 2010-2015.

Assistance is also provided in the field of **Institutional Strengthening and Capacity Development** provided by ADA to its project partners like local water utilities, municipalities and state authorities.

So far, most projects were implemented in **Albania, Bosnia and Herzegovina, Kosovo, Macedonia, Moldova, Montenegro and Serbia**.

Key services include:

- Identification of municipal infrastructure investment projects
- Concept development and option appraisal
- Preparation of feasibility and cost-benefit studies
- Financial and economic analysis
- Evaluation of completed investment projects
- Institutional Strengthening and Capacity Development for local, regional and state actors
- Preparation of country and sector strategies
- Project Structuring and developing funding strategies

Sustainable Energy and Carbon Finance

Sustainable energy, energy efficiency and renewable energy is one of the top priorities governments and development agencies around the world.

KPC can offer added value to public authorities and development institutions in designing and implementing programmes aimed at supporting energy efficiency investments and promoting the use of renewable energy sources.

The basis for our expertise is our long experience in implementing the Austrian funding scheme for energy efficiency and renewable energy, giving us a unique insight into technological solutions, market developments and commercial project structures.

Through our management mandate for the Austrian JI/CDM programme we have also developed proven expertise in carbon finance.

Key Services include:

- Policy and strategy development
- Preparation of energy audits
- Development and implementation of sustainable energy credit lines
- Market and technology assessments
- Assessment of carbon finance potentials

Public-Private Partnerships and Procurement Support

KPC has proven experience in developing, procuring and monitoring Public-Private Partnerships (PPP) projects, especially in the environmental sector.

On behalf of the Austrian Ministry of Environment KPC identified, developed and assisted in procuring the first **PPP pilot-projects** in the Austrian water supply sector. The results gained during this process were documented by in **PPP-Guidelines**, which were officially commissioned by the Austrian Ministry of Environment.

KPC can offer its experience to public sector project promoters in the **development and procurement of Public-Private Partnerships**. During the development stage, several critical tasks must be performed, including defining the scope of the project, the output specifications and the project structure. Only based on these preparatory steps and taking into account the risk structure and bankability and affordability issues, an informed decision to deliver a project as a Public-Private Partnership can be made.

KPC also provides support in **planning and carrying out tender procedures**, not only for PPP-projects but also for service and works contracts. Here we support public project promoters in preparing the tender documentation, choosing selection and award criteria and in evaluation of tenders and contract award.

Key services include:

- Preparing PPP assessments and output specifications
- Support in selecting the appropriate PPP structure
- Risk analysis and bankability assessment
- Review of the tender documents and the PPP contract
- Development of selection and award criteria
- Tender evaluation
- Planning and management of public procurement procedures

Selected International Reference Projects

■ *Environmental Funding Schemes*

INTERMEDIATE BODY FOR THE FUND FOR NON-GOVERNMENTAL ORGANIZATIONS UNDER EEA FINANCIAL MECHANISM AND THE NORWEGIAN FINANCIAL MECHANISM

Country: Poland

Client: Ministry for Regional Development (Poland)

Description: The subject of the contract is execution of tasks of the Intermediary for the Fund for Non-Governmental Organisations using the financial resources granted under the EEA Financial Mechanism and the Norwegian Financial Mechanism to NGO's for the project implementation in the areas Environmental protection and sustainable development and Equal opportunities and social integration. The project is carried out by ECORYS with KPC acting as consortium partner.

TECHNICAL ASSISTANCE TO THE ESTABLISHMENT OF AN ENVIRONMENTAL FUND IN BOSNIA – HERZEGOVINA

Country: Bosnia and Herzegovina

Client: EC Delegation to Bosnia – Herzegovina

Description: In this project KPC was responsible for developing and implementing management procedures of an environmental fund for Bosnian NGO's. This fund was made available by the CARDS program. Furthermore, the contract included training and institutional support for the Ministries of Environment in both entities in order to improve competencies in environmental fund management.

■ *Environmental Infrastructure Development*

FEASIBILITY STUDY VITEBSK

Country: Belarus

Client: EBRD

Description: The proposed EBRD project comprises rehabilitation of the wastewater treatment plant in the City of Vitebsk. Investments will cover general rehabilitation of the Vitebsk wastewater treatment plant. The objectives of the Feasibility Study are to develop an affordable, least cost and cost effective bankable investment programme for wastewater infrastructure to rehabilitate and increase the efficiency of existing systems with strong social and environmental benefits and including identifying key cost restructuring elements and recommends reasonable loan covenants and implementation timing in this area.

SUPPORT TO THE DEVELOPMENT OF AN INVESTMENT ACTION PLAN TO HELP IMPLEMENT THE NEW STRATEGY FOR WATER SUPPLY AND SANITATION IN MOLDOVA

Country: Moldova

Client: OECD

Description: This project is designed to be supportive to the Moldovan Government Strategy on Water Supply and Sanitation adopted in 2007, as well as for the ongoing reforms of public finances, especially the introduction of a medium term expenditure framework. The overall objective of this project is to strengthen the capacity of the Government of Moldova to plan and implement prioritised viable water supply and sanitation infrastructure investments, to mobilise and effectively allocate financial resources for reaching water-related Millennium Development Goals.

TECHNICAL ASSISTANCE TO THE AUSTRIAN DEVELOPMENT AGENCY FOR IDENTIFICATION, IMPLEMENTATION AND MONITORING OF WATER AND WASTEWATER PROJECTS IN THE WESTERN BALKANS

Country: South-East Europe

Client: Austrian Development Agency

Description: The Austrian Development Agency (ADA), Austria's operational unit for Development Cooperation, entrusted KPC with the project management and monitoring of its donor-funded water and wastewater investment projects in CEE-countries. The services provided include project identification, procurement and monitoring. The work is carried out in close cooperation with local municipalities and water utilities, regional and state authorities and other donors. Projects have been carried out in Serbia, Montenegro, Bosnia-Herzegovina, FYROM, Albania, Romania, Moldova and Kosovo.

■ **Sustainable Energy and Carbon Finance**

SUSTAINABLE DEVELOPMENT IN THE ENERGY SECTOR

Country: Serbia

Client: EC Delegation Serbia

Description: The overall objective of this project is to assist Serbia in its activities to create sustainable development by enhancing capacities in the energy sector to efficiently use resources according to EU standards. Furthermore, the project will offer support for the implementation of a sustainable energy policy and of the Kyoto Protocol, and will contribute to a more rational use conventional fuels and increased use of renewable energy sources.

The main specific activities and outputs within this project are the Preparation of a mid-term Kyoto Protocol Implementation Plan for the energy sector; Awareness raising in the area of sustainable development of the energy sector; Preparation of an action plan for the implementation of the EU regulations regarding fuel quality control as well as Developing of a bio-fuels labelling and certification system.

MANAGEMENT OF THE AUSTRIAN JI/CDM PROGRAMME

Country: Worldwide

Client: Austrian Ministry of Environment

Description: Austria has committed itself to reduce its emissions of greenhouse gases during the period 2008 – 2012. This goal shall primarily be reached by implementing domestic climate protection measures supported by measures under the Flexible Mechanisms of the Kyoto-Protocol. In this respect the Austrian JI/CDM Programme was started in 2003. KPC is responsible for the Programme Management and the implementation of the Austrian JI/CDM-Programme focused on the purchase from two project-based instruments 'Joint Implementation' and 'Clean Development Mechanism'.

Main scope of services include the direct purchase of emission reductions generated by emission-reducing projects, which take place worldwide, including the financing of certain project-related immaterial costs (Baseline Studies, Validation etc.), as well as the investment in carbon funds and facilities. The main technological focuses are projects in the field of renewable energy sources, combined heat and power plants, fuel-switch-projects, energy efficiency projects as well as waste management measures.

With a total purchasing target of 45 Mio. t of CO_{2e}, KPC manages one of the largest European governmental purchasing programmes in the carbon market.

IMPLEMENTATION OF THE ARMENIAN SUSTAINABLE ENERGY FINANCE FACILITY (ARMSEFF)

Country: Armenia

Client: EBRD

Description: ArmSEFF is a finance facility provided by EBRD to local participating banks in Armenia, which will then on-lend the funds for energy efficiency and renewable energy projects. The government of Armenia has indicated its willingness to pursue policy measures designed to enhance investments in supply and demand side energy efficiency and renewable energy, building on the 2004 Law on energy Saving and Renewable energy and the 2007 National Programme on Energy Saving and Renewable Energy. ArmSEFF will ensure that local participating banks become familiar with appraising and financing industrial and residential energy efficiency and small-scale renewable energy investment projects and that local engineers have the technical expertise to identify and prepare technically feasible and bankable projects. The assignment will help to launch and promote the facility, develop a pipeline of bankable energy projects and carry out a detailed technical and economic assessment of the projects to be financed.

UKRAINE ENERGY EFFICIENCY PROGRAMME (UKEEP) – PERFORMANCE OF ENERGY AUDITS

Country: Ukraine

Client: EBRD – The European Bank for Reconstruction and Development

Description: The Ukraine Energy Efficiency Programme will provide loans to Ukrainian Participating Banks, which will on-lend the funds to end-users for industrial energy efficiency and renewable energy projects. The objective of the project is to assist individual prospective sub-borrowers identify sustainable energy opportunities, conduct energy audits and assess technical and economical feasibility of the identified projects.

INSTITUTIONAL CONSULTANCY FOR THE REPLACEMENT OF CFC CHILLERS FOR A REGIONAL PROJECT IN AFRICA

Country: Africa

Client: UNIDO

Description: The project intends to showcase the replacement of chillers in six African countries to serve as an example for end users who could replicate the replacements making use of the strategic elements and innovative mechanisms established through the project. Within this project Kommunalkredit Public Consulting GmbH provided financial assistance related to technology transfer setting up a financial scheme. KPC prepared a detailed project document describing the setup of the financial mechanism, details on project implementation and project milestones.

■ Capacity Building, Training and Study Tours

CARBON MARKET TRAINING FOR MONTREAL PROTOCOL PROJECTS

Country: Austria

Client: UNIDO

Description: The purpose of the project is to provide to the appropriate staff of the UNIDO Montreal Protocol Branch (Professionals, Consultants and General Services) training on the theoretical aspects of carbon markets (features, mechanisms, policy framework, trends post 2012) and a focus on practical aspects of carbon finance (case studies on obtaining carbon finance for pilot projects).

UST-KAMENOGORSK ENVIRONMENTAL REMEDIATION PROJECT - TRAINING AND INSTITUTIONAL STRENGTHENING

Country: Kazakhstan / Austria

Client: World Bank

Description: Within the assignment "Ust-Kamenogorsk Environmental Remediation Project - Training on Institutional Strengthening" a study tour for key managers and decision makers to several modern Western European utilities is performed. This study tour focuses on disposal of hazardous production wastes and contaminated ground water treatment systems and ensures knowledge transfer between the representatives of the visited companies and the participants of the study. The project and study tour provides the base for discussion of practical problems as well as for solution development.

STRENGTHEN FINANCIAL MANAGEMENT CAPACITY OF LOCAL LEVEL ACTORS IN THE WATER SUPPLY AND SANITATION SECTOR

Country: Armenia, Azerbaijan, Georgia, Kyrgyzstan, Moldova, Uzbekistan, Tajikistan

Client: OECD

Description: The overall project goal is to help selected EECCA countries improve the effectiveness and quality of municipal water sector services by strengthening the operational and financial sustainability of water utilities, thus contributing to efforts to meet commitments towards achieving the UN Millennium Development Goals. This will be achieved by capacity building and training measures for local water utilities and municipalities to strengthen their investment and financial planning expertise.

STUDY TOUR TO AUSTRIAN UTILITY COMPANIES

Country: Austria/Russia

Client: Institute for Urban Economics

Description: Within the assignment "Sakha Yakutia RMSDP - Financial & Operational Performance Improvement Programme" a study tour for key managers of the republic of Sakha Yakutia to several modern Western European utilities was performed. This study tour provided the base for a fruitful dialogue between the representatives of the visited companies and the participants of the study, and it allowed for the discussion of practical problems in the Sakha Yakutia RMSDP as well as for solution development.

■ **Public-Private Partnerships and Procurement Support**

TENDER AGENT FOR KfW

Country: Armenia, Croatia, Ukraine

Client: Kreditanstalt für Wiederaufbau

Description: Acting as Tender Agent for KfW in various KfW-financed procurements. So far KPC has worked in Armenia (support it in selecting a private operator for a management contract for the 3 biggest regional water utilities), Croatia (Consultancy Services for Programme Preparation and Implementation of water and wastewater projects in Croatia) and Ukraine (Consultancy Services for the elaboration of a Feasibility Study for a water supply project).

STUDY ON THE LEGAL AND INSTITUTIONAL FRAMEWORK FOR PUBLIC-PRIVATE-PARTNERSHIPS IN THE INFRASTRUCTURE SECTOR IN THE RUSSIAN FEDERATION

Country: Russia

Client: Austrian Export Credit Agency

Description: This study provides an overview of the most important institutional settings and of the legal framework for the preparation, implementation and financing of Public-Private-Partnerships in the Russian Federation. Furthermore, it outlines the potential for establishing PPP - Models in the infrastructure sub-sectors environment, transport and housing including a description of the key success-factors. The study is meant to be used as a practical guideline by Austrian companies which are interested in this expanding market segment.

TECHNICAL ASSISTANCE SUPPORTING THE INTRODUCTION OF PILOT PPP PROJECTS IN THE AUSTRIAN WATER SECTOR

Country: Armenia

Client: KfW Development Bank

Description: The objective of this project was the introduction of the first PPP pilot-projects in the Austrian water sector. Kommunalkredit Public Consulting GmbH was mandated by the Ministry of Environment to lead the PPP-project cycle for three selected pilot projects.

Based on the practical experiences gained of these 4 pilot-projects KPC developed an official PPP guidance for the development, procurement and implementation of PPP-projects in the water sector.

■ **Studies**

STUDY ON MEASURES TO COPE WITH OVER-FRAGMENTATION IN THE WATER SUPPLY AND SANITATION SECTOR

Country: Europe

Client: OECD

Description: This report analysed possible reform measures that help to overcome the fragmentation effects of decentralization, i.e. through inter-municipal cooperation agreements, the establishment of regional water utilities and other relevant measures. It identified best practices in EU and non-EU countries and developed policy recommendations. The paper will be discussed in a joint meeting of the EUWI EECCA Working Group and the EAP Task Force Group of Senior Officials for Water Sector Reform in EECCA.

PREPARATION OF A BUSINESS PLAN FOR A RESPONSIBLE INVESTMENT FUND FOR THE BALKANS

Country: Balkans

Client: Confidential

Description: The objectives of this assignment were to prepare a business plan for an Investment Fund and to transfer knowledge to the client in respect of the business planning process and implementation planning. The Investment Fund is planned to focus on providing finance to small- and medium sized enterprises (SMEs) in the Balkans region. Furthermore, the fund was designed as a responsible investment vehicle, taking into consideration not only commercial objectives, but also incorporating social and environmental objectives.

WATER AND WASTEWATER MARKET STUDIES

Country: Croatia, Poland, Serbia

Client: Austrian Export Credit Agency

Description: Within the market development and export promotion program of the Austrian Export Credit Agency, KPC has prepared three separate studies analyzing the technical, institutional and financial status of the water supply and sanitation sector in Croatia, Poland and Serbia. The studies also involved the identification of specific investment projects which could be interesting for Austrian exporters.

Contacts



Johannes Laber, born in 1969, completed a study in Civil Engineering and Water Management, University of Natural Resources and Applied Life Sciences, Vienna. Johannes is employed with KPC since 2001, heads the International Consulting Department, as well as the Department for Water and Contaminated Sites and is responsible for the strategic development of the international consulting activities. Through his 17 years of professional work experience he has extensive expertise in the areas of water management, research in environmental support schemes and international consultancy projects.

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Alexander Linke, born in 1972, completed a study in Business Administration, University of Economics, Vienna. Alexander is employed with KPC since 2005 and is Deputy Head of the International Consulting Department. In this role he is responsible for business development and coordination of project execution. Mr Linke has 11 years of professional work experience in banking, consulting and environmental services industry and is specialised in Infrastructure Finance, Public-Private Partnerships (PPP) and the management of international consultancy assignments.

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Christian Oberleitner, born in 1971, graduated in energy- and environmental management and in sustainable energy systems, University of Applied Sciences, Pinkafeld. Christian is employed with KPC since 2010 as a senior consultant for energy efficiency and renewable energy sources. He has professional work experiences in technical and conceptual consulting on the national and international level with focus on SEE. In addition he has expertise in energy-, environmental-, and quality management systems.

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Norbert Peherstorfer, born in 1970, completed a study in Land Management and Infrastructure, University of Natural Resources and Applied Life Sciences, Vienna. Norbert is employed with KPC since 2006 as a senior consultant and is specialised in planning, development and appraisal of energy efficiency and renewable energy investment projects. He has 11 years of professional work experience in national and international engineering and consultancy projects, including conducting feasibility studies and energy audits in CEE countries.

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Christoph Prandtstetten, born in 1972, completed a study in Environmental Technology and Water Resources, University of Natural Resources and Applied Life Sciences, Vienna.

Christoph is employed with KPC since 2005 as a senior consultant. He has 13 years of professional work experience and is an expert in environmental funding schemes and development consulting. He is specialised in implementing and coordinating consultancy and research projects in the water sector in Central, Eastern and South-Eastern Europe.

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Alexander Somer, born in 1967, completed a study in Civil Engineering (Technical University of Graz) and in Law (Karl-Franzens University, Graz).

Alexander is employed with KPC since 2005 as a senior consultant. He has 17 years of professional work experience and is specialised in consulting services with respect to water supply and sanitation projects, public procurement support, project management and quality management.

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Daniel Wiltschnigg, born in 1967, completed a study in Environmental Technology and Water Management, University of Natural Resources and Applied Life Sciences, Vienna.

Daniel is employed with KCP since 2003 as a senior consultant and is a technical expert for water supply and sanitation projects. Through 17 years of professional work experience he has gained extensive expertise in planning, implementing and monitoring environmental infrastructure projects in the context of the development cooperation in South-East Europe.

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