

# PROJECT PROPOSAL



## FUEL SAVING GREEN ENERGY

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### SOLUTIONS FOR CLUB MED KANI

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## SOLUTIONS FOR CLUB MED KANI

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### BACKGROUND

For a paradise resort, securing a 100% reliable electricity supply is critically important. However, high fuel costs and dealing with technical challenges may be diverting resources away from the resort's core business. It's time to cut power bills, lower technical complexity and reduce operating risk, all in one step.

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### ABOUT PROJECT

Fuel Saving Solutions for Club Med aims to modernize power supply by addressing key geographical challenges of an island location.

#### ISLAND ENERGY CHALLENGES

- ❗ High fuel supply costs and price variability
  - ❗ Risk of hardware failure and delayed maintenance
  - ❗ Harnessing of local energy sources
  - ❗ Instability of hybrid renewable power systems
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### OBJECTIVES

YATEC offers Club Med a selection of solutions to radically upgrade its power supply model and achieve the following objectives:

- ☐ Net reduction in total energy-related expenditures
  - ☐ Higher dependability of power supply
  - ☐ Predictable energy pricing
  - ☐ Elimination of system operation and maintenance responsibilities from core business
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## SOLUTION TIERS

Three solution tiers offer different end-goals and may serve as a basis for a fully customized program.

**A**

### DAYTIME FUEL SAVING MAX



Maximum fuel saving in daytime



Buffering batteries

**B**

### 24H FUEL SAVING WITH DIESEL BASE LOAD



Maximum fuel saving daytime and nighttime



Buffering batteries



Energy Storage System



Diesel Generator for base load only

**C**

### CLEAN ENERGY RESORT WITH DIESEL BACK-UP



Maximum fuel saving in daytime and nighttime



Buffering batteries



Energy Storage System



100% base load by emission-free energy

## WORKFLOW

Club Med can select between two cooperation variants with focus on either system ownership or energy subscription.

### VARIANT 1: PRODUCT-BASED

Club Med purchases a power system from YATEC to provide fuel saving benefits.

- ✓ Club Med benefits from savings on lower fuel usage
- ✓ Club Med owns and operates all hardware



Custom designed  
turn-key power system



One-off payment for all  
hardware and engineering



Operation and Maintenance  
in-house by Club Med

### VARIANT 2: SERVICE-BASED

Club Med purchases electricity from YATEC at predefined monthly rates.

- ✓ Club Med benefits from lower monthly electricity expenditures
- ✓ Club Med is guaranteed constant power supply without ownership responsibilities



Electricity supply agreement



Monthly payments based on  
power usage by Club Med



Operation and Maintenance  
by YATEC