

**Shashank Parashar**

Sr. Manager (Natural Resources and Energy Group)  
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19<sup>th</sup> Aug 1989 (28 years)

A strategic minded, detail-oriented, self-driven professional currently working as part of a'XYKno's Natural Resources and Energy vertical. I have over three years of Management Consulting experience, preceded by a brief experience of working in the media domain.

**Specific Skill Set**

- Financial Modeling and forecasting (Capex, Opex, Cash flow analysis) and Bid Process Management.
- Business Development for tender and non-tender opportunity.
- Competition Mapping.
- Detailed Feasibility and Detailed Project Report for Solar Projects.
- Setting up of Rooftop power plant.

**Standout Features of my Candidature**

- Uniqueness of sectoral exposure: Coal - Conventional Power - Clean Energy.
- Proven track record of performance as evident with the multiple successful project execution.
- Experience of Liaisoning with government authorities.
- Good relationship with Govt. Power Company Management: Having been the face of the project execution for several key and high value projects.
- Drafting, communication and presentation skills.
- Experience of steering the discussions with top PSU management.
- Ability to multitask multiple projects at a time.
- Experience of managing project team.
- Clear headed drive and aspiration to champion the advisory domain.

**Educational Qualifications**

- Bachelors of Engineering (Electronics & Communication) (2007-2011), R.G.T.U. Bhopal with 62%.
- HSC: 71%, SSC: 79%, CBSE Board, Christ Church Boys' School, Jabalpur (M.P.).

**Work Experience (Total ~ 4 years)****1) a'XYKno Capital Services (P) Ltd., Nagpur (Maharashtra)**

**Senior Manager (Natural Resources and Energy)** - July 2016 to Present

**Analyst (Natural Resources and Energy)** - Jan 2015 to June 2016

Covered entire gambit of the Bid Advisory, right from Technical and Financial Due Diligence (Financial Modeling), Competition mapping, Drafting of Bid Document and Contract Agreements, pre-bids to bid evaluation. (Detailed project experience and project role are Annexed herewith)

- **Projects under Natural Resources Advisory:**

- Transaction Advisory for selection of Mine Developers and Operators for State and Central Power Generating Utilities' mega scale mining projects which included SAIL, PSPCL, Mahagenco, GSECL, DVC, TVNL and BSPGCL for their allotted Coal Blocks.
  - Liaisoning with district and state administration for of Procurement of Mining Lease for BSPGCL's Rajbar E&D Coal Block.
  - Transaction Advisory for selection of Mine Developers and Operators for Uranium Corporation of India's Tummalapally Underground Uranium Mine.
- **Projects under Energy Advisory: (Solar)**
- HAL, Bangalore's 11MW grid connected-rooftop based solar power project
  - MOIL's 20MW grid connected ground mounted solar power project.
  - Maharastra Jeevan Pradhikaran's 6 and 12 MW Solar Power Projects.
- **Business Development**

Conceptualizing tender non tender opportunities based on new/existing government policies, market analysis, competition mapping and databasing, presentation on business case, Preparation of technical proposals for Tenders, Conceptualized a Corporate Plan advisory for TVNL. Part of the team handling the business development for Independent Engineer advisory.

## 2) **Radio Mirchi (ENIL), Jabalpur (M.P.)** (August 2011 to April 2012)

**Hosted the breakfast show (7 to 11 AM) and achieved one of the highest citywide listenership.**

- Hosting morning show and special shows
- Hosting and planning listener engagement events
- Voiceovers for special shows and radio advertisements etc.

## **Additional Skillset: Certifications, Publications and Trainings**

- National Council for Green Jobs and NSDC certified Solar Rooftop Installer. Underwent intensive training at IIT Bombay for Rooftop Solar Plant installation (year 2017)  
(Qualified Professional No.: SGI/Q0102)
  - Plant Economics and Capital budgeting.
  - BoQ planning, Grid Integration.
  - Policy and Regulatory framework
  - Conforming to Nation Skill Qualification Framework Level 4
- White Paper on "*Coal Preparation in India: Black is the new Green: A Fresh Perspective on Cleaner and Sustainable Energy*" – presented at CPSI's 5<sup>th</sup> International Conference and Exhibition, 2017 at Delhi.
- Presentation on Business Case on Mining at the Conference chaired by Principal Secretary (Energy), Govt. of Maharashtra, organized by Mahagenco on "*Mining and Ash Utilization*", March 2016 at Mumbai.

**Brief Detail of Major Projects and Responsibilities Handled**

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- 1) Client:** Uranium Corporation of India Limited (UCIL), Hyderabad/Kadapa.  
**Mine, Mineral, Capacity:** Tummalapally, Uranium, 3000 TPD. (Underground Metaliferous Mine)  
**Position:** Nodal Officer.  
**Project Description:** Management Consultancy and Bid Process Management for selection of the Mine Developer and Operator.  
**Key Ownership Areas:**

  - Carried out site visit at the Tummalapally Underground Mine to understand key issues to be addressed and responsibility of the MDO to be incorporated in the Project Development Agreement.
  - Planning, preparation and revision of the Bidding Document and the Project Development Agreement.
  - Preparation of the Project Information Memorandum in line with the Approved Mining Plan and the Stoping Permission granted by DGMS.
  - Corrigendum based on periodic discussion with the management, Presentation at the Pre Bid, Reply to Bidders, Competition Mapping, Bid Evaluation, preparation of reports.
  - Presentation to the Management and the Board of Directors.
- 2) Client:** Bihar State Power Generating Company (BSPGCL), Patna.  
**Mine, Mineral, Capacity:** Badam, Coal, 3 MTPA.  
**Position:** Nodal Officer.  
**Project Description:**

  - 1) Management Consultancy and Bid Process Management for selection of the Mine Developer and Operator.
  - 2) Procurement of the Mining Lease for Badam Coal Block

**Key Ownership Areas:**

  - Planning, preparation and revision of the Bidding Document and the Coal Mining Agreement Corrigendum based on periodic discussion with the management, Presentation at the Pre Bid, Reply to Bidders, Competition Mapping, Bid Evaluation, preparation of reports.
  - Presentation to the Management and the Board of Directors.
  - Preparation of the Mining lease application, preparation of the combined village cadastral map, preparation and verification of the land schedule for the Block showing the land use pattern, getting the land schedule certified from the circle and district authorities, liaisoning with the District Mining Authorities etc., coordination with the project proponent and the concerned district authorities.
- 3) Client:** Tenughat Vidyut Nigam Limited (TVNL), Ranchi.  
**Mine, Mineral, Capacity:** Rajbar E&D, Coal, 10 MTPA.  
**Position:** Nodal Officer.  
**Project Description:** Management Consultancy and Bid Process Management for selection of the Mine Developer and Operator.  
**Key Ownership Areas:**

- Planning, preparation and revision of the Bidding Document and the Coal Mining Agreement Corrigendum based on periodic discussion with the management, Presentation at the Pre Bid, Reply to Bidders, Competition Mapping, Bid Evaluation, preparation of reports.
  - Presentation to the Management and the Board of Directors.
  - Preparation and revision of the project Coal estimates for Rajbar E&D Coal Block.
- 4) **Client:** Maharashtra State Power Generating Company (Mahagenco), Mumbai.  
**Mine, Mineral, Capacity:** Gare Palma Sector II, Coal, 23.6 MTPA.  
**Position:** Nodal Officer.  
**Project Description:** Management Consultancy and Bid Process Management for selection of the Mine Developer and Operator.  
**Key Ownership Areas:**
- Bid Advisory for selection of the coal blocks for under the government dispensation route,
  - Preparation of the Mining Lease Application,
  - Planning, preparation and revision of the Bidding Document and the Coal Mining Agreement Corrigendum based on periodic discussion with the management, Presentation at the Pre Bid, Reply to Bidders, Competition Mapping, Bid Evaluation, preparation of reports.
  - Presentation to the Management and the Board of Directors.
- 5) **Client:** Gujarat State Electricity Corporation Limited (GSECL), Vadodara.  
**Mine, Mineral, Capacity:** Gare Palma Sector I, Coal, 15 MTPA.  
**Position:** Nodal Officer.  
**Project Description:** Management Consultancy and Bid Process Management for selection of the MDO.  
**Key Ownership Areas:**
- Planning, preparation and revision of the Bidding Document and the Coal Mining Agreement Corrigendum based on periodic discussion with the management, Presentation at the Pre Bid, Reply to Bidders, Competition Mapping, Bid Evaluation, preparation of reports.
  - Presentation to the Management and the Board of Directors.
- 6) **Client:** Punjab State Power generating Company Limited (PSPCL), Patiala.  
**Mine, Mineral, Capacity:** Pachwara (Central), Coal, 7 MTPA.  
**Position:** Nodal Officer.  
**Project Description:** Management Consultancy and Bid Process Management for selection of the Mine Developer and Operator.  
**Key Ownership Areas:** Planning, preparation and revision of the Bidding Document and the Coal Mining Agreement based on periodic discussion with the management Corrigendum based on periodic discussion with the management, Presentation at the Pre Bid, Reply to Bidders, Competition Mapping, Bid Evaluation, preparation of reports.
- 7) **Client:** Damodar Valley Corporation (DVC), Kolkata.  
**Mine, Mineral, Capacity:** Khagra Joydev, Coal, 5 MTPA.  
**Position:** Nodal Officer.

**Project Description:** Management Consultancy and Bid Process Management for selection of the Mine Developer and Operator.

**Key Ownership Areas:**

- Preparation of the Business Plan, Mining Industry trend analysis, policy framework and industry best practices.
- Planning, preparation and revision of the Bidding Document and the Coal Mining Agreement Corrigendum based on periodic discussion with the management, Presentation at the Pre Bid, Reply to Bidders, Competition Mapping, Bid Evaluation, preparation of reports.
- Presentation to the Management and the Board of Directors.

8) **Client:** Damodar Valley Corporation (DVC), Kolkata.

**Mine, Mineral, Capacity:** Tubed, Coal, 7 MTPA.

**Position:** Nodal Officer.

**Project Description:** Management Consultancy and Bid Process Management for selection of the Mine Developer and Operator.

**Key Ownership Areas:**

- Preparation of the Business Plan, Mining Industry trend analysis, policy framework and industry best practices.
- Planning, preparation and revision of the Bidding Document and the Coal Mining Agreement Corrigendum based on periodic discussion with the management, Presentation at the Pre Bid, Reply to Bidders, Competition Mapping, Bid Evaluation, preparation of reports.
- Presentation to the Management and the Board of Directors.

9) **Client:** Steel Authority of India (SAIL), Bhilai.

**Mine, Mineral, Capacity:** Rowghat, Iron Ore, 14 MTPA.

**Position:** Nodal Officer.

**Project Description:** Management Consultancy and Bid Process Management for selection of the Mine Developer and Operator.

**Key Ownership Areas:**

- Presentation at the Pre Bid, Reply to Bidders, Bid Evaluation, preparation of reports.
- Presentation to the Management and the Board of Directors.

10) **Client:** MOIL Limited. (MOIL), Nagpur.

**Type and Capacity:** Ground Mounted (Fixed + seasonal tracking type), 24 MW<sub>DC</sub>.

**Position:** Team Member.

**Project Description:** Preparation of the Techno Economic Feasibility Report and Bid Process Management for selection of the EPC Contractor.

**Key Ownership Areas:**

- Carried out Site Visit, GPS coordination and preparation of the site visit report.
- Assistance in preparation of the Project DPR
- Preparation of the project cost estimates for P50, P90 scenarios with carrying out sensitivity analysis for different scenarios of fixed and tracking combination, variation in captive and sale etc. for arriving at the optimum IRR and RoE.

11) **Client:** Brihan Mumbai Nagar Palika, Mumbai.

**Type and Capacity:** Roof top (Fixed), 2 MW<sub>DC</sub> on reservoir.

**Position:** Team Member.

**Project Description:** Preparation of the Techno Economic Feasibility Report.

**Key Ownership Areas:**

- Carried out Site Visit of the water reservoir, GPS coordination and preparation of the site visit report.
- Assistance in preparation of the Project pre-feasibility DPR

**12)** Hands-on experience of setting up 7KW Grid Interactive and 3KW off-grid Rooftop power plant.