

“IT IS CRITICAL TO HAVE A TOOL LIKE QBi SOLUTIONS FOR THE MANAGEMENT OF RENEWABLE ASSETS IN DEVELOPMENT AND IN OPERATION”



The US renewable energy sector is booming. All the States are promoting the development of wind and solar photovoltaic projects. To optimize their management, QBi Solutions offers a key tool, which Santiago Estrada, CEO of the company, tells us about in this exclusive interview along with the company's vision of the US energy market.

Santiago Estrada CEO

QBi's business management software is built around renewable energy business, to help all the different departments in all the stages of the project life cycle.

QBi collects all data, regardless of its nature and origin, to refine and transform it into quality information to make effective decisions, giving its clients the ability to scale the size of their business without scaling the size of their company or its structure.



What opportunities does the US renewables sector present for a business management software tool like QBi?

The US presents tremendous opportunity for a Business Management tool such as QBi. While several software packages offer some part of what QBi offers, no software currently offers the complete lifecycle management solution for renewable energy assets that QBi does. At the same time, the US renewable energy sector is simultaneously pressured with incredible growth opportunity spurred by the passage of the Inflation Reduction Act (IRA), while challenged with uncertain and difficult economic conditions brought on by drastically increased interest rates. This challenging economic climate requires increased diligence and efficiency within renewable energy developers and manager that is best facilitated by QBi's unique software solution.



What vision of the US market do you have and what are the main challenges?

Our vision is one where every senior manager and executive responsible for developing and managing a renewable energy portfolio is able to leverage the benefits of the QBi software solution to help drive the world towards achieving net-zero emissions. The main challenges in achieving this are as follows; (1) Driving recognition of QBi solutions as a trusted and secure partner within a crowded and noisy market; (2) Establishing QBi solutions as a market standard in the US, leveraging existing and newly acquired customers to build credibility and (3); Overcoming customers resistance to change while incredibly busy and understaffed, and demonstrating not only our ability to drive efficiency and process improvement, but to also onboard smoothly and on time with minimal disruption to ongoing business, while we help them increase in operations and boost their portfolio profitability.



How important is it to have a tool like QBi for the management of a renewable asset?

It is critical to have a tool like QBi solutions for the management of renewable assets in development and in operation. Without QBi's unique suite of tools, renewable energy professionals are left using a combination of several other software tools, many of which are not specifically tailored to the nuances of the renewable energy industry.

By forgoing the benefits that QBi solutions delivers to our customers, renewable energy professionals are reducing the efficiency of themselves and their teams and reducing the overall profitability of their portfolio during a time of increased financial pressure.

What experience do you have in the region?

QBi is linked to the US since its foundation, back in 2018. Despite being a European company, our founders had been working in renewable US companies for many years when they created the company, so from the beginning the specific conditions and requirements of the region were naturally incorporated in the development of the platform.

Moreover, one of the first companies that believed in the product was no other than Goldman Sachs, whom through their Asset Management company (GSAM) decided to invest in QBi on our early days.

This partnership worked greatly, and QBi bolstered GSAM's capabilities to become one of the most efficient asset management companies in the industry, back when digitalization was much lower in the agenda of the major players than it is today.



This success made MN8 Energy, a leader in renewable energy founded inside Goldman Sachs, fully acquire QBi in 2022. As a result, MN8 is today recognized as one of the most sophisticated companies in the business, with QBi sitting at the very heart of their digital business management capabilities.

However, QBi's presence and experience in the US goes beyond this partnership. Nonetheless, a growing number of top renewables players rely on QBi to manage their business processes and are enjoying the benefits of having a 'Single Source of Truth' across the three main drivers of their operations: (1) Full lifecycle: development, construction and operation, including M&A transactions. (2) All renewable technologies: solar PV, wind, battery storage, biogas, green hydrogen or even electric vehicle charging stations. (3) All company verticals: BD, asset management, performance, revenue, document management, finances, etc.

Figures speak for themselves, as our clients in the US are managing more than 978 operational renewable assets adding up to 6416 MW installed capacity, as well as 481 projects in development, for a whopping 39.5 GW in their pipelines.

Yet, this is only the beginning for QBi in the US. We are extremely proud of our success in the region and the value we create for our clients there. This success inspires us to continue expanding our capabilities and commitment to this market, as we believe the philosophy of our product and our expertise in the renewable energy is a perfect fit for today US' challenges and opportunities.