

IPD Latin America

Energy Consultants

Because understanding the local environment is key to creating successful business strategies.

IPD Latin America provides customized energy consulting services to global oil, gas and power companies, governments, and financial institutions. Our tools and services help clients navigate the key Latin American energy markets of Colombia, Mexico and Venezuela.

For more than ten years, IPD has helped clients create and achieve successful business strategies within these high-potential markets.

For more information:

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Regional Presence, Local Focus

IPD is an independent U.S. company with teams in Colombia, Mexico and Venezuela. Our consulting services offer a distinctive approach, bringing highly focused local insight into broader industry analysis.

Our consultants live in the countries we service. This allows us to provide much more than a fly-over view of each country's energy issues. IPD offers customized analysis with critical insight into the micro-issues and nuances that can profoundly affect the success of business strategies. By building solid relationships with key local industry players, our consultants are able to provide on-the-ground information in real time – available to our clients on-line and through direct contact with our team.

IPD's independence allows us to provide unbiased, critical analysis and insight that is unparalleled in the markets we service.

Comprehensive Services

IPD's tools and services are carefully tailored to complement each of our clients' specific business development needs. Our syndicated research is available on-line, and in-country consultants are always available for individual consultation and research assignments. IPD's modular service approach offers flexible pricing and is customized to the level of detail required by each client.

Personal Attention

One of the keys to a successful consulting relationship is availability. IPD's teams are readily accessible to provide the highest level of professional service to our client companies.

Our teams actively scrutinize politics, economics and key industry issues in real-time. This allows IPD to approach every project with a deep, immediate understanding of the local business environment and its challenges. In this way, IPD's clients receive more effective, relevant and insightful information for immediate implementation.

IPD Consulting and Advisory Services

The EnergyNet

A complete advisory service, the EnergyNet provides in-depth reporting with up-to-date analysis on key issues impacting energy development in Colombia, Mexico and Venezuela. This service offers an array of tools to assist clients with government relations, regulatory affairs, project development issues and fiscal systems. Clients can access a wealth of information and analysis 24/7 through IPD's online knowledgebase, or through direct contact with our consultants.

The EnergyNet annual retainer includes individualized consulting hours that can be used for research, more detailed analysis, local insight, and strategy discussions. The number of hours included in the retainer is tailored according to client need.

Key Stakeholders Map

IPD's Key Stakeholders Map provides insight into the actors and institutions that shape, influence and determine sector policy. This mapping tool is delivered in a dynamic format, taking either an industry-wide or sector specific approach.

This service includes a workshop to highlight the intangibles that are essential to effective institutional relations strategies.

Competitive Analysis

The Competitive Analysis service helps companies assess how they rank vis-à-vis their competitors through a systematic industry comparison. This service allows clients to discreetly understand how they are perceived by host countries, competitors and potential partners.

IPD evaluates NOCs, IOC's and service companies based on a broad range of business development, government relations, contractual, operational and technical issues.

Country Risk Reports

Investment in any emerging market requires a thorough analysis and understanding of potential risks. IPD's Country Risk Reports focus on the salient elements that can potentially impact long-term investments in the oil, natural gas and power sectors. They provide unique insights into domestic politics, existing market dynamics, legal and regulatory framework, barriers to entry, and key economic and financial analysis.

Market Studies

IPD's studies cover a range of economic, commercial and technical categories. Energy balance and production modeling along with financial and operational analysis of state-oil companies are available.

Client-Tailored Workshops

On-site workshops bring together key company decision makers and facilitate fluid discussion, allowing participants to drill down into issues of pertinent interest. Half-, full-, and multi-day workshops address topics ranging from general business development and complete sector overviews to specific project opportunities, contractual models, and current political and economic assessments.

"IPD is about timely, accurate, client-tailored analysis put together by local specialists."

David Voght,
Managing Director,
IPD Latin America