



CLEARVIEW STRATEGY
GROUP



Clearview Strategy Group

Clearview Strategy Group is an international energy consultancy that advises companies operating, serving or investing in the energy, extractive and related industries. We work directly with clients to identify opportunities, develop market entry strategies and assist companies directly “on the ground” with potential partners and investors.

We advise the senior management of oil companies, oil and gas service companies, utilities, equipment manufacturers and select technology companies. We also help investors, insurance companies and other financial institutions evaluate the ‘above ground’ risks of proposed energy sector projects and deals.

Current projects include market entry

and investment support in several markets for new diesel engine technology, upstream support in **Iraq** and **Turkey** for a major oil services company, project development for a mid-sized E & P company, advisory support for a new LED technology company and advisory support for upstream projects in **Mexico** and **Colombia**.

We do this by providing expert counsel in three key practice areas:

- **Business intelligence and insight**
- **Strategy development**
- **Project development and implementation**

Our offices are located in the greater Washington, D.C. area.



A selection of current and recent clients



U.S. Services (for international clients coming to the U.S.)

Government and Industry Relations

- **Meet with U.S. government and foreign government officials:** Assist companies to liaise with critical U.S. executive branch leaders in various departments and agencies, explain U.S. decision-making process and help companies access funding and project opportunities (Exim, OPIC, IFC, etc.), research and answer specific company queries. Meet with Ambassadors and other senior diplomats in Washington, D.C. Act as “Washington representative” when needed.
- **Represent companies with the key energy industry associations:** participate in committees, workshops, research papers, conferences and other events to research issues, contribute to discussions and report on what is happening. Suggest events or participate in events to raise company profile.
- **Research and explain U.S. policy direction:** untangle and simplify current trends in U.S. energy policy and the political process to assess timing and direction for U.S. energy policy.

Shale Gas and State Government Relations

- **Represent companies with the key state industry associations:** participate in committees, workshops, research papers, conferences and other. Suggest events/participate in events to raise company profile and make presentations for company to industry groups and officials.
- **Shale gas policy and development:** work with companies to highlight state, national and international trends in shale gas development. Research NGO, corporate, regulatory and other stakeholder activities to provide competitive advantage clients such as oil and gas operators, service companies and equipment manufacturers.



International Services

Business Development and Intelligence

- **Business Development:** market entry and timing; project leads; funding sources; setting up the most effective early stage structure in different countries; assessing partners and influential early technology movers; assist with customs, trade licenses and related issues.
- **Business Development – Partners:** Connecting with financiers, operators, manufacturing groups, service companies, utilities and government leaders to maximum advantage.
- **Business Development – Projects:** making the right early-stage connections to leading project sponsor groups, government agencies, engineering companies, banks, private equity and institutional investors, and guiding a company through to successful project opportunities.
- **Market and competitor assessments:** Discussions with leading energy market participants to determine what and who is in the market; what they are doing and where they are focused.

International Government Relations

- **In-country government officials:** work to explain advantages of new technology and to speed regulatory hurdles; identification of key issues.
- **Utilities and national oil companies:** work with procurement officials, technology leaders and other to demonstrate cost and technology advantages
- **United States Government:** leverage Dept. of State, Dept. of Defense, USAID and other agency spending; use U.S. Government spending to demonstrate products.



R. Kirk Sherr



- Kirk Sherr is President of Clearview Strategy Group, LLC, an energy strategy and policy consultancy focused on the Americas. Mr. Sherr has deep experience in energy project development in South America and Mexico having lived 16 years in the region. He has also started several international energy businesses focused on upstream oil and gas services, natural gas pipelines and power generation. He was a founding member of the Brazilian Independent Power Association and developed one of the first successful natural gas power plants in Brazil and a private natural gas pipeline in Mexico.
- Most recently, he was President of Regester Larkin Energy and prior to that he was Latin American practice leader at the Scowcroft Group where he helped diverse energy sector and manufacturing clients grow their businesses throughout Latin America.
- Kirk led Texas Utilities natural gas distribution and pipeline development operations in Mexico and worked for many years in Brazil developing power plants and pipelines.
- He worked as a diplomat, serving in Asia, El Salvador, Colombia and Washington, D.C.
- Kirk received his AB in economics, government and Spanish from Franklin and Marshall College; JD from the Univ. of Denver (Colorado Bar Association member).
- He also studied at the Josef Korbel School of International Studies at the Univ. of Denver and at the University of Chile. He is fluent in Spanish and Portuguese.



Contact us

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