

Checklist

GETTING
IT DONE

We have assembled all of the “Getting it dones”, which you should tick off as you work toward your grand opening.

BUILDING SUPPORT

COLLABORATION IS THE KEY

- I have a good understanding of biogas, biomethane, natural gas, gas vehicles and policy instruments.
- I know how I am going to communicate my project externally.
- I know where to find more information if I receive a question I cannot answer.

FEASIBILITY STUDY

BECOME FAMILIAR WITH YOUR PRODUCT

- I have a good understanding of biogas, biomethane, natural gas, gas vehicles and policy instruments.
- I know how I am going to communicate my project externally.
- I know where to find more information if I receive a question I cannot answer.

ANALYSE THE MARKET

- I have a documented market analysis.
I know my main customer and how decisions about new vehicles are made.
- My analysis and estimates show that a critical market volume can be attained within my established time frame.
- I have statements of intent from one or more customers that want to purchase CNG/LNG from my company

DELIVERY & BACKUP

- I have a statement of intent from a possible major supplier of CNG or LNG.
- My choice of gas supply and the system I have chosen work together.
I have identified a backup solution.

CUSTOMER FOCUS

- I know who my customers will be and those I want to have eventually.
- I have investigated customer needs for other products and services at the filling station.
- I have a plan for how customers can obtain information and instructions.
- I have found the best location based on customers' needs.

FINANCING

THE BUSINESS PLAN RULES

- I have a documented business plan.
- I have calculated my business case and performed a sensitivity analysis — and understand the results.
- I have done a risk analysis, including a SWOT analysis.
- At least one qualified person has read my business plan and provided feedback.

CULTIVATING THE MARKET

- I know who my main customer is and what the volume trend looks like.
- I have one or more contracts with a sufficiently large volume of pre-sold gas.
- I know what the replacement plan for the larger vehicle fleets in my area looks like.
- My plan for cultivating the market is complete. There are concrete activities that are being carried out.

ESTIMATES

- I know what the profitability of my intended investment looks like.
- I know which parameters in my business case affect profitability most - and consequently my sensitivity analysis.
- The business case fulfil both my own and the investors' requirements for profitability.

FINANCING

- My financing is 100 per cent solved — with capital of my own, loans and grants.
- I have applied for and received any investment grants needed.

GETTING STARTED

CHOOSE A SYSTEM

- I have investigated the systems available today.
- I know which system suits me and my customers.

PLANNING

- My planning is complete.
- There is plenty of room for replacing or filling gas storage without compromising traffic safety.
- Traffic will flow freely without a problem.
- I have identified all permits that are required and they have been granted.

ACONTRACTS BEFORE A DECISION

- I have a signed, long-term contract for purchases of CNG/LNG at the right price.
- I have signed, long-term contracts with at least one customer for CNG sales at the right price — which is price-indexed.
- I have a contract for backup in case problems with regular deliveries arise.

PURCHASING WISELY

- I know whether I should use a functional or directed procurement.
- I have made a procurement/purchase based on a choice of a system and safety regulations.
- It is possible to get service for my station, with a response time that I am prepared to pay for.

START CONSTRUCTION

- The construction of my filling station follows all safety regulations.
- I have bought a shovel for the ground-breaking ceremony.
- I have lined up a well-known and popular person to formally open my filling station.

EVALUATE

- I know how my customers perceive my services.
- I have updated my business plan.
- I have conducted a financial follow-up.