

Project Code	BS_SAND_1	
Project Details	Internship Category	Sandwich
	Internship Period	June 2019 to May 2020
	Preferred Disciplines	First Preference: Business Other Preference: Sales and Marketing
	Project Name	Digital Performance Measurement
	Business Objective(s)	<ul style="list-style-type: none"> • Digital platforms are becoming popular for corporate image building as well as customer services. CLP is embracing digital transformation to delight customers through various touch points and there is a need to review and measure its effectiveness on a regular basis.
	Project Descriptions	<ul style="list-style-type: none"> • To support the measurement of CLP performance on digital platforms • To support reviewing the effectiveness and efficiency of CLP digital platforms against key benchmarking companies • To support the set up of relevant surveys, data analysis and report compilation
	Project Deliverables	<ul style="list-style-type: none"> • Report with business insight for improvement. • Gauge CLP performance on regular basis.
	Required Skills	<ul style="list-style-type: none"> • Good command of English and Chinese • Proficient in Excel and PowerPoint • Fast learner with good attention to detail. • Analytical mindset with passion for digital. • Good communication skill and collaborative.
Learning	<ul style="list-style-type: none"> • Project management and management report compilation • Digital performance measurements and monitoring • Research & analytic skills from business perspective. 	

Project Outline ~ Business

Project Code	BS_SAND_2	
Project Details	Internship Category	Sandwich
	Internship Period	June 2019 to May 2020
	Preferred Disciplines	First Preference: Business Other Preference: Information Technology
	Project Name	Data Visualization & Analytics in CLP's Group Operations
	Business Objective(s)	<ul style="list-style-type: none"> Strengthen and innovate management reporting of group-wide non-financial performance data. Support continuous performance management in fleet management Implement data visualization and analytics initiatives in Group Operations.
	Project Descriptions	<ul style="list-style-type: none"> Support the reporting process of CLP's non-financial data internally and externally via cloud-based Group Operations Information System. Develop meaningful user-friendly data reports to top management, regional and asset managers across the regions. Perform data analysis, provide insights to senior management for decision support. Support data visualization and analytics in fleet management. Conduct business research and benchmarking, assist regional and asset managers in target setting for continuous performance improvement. Assist in e-learning development for fleet management.
	Project Deliverables	<ul style="list-style-type: none"> Streamlined data reporting processes/practices. High-quality and user friendly non-financial data reports. Data analytics reports and dashboards. Business research and benchmarking reports or papers. Performance improvement goals & targets. E-learning tools and materials.
	Required Skills	<ul style="list-style-type: none"> Business statistics. Excel and powerpoint skills. Analytical mind and business acumen Management reporting capabilities. Critical thinking & problem solving skills. Outgoing and good communication. Innovative and passionately curious.
	Learning	<ul style="list-style-type: none"> Data reporting for decision support Business intelligence / data science Data visualization and analytics Performance improvement management

Project Code	BS_SAND_3	
Project Details	Internship Category	Sandwich
	Internship Period	June 2019 to May 2020
	Preferred Disciplines	First Preference: Computer Science Other Preference: Engineering
	Project Name	Digital energy services
	Business Objective(s)	<ul style="list-style-type: none"> To promote a sustainable future for Hong Kong through the optimization of energy usage for our customers. Approximately 90% of the energy usage is consumed by large buildings in Hong Kong, and there is opportunity to reduce wastage amongst these users and also support a reduction in CO2 Through the use of digital products - e.g. automation controls of appliances (e.g. turn off non-critical appliance when no occupancy), predictive behaviour (e.g. predict when high and low usage of energy is going to be), providing visibility of energy wastage, we will enable customers to optimize their energy usage
Project Descriptions	<ul style="list-style-type: none"> Join CLP's internal startup team and adopt a modern startup culture where modern practices (agile delivery), and tools (AWS, Jira, etc) are adopted Identify new and innovative software based technologies that can optimize energy consumption, efficient distributed generation, and provide visibility and control of energy usage Leverage technical expertise to trial projects in Hong Kong Science Park lab environment and/or directly with customers Propose how each product can both support Hong Kong's sustainable future and also still be a commercial viable solution for both CLP and customers Analyze data generated from customers, equipment, the environment that can provide insights in to energy saving opportunities 	
Project Deliverables	<ul style="list-style-type: none"> Proposal for new smart energy solutions with an analysis of product capability, references, commercial viability A successful implementation (either trial or at customer site) Support in bringing the smart energy product to market and directly to customers Analysis of best fit 	

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Project Outline ~ Business

	Required Skills	<ul style="list-style-type: none">• Strong communication skills and able to articulate value propositions• A startup mindset and willing to try new things and fail• Will openly bring new ideas and implement these ideas• Technical skills (either architecture, software development) or a genuine passion to apply technologies• Ability to present to large groups• A commercial mindedness.
	Learning	<ul style="list-style-type: none">• How to bring a product to market• Evaluate commercial products, understand value propositions• Negotiating with vendors• Presenting to internal stakeholders, customers• Cloud technology skills

Project Code	BS_SAND_4	
Project Details	Internship Category	Sandwich
	Internship Period	June 2019 to May 2020
	Preferred Disciplines	First Preference: Law, Social Sciences, Communications Other Preference: Language
	Project Name	Data Protection Initiatives 2019
	Business Objective(s)	<ul style="list-style-type: none"> To provide support on personal data protection to CLP staff
	Project Descriptions	<ul style="list-style-type: none"> To consolidate a database To come up a set of FAQ for dealing with questions from different. business units/ to cater to different business needs To assist research on PDPO. To assist development of training and communication materials.
	Project Deliverables	<ul style="list-style-type: none"> A comprehensive/ enhanced database for the company. A detailed set of FAQ for departments' easy reference. A comprehensive and tailor-made training and communication for business units.
	Required Skills	<ul style="list-style-type: none"> Good analytical and research skills. Good command of Chinese and English. Good communication skill. Detail-minded and a good team player.
Learning	<ul style="list-style-type: none"> Understanding operation of a public utility. Appreciating privacy law and incorporating it into operation. Shapening analytical and communication skills. 	

Project Code	BS_SAND_5	
Project Details	Internship Category	Sandwich
	Internship Period	August 2019 to July 2020
	Preferred Disciplines	First Preference: Sustainability / Business / Environmental Studies / Environmental Management Other Preference: Communications / Journalism
	Project Name	Group Sustainability General Project Support
	Business Objective(s)	<ul style="list-style-type: none"> • Improve CLP's sustainability reporting • Support integration of sustainability into CLP's business strategy • Support other Group Sustainability projects on an as needed basis
	Project Descriptions	<ul style="list-style-type: none"> • Contribute to development of CLP's annual Sustainability Report, including content checking, design and presentation • Assist in preparing CLP's annual submissions to external ESG indices • Support other projects on an as needed basis
	Project Deliverables	<ul style="list-style-type: none"> • CLP's annual Sustainability Report • CLP's response to external indices • Other Sustainability projects to be determined
	Required Skills	<ul style="list-style-type: none"> • Excellent written and spoken English and Cantonese • Spoken mandarin and written simplified Chinese a plus • Computer proficiency would be an advantage.
	Learning	<ul style="list-style-type: none"> • Problem solver, self-starter, quick learner comfortable taking the initiative • Fast learner with good attention to detail • Good communicator

Project Code	BS_SAND_6	
Project Details	Internship Category	Sandwich
	Internship Period	June 2019 to July 2019
	Preferred Disciplines	First Preference: Business / Commercial Other Preference: Finance / Economics / Accounting
	Project Name	Cloud Commercial & License Management
	Business Objective(s)	<ul style="list-style-type: none"> • Participated in commercial activities for IT Systems, software product including vendor selection, price negotiation & vendor management • Formulate Cloud Cost Monitoring Process and Governance • Develop process and governance in software license tracking & reporting.
	Project Descriptions	<ul style="list-style-type: none"> • Assist in financial analysis for IT products and services, including scenario analysis, investment business cases, etc. • Assist in project evaluation & roll-out on specific Cloud Transformation Projects. (Cloud Monitoring Tool , Software asset management tool) • Assist in establish process and governance on Cloud Cost Monitoring. • Assist in Service Level Management review to ensure good IT services are continuously provided to user.
	Project Deliverables	<ul style="list-style-type: none"> • Project roll-out on specific cloud transformation projects. • Enhanced governance model on cloud cost monitoring • Enhanced governance model on software asset management.
	Required Skills	<ul style="list-style-type: none"> • Good written and spoken English and Chinese • Good interpersonal and communication skills • Problem solver, self-starter, quick learner comfortable taking the initiative • Good presentation, analytical and communication skills.
Learning	<ul style="list-style-type: none"> • Gain analytic and problem-solving skills • Understand IT business running, Insight on Cloud Computing Technology 	

Project Code	BS_SAND_7	
Project Details	Internship Category	Sandwich
	Internship Period	June 2019 to May 2020
	Preferred Disciplines	First Preference: digital marketing/ecommerce Other Preference: marketing, information system
	Project Name	E-commerce and digital marketing
	Business Objective(s)	<ul style="list-style-type: none"> To enhance user-experience and improve visibility and stickiness of ecommerce and digital marketing channels Drive to launch new promotion campaigns for Power Connect/Eco Rewards and identify and address program improvement areas
	Project Descriptions	<ul style="list-style-type: none"> Provide input to develop a robust, customer-friendly & competitive ecommerce platform via benchmarking study Improve SEO and SEM to improve organic traffic, retain and drive sale conversion among digital channels via data analytics Assist to build a sound database system for data collection, usage and update. Assist Eco Reward team to plan and execute various campaigns to acquire and retain members so as to uplift customer engagement & satisfaction.
	Project Deliverables	<ul style="list-style-type: none"> Assist to develop content and user-journey framework for app and web. Assist to collect, analyse and recommend action to improve traffic, sales and conversion among digital channels, web, app & social media Assist to explore and implement digital marketing and customer service initiative to improve digital journey and experience Assist to develop a sound database & leads collection, usage and retention Assist Eco Reward Program team to plan and coordinate various promotion activities such as including. gift sourcing,. liaise with IT and counterparts in campaign design, website management, redemption & logistics support, reporting and customer enquiry. Provide input on Eco Reward process enhancement including inventory, & online redemption and order fulfillment.
Required Skills	<ul style="list-style-type: none"> Microsoft Office esp. Excel and analytic skill. Sound knowledge of digital marketing channels and web 	

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Project Outline ~ Business

		<p>analytical tools such as Google Analytic</p> <ul style="list-style-type: none">• A self-starter and a good team player, has strong desire to learn and excel.
	Learning	<ul style="list-style-type: none">• Project management skills from user requirement to full implementation• Develop sound presentation and organisation skills• Campaign management from planning, execution and analysis• Logistic management of inventory & product sourcing techniques.

Project Code	BS_SAND_8	
Project Details	Internship Category	Sandwich
	Internship Period	June 2019 to May 2020
	Preferred Disciplines	First Preference: Sales & Marketing Other Preference: Business Administration
	Project Name	AMI Customer Engagement
	Business Objective(s)	<ul style="list-style-type: none"> Develop and implement AMI Customer Engagement Plan to engage targeted residential customers
	Project Descriptions	<ul style="list-style-type: none"> Assist to develop and implement a customer engagement plan to collect customer contact information (email & mobile) and download CLP & AMI Apps (Q3/Q4 2019) Assist to develop and monitor a campaign to drive energy saving through the use of AMI App (Q3/Q4 2019) Assist to develop a campaign to raise awareness and understanding of a demand response programme (Q1 2020) Assist to monitor the implementation of demand response programme (Q2 2020)
	Project Deliverables	<ul style="list-style-type: none"> A well defined customer engagement plan that is effective to collect customer contact information (email & mobile) and download CLP & AMI Apps. The achievement is measured by target: 50% email; 60% mobile; 40% App/Web login. A digitalized campaign including means of communication & incentive, etc. that is effective to drive energy saving through the use of AMI App. Achievement is measured by % of energy saved A campaign to raise awareness and understanding of a demand response programme. Achievement is measured by % of awareness.
	Required Skills	<ul style="list-style-type: none"> Digital marketing channels proficiency Good analytical skills Excellent communication skills
	Learning	<ul style="list-style-type: none"> Demand response programme Marketing planning and implementation Customer segmentation Geographical promotion tactics

Project Code	BS_SAND_9	
Project Details	Internship Category	Sandwich
	Internship Period	May 2019 to May 2020
	Preferred Disciplines	First Preference: Mechanical Engineering Other Preference: Industrial and System Engineering
	Project Name	Generation Statistic and Analytics Reporting System Revamp GBG Business Management Portal Revamp
	Business Objective(s)	<ul style="list-style-type: none"> To monitor and report performance statistics in relation to generation business To develop an enhanced system of generation statistic and analytic reporting and business management management portal To adopt the latest technology of Big Data and Data Analytic for performance monitoring of generation plant
	Project Descriptions	<ul style="list-style-type: none"> According to the approved fuel mix of Hong Kong power generation, natural gas fired generation plant become more significant in the near future. The performance of these generation units require, therefore, closely monitored to establish the generation strategy as well as the operation & maintenance planning. The latest technology should be adopted and be applied for performance monitoring of generation plant. This project is to revamp the Generation Statistic and Analytic System (GSAR) and GBG Business Management Portal (BMP) and Genboard. By revamping GSAR, the performance of the power generation plant can be monitored closely and effectively. Furthermore, the new requirement and constraint of power generation can be easily managed. By revamping BMP & Genboard, the plant information can be delivered to the management timely. Therefore, the strategy can be established more efficiently.
Project Deliverables	<ul style="list-style-type: none"> To coordinate users requirement and assist in the implementation of the project To manage new requirement and constraints of the new platforms To facilitate the project implementation, especially, commissioning To consolidate valuable plant information for operation and maintenance strategy development of power plant and generation units To optimize the resource on data analytic and resource 	

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Project Outline ~ Business

		planning of power plant management <ul style="list-style-type: none">• To ensure Key Performance Index of power plant is achieved
	Required Skills	<ul style="list-style-type: none">• Basic power plant engineering knowledge• Logical Thinking• Teamwork with good communication skills• Attentive to details• Optimization methods• Knowledge of computer software and programming, i.e., MS Excel and VBA
	Learning	<ul style="list-style-type: none">• Basic operation of Combined Cycle Gas Turbine power plant• Importance of reliability of generation plant• Basic planning of units schedule in power station• Project management skill• System development and process• Communication and stakeholder management

Project Code	BS_SUM_1	
Project Details	Internship Category	Summer
	Internship Period	June 2019 to August 2019
	Preferred Disciplines	First Preference: Business Studies Other Preference: Finance
	Project Name	Support Asset Management and Sales & Marketing Oversight of China BU
	Business Objective(s)	<ul style="list-style-type: none"> • Support the review of implementation of the sales and marketing strategy of China BU • Support the review of the sales and marketing oversight reporting system of China BU • Support the asset management of the coal-fired portfolio of China BU
	Project Descriptions	<ul style="list-style-type: none"> • Collect the market information from various sources to study the latest market reform and trends of power market in China. • Support the review and analysis of the market sales transactions for evaluating the effectiveness of the implementation of sales and marketing strategy of China BU. • Support the monitoring and reporting on the market sales activities of the generation assets of China BU. • Support the review of the market sales reporting system against the governance and compliance requirements. • Take up ad-hoc assignment to support the daily business activities and projects of coal-fired portfolio asset management as and when required.
	Project Deliverables	<ul style="list-style-type: none"> • The delivery of the tasks related to the individual projects to be agreed with supervisors • A summary of key activities participated in the internship period • A PowerPoint presentation to highlight key aspects in the principal workareas
	Required Skills	<ul style="list-style-type: none"> • The delivery of the tasks related to the individual projects to be agreed with supervisors • A summary of key activities participated in the internship period • A PowerPoint presentation to highlight key aspects in the principal workareas
Learning	<ul style="list-style-type: none"> • Experience in sales and marketing oversight of China power generation market 	

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Project Outline ~ Business

		<ul style="list-style-type: none">• Learning on practical business management skills• Opportunity to broaden the inter-personal and communication skillthrough interact with our colleagues in HK and PRC• As a potential opportunity, experience in the overview of the business of coal and renewable power stations
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Project Code	BS_SUM_2	
Project Details	Internship Category	Summer
	Internship Period	June 2019 to September 2019
	Preferred Disciplines	First Preference: Business/ Economics Other Preference: Engineering
	Project Name	Distributed energy business models and services
	Business Objective(s)	<ul style="list-style-type: none"> • Be a part of the team that is looking at the energy transition and it's impact on our APAC businesses. Our objective is to position CLP for the future of energy and ensure we develop sustainable businesses. • Provide insight and solutions as to how we position ourselves in this energy transition landscape through market research, partner analysis, and solution development. • Gain insight to new business and technical models as well as market trends and insights.
	Project Descriptions	<ul style="list-style-type: none"> • Market research on solutions and business models for Distributed Energy Services (DES). This will include a number of activities such as: assessing different partners, evaluate market operation practices, and market sizing. • Support grid edge and DES solution development - this would range from commercial, operational to technical and will be dependent on the applicants interest and skills. • Support our start-up partnering activities by evaluating potential partners, understanding their propositions, and our strategic investment potential.
	Project Deliverables	<ul style="list-style-type: none"> • Market analysis into specified areas. Startup/partnering analysis and recommendations. Solution outline for new energy service offering
	Required Skills	<ul style="list-style-type: none"> • Critical thinking • Ability to understand new information and ideas quickly • Modelling skills - either commercial or solution.
	Learning	<ul style="list-style-type: none"> • Understanding the energy transition landscape • Commercial and solution development • Relating business objectives with market and customer needs.

Project Code	BS_SUM_3	
Project Details	Internship Category	Summer
	Internship Period	June 2019 to September 2019
	Preferred Disciplines	First Preference: Law, Social Sciences, Communications Other Preference: Language
	Project Name	Data Protection Initiatives 2019
	Business Objective(s)	<ul style="list-style-type: none"> To provide support on personal data protection to CLP staff
	Project Descriptions	<ul style="list-style-type: none"> To consolidate a database To come up a set of FAQ for dealing with questions from different business units/ to cater to different business needs To assist research on PDPO. To assist development of training and communication materials.
	Project Deliverables	<ul style="list-style-type: none"> A comprehensive/ enhanced database for the company. A detailed set of FAQ for departments' easy reference. A comprehensive and tailor-made training and communication for business units.
	Required Skills	<ul style="list-style-type: none"> Good analytical and research skills. Good command of Chinese and English. Good communication skill. Detail-minded and a good team player.
Learning	<ul style="list-style-type: none"> Understanding operation of a public utility. Appreciating privacy law and incorporating it into operation. Shapening analytical and communication skills. 	