



Smart energy management



#CE4EUislands – Workshop

Smart electricity systems for facilitating the decarbonisation of islands: demand-side management and flexibility

29 January 2025 | Brussels | Belgium

4 business lines delivering world-class services and solutions



1

Flexibility programs design, deployment and operations

Design of DSM programs

Deployment, customer engagement

Technical enablement, contracting & 24/7 operations of aggregated portfolios

2

Software Solutions & Microgrids

Industrialized and scalable software solutions for management of distributed energy systems

Addressing all types of assets: Generation, Consumption, Storage

In all contexts: Grid connected, Off-grid, with or without power and flexibility markets

3

Consulting

High level advisory on market design and regulatory

Technology and economic feasibility expertise

Operations design

4

Process Transformation

Advising electricity end-users on strategies to reduce CO2 emissions.

Design of hybridization & electrification plans, including flexibly monetization

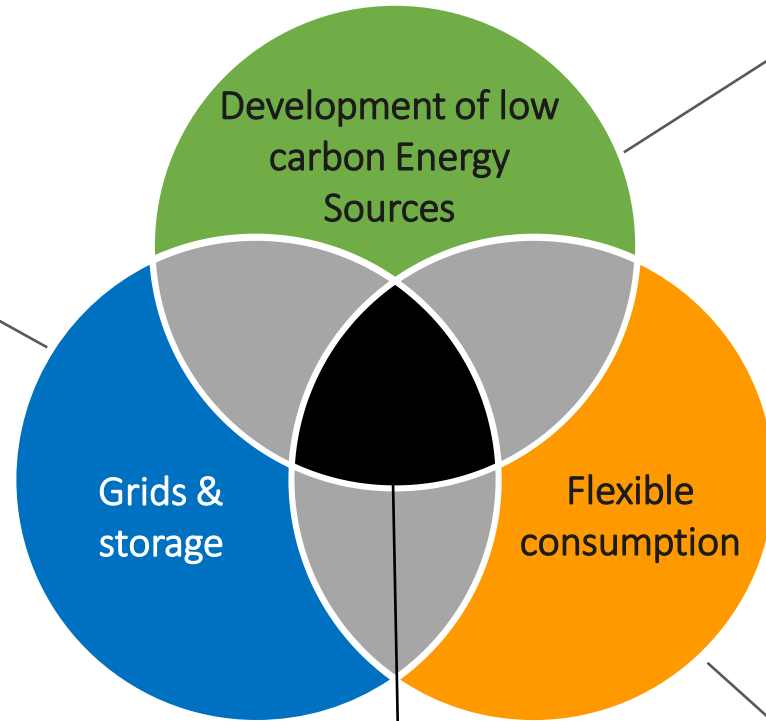
Projects deployment and operations

The other sides of the coin of the Energy Transition

Reaching the right balance for a sustainable transition pathway

- Grid congestions
- Reliability and resilience

Plan infrastructure in a holistic manner and challenge costs against alternatives



- Competitive but intermittent
- Fixed cost based




Optimise energy value of GEN capacities for a competitive system

- Electrification (to reduce CO2)
- Incentives for demand to become more «elastic »

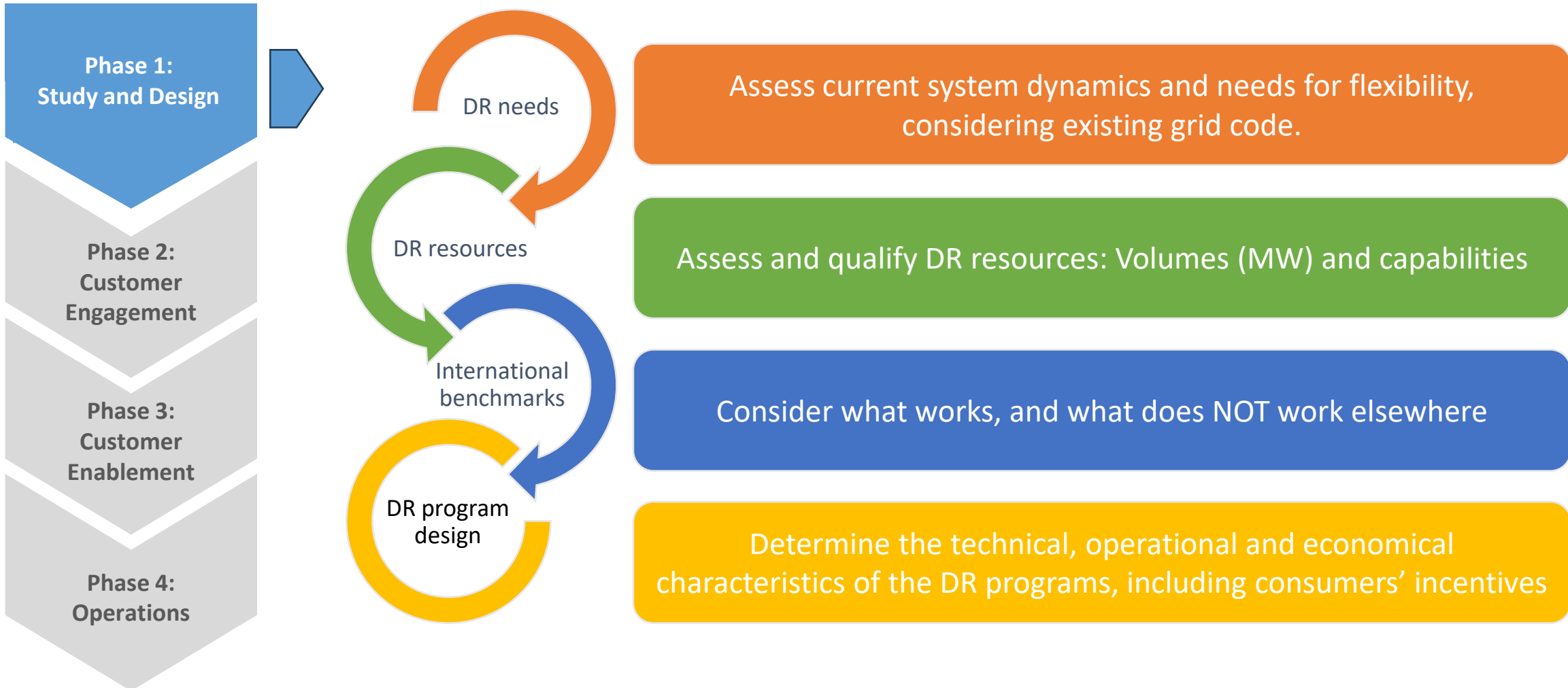
Support « Flex-proof » electrification and make the transition affordable for end-users

EFFICIENT ENERGY TRANSITION IS THE OPTIMUM BETWEEN THE 3 COMPONENTS

Key characteristics and capabilities of the main categories of consumers

	Industry 	Commercial / Buildings 	Residential 
Individual flexibility potential	Large	Small	Very small
Speed of implementation	Fast	Medium	Slow to medium
MW acquisition cost	Low	Medium	High
Annual availability	3000-8000 h/year	1000-8000 h/year	1000-3000 h/year
Customer's priority	Production	Customer service	Comfort
Flex operations complexity	High	Low	Low

Typical approach for DR / DSM deployment





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