

## 2nd Delta 'Energy Services in Europe' Summit

Date: 7th- 8th June 2011

Venue: Radisson Blu Scandinavia Hotel, Copenhagen, Denmark

### Programme

#### Tuesday, 7<sup>th</sup> June 2011

- 13:30            **Optional visit to Topsoe Fuel Cells (near Copenhagen)**  
16:30            **Return from visit to Topsoe Fuel Cells**
- 18:30            **Drinks Reception @ Radisson Blu Scandinavia Hotel**  
19:30            **Pre-Summit Dinner @ Aristo restaurant (5 mins walk from hotel)**

#### Wednesday, 8<sup>th</sup> June 2011 @ Radisson Blu Scandinavia Hotel

- 08:00            **Registration and refreshments**
- 08:30 - 08:45    **Summit Introduction and Objectives**  
Jon Slowe, Director – Delta
- 08:45 - 09:30    **A utility's strategic perspective on Energy Services**  
Andrew Lever, Group Energy Efficiency Strategy, E.ON
- 09:30 - 10:15    **Regulatory framework for energy efficiency & services**  
Alexandra Langenheld, Project Officer, European Commission
- 10:15 - 10:45    **Coffee**
- 10:45 - 12:30    **Utility Panel - Ambitions & Initiatives in B2C Energy Services**  
*Presentations and panel discussion*  
José Javier Guerra Roman, Director, Energy Efficiency, Gas Natural Fenosa  
*Speaker invited, DONG Energy*  
Jean-François Battoue, Program Manager, B2C, GDF Suez  
Anders Millgaard, COO, Modstroem  
Morten Sejr Olsen, Independent Consultant
- 12:30 - 13:45    **Lunch @ Radisson Blu Scandinavia Hotel**
- 13:45 - 15:15    **How to get customers excited about energy services**  
*Presentations and panel discussion*  
Philip Lewis, CEO, VaasaETT  
Colin Calder, CEO, PassivSystems  
Dr. Christian Feißt, CEO, GreenCom Networks  
Johanne Mose Entwistle, Anthropologist, The Alexandra Institute
- 15:15 - 15:45    **Coffee**
- 15:45 - 16:15    **The size of the prize and role for utilities**  
Cian Reville, Analyst, Delta
- 16:15 - 16:45    **How to get ESCO into the mass market**  
Wolfram Moritz, Partner, MPW Legal & Tax
- Concluding Remarks & Close**  
Jon Slowe

## About Delta Energy & Environment

Delta is a specialist decentralised energy (DE) research and consulting company, helping energy companies and others understand and exploit DE opportunities – for example micro-CHP, larger CHP, heat pumps, and electric vehicles.

We deliver bespoke **consultancy**, **subscription services**, and **specialist Summits**.

Our clients include electric and gas utilities, oil and gas majors, equipment manufacturers and developers, policy makers and investors across Europe and beyond.

### Delta Research Services

#### Micro-CHP

The Service tracks and analyses Micro-CHP developments in Europe and beyond.

#### ASHP Innovation Monitor

This service enables subscribers to capture and harness the latest innovation 'hot spots' for their business.

#### Strategies for Success in Mass Market Energy Services

This multi-client study explores how markets for mass market energy services will develop in Europe, and the potential roles and opportunities for utilities.

#### Home Energy Management *(forthcoming)*

This Service will enable energy suppliers and others to harness the growing wave of HEM and smart demand innovation and activity.

### Delta Consultancy

**Market assessments and forecasts**

**Technology evaluation**

**Route-to-market and value chain analysis**

**Policy advice**

**Development of strategy & tactics**

**Due diligence and transaction support**

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