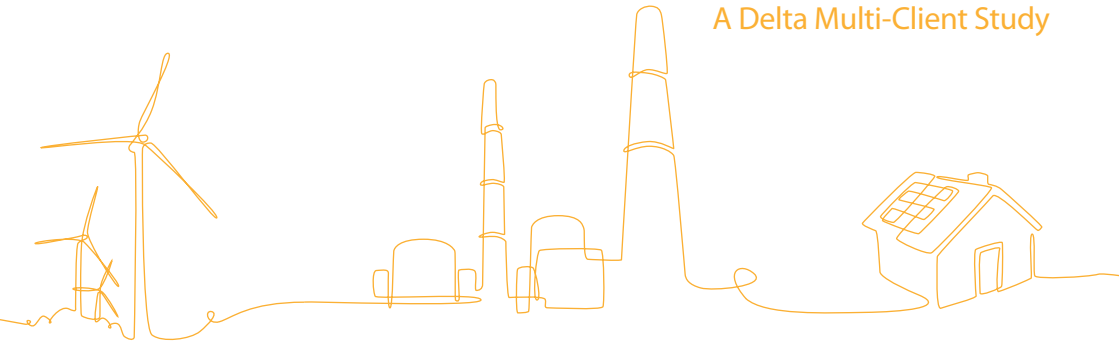


Seizing Opportunities, Managing Threats:  
Utility Strategies for a Low Carbon Future

A Delta Multi-Client Study



# Seizing Opportunities, Managing Threats: Utility Strategies for a Low Carbon Future

- ▶ How are European utilities positioning themselves for a low carbon future?
- ▶ How prepared is your utility relative to your competitors?
- ▶ How well-positioned are you to seize opportunities and manage threats?

## Building the Foundations for Utility Success in a Low Carbon Future

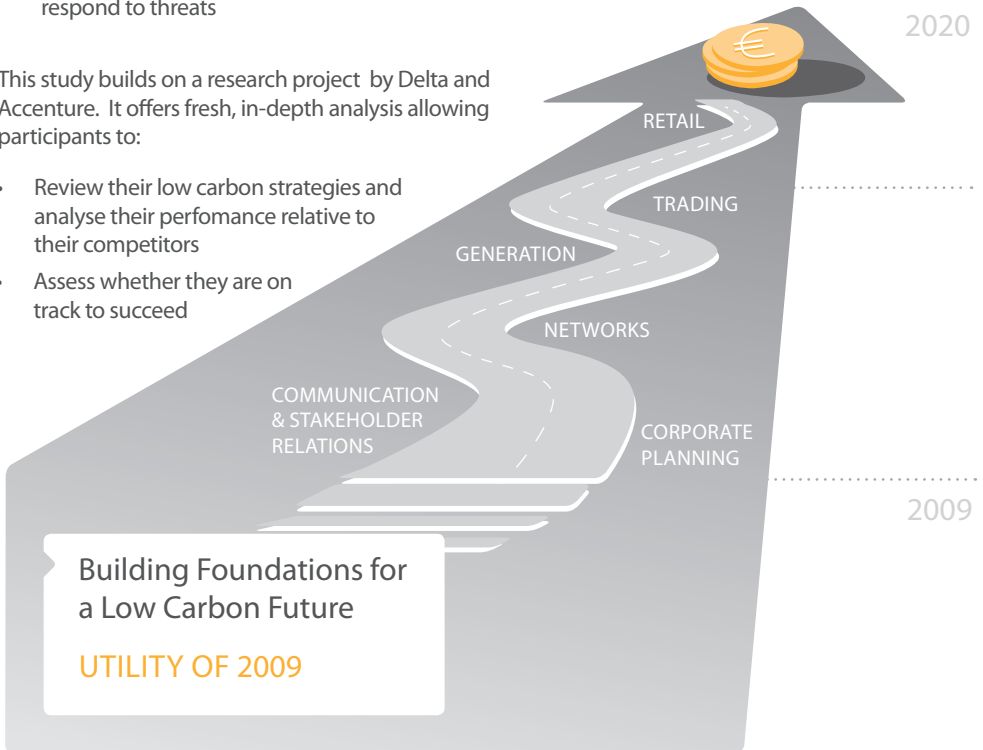
Utilities today will have to undergo transformational changes to succeed in a 2020 low carbon future, driven by carbon policies, new technologies and changing customer demand. Winning utilities in 2020 will be those which are:

- Building the foundations today to prepare for this low carbon future
- Developing strategies that will exploit new values and respond to threats

**UTILITY OF 2020**  
Success in a Low Carbon Future

This study builds on a research project by Delta and Accenture. It offers fresh, in-depth analysis allowing participants to:

- Review their low carbon strategies and analyse their performance relative to their competitors
- Assess whether they are on track to succeed



# Assessing Utility Preparedness for a Low Carbon Future

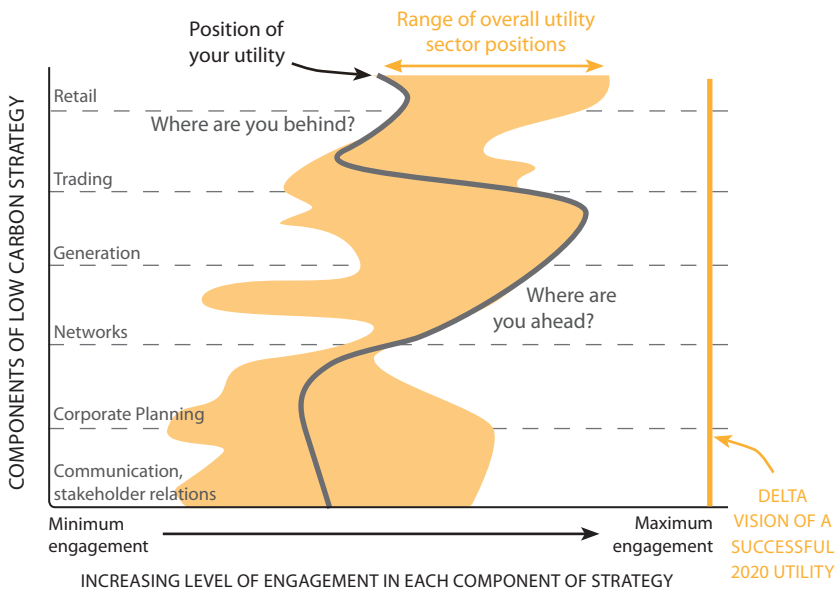
Winning utilities will build value by maximising opportunities and navigating threats. This study assesses utility preparedness through:

## 1. Identification of the Key Components of a Successful Utility in a Low Carbon Future

- What incremental and transformational changes will utilities have to undergo?

## 2. Benchmarking & Analysis of Utility Performance

- What low carbon strategies are European utilities employing?
- Where is your utility positioned relative to your European competitors?
- Which parts of your business are furthest behind and of key concern?



## Deliverables

Subscribers will receive:

- Summary executive-level report and presentation containing key findings
- Full report containing complete benchmarking and analysis of individual utility performance, and in-depth analysis of the overall position of the European utility sector
- Onsite presentation
- Dialogue with Delta's specialist research team

## Why Delta?

### **We are international low carbon specialists**

Delta is a rapidly expanding research company with a growing reputation for providing fresh thinking and cutting-edge research to utilities. We specialise in understanding how policy, technology, energy prices and customer demand will drive changes in low carbon strategies and decentralised energy markets.

### **We deliver rigorous and in-depth research**

Delta's commitment to its clients is to deliver clear and concise information through rigorous, in-depth research. We cut no corners in providing insightful research and analysis.

### **We have a track record for delighting clients**

We have worked for 13 of Europe's energy utilities, and over two thirds of our work is repeat business. For a full client list and further information about Delta, please visit [www.delta-ee.com](http://www.delta-ee.com)

### **We have a highly experienced Project Advisory Board**

Delta's Project Advisory Board includes Paul Bulteel (ex-Eurelectric Secretary General) and David Sigsworth (ex-Scottish & Southern Energy Main Board Member).

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