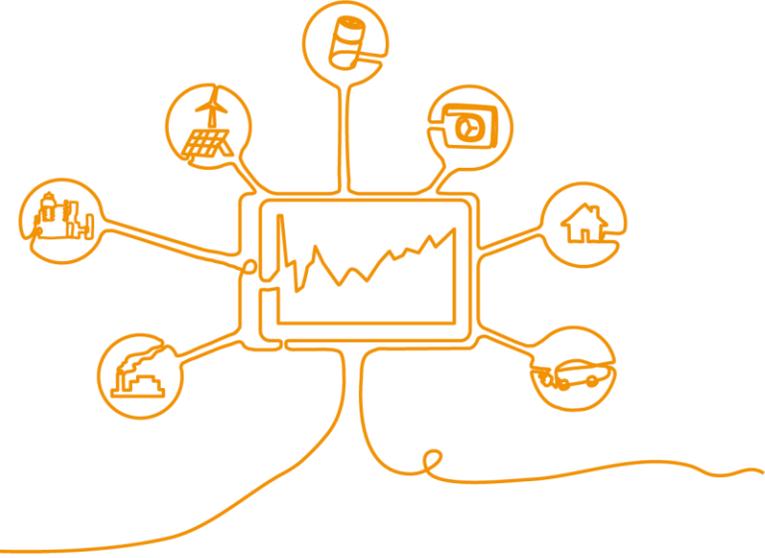


**DELTA-EE**



**DELTA-EE**

**FLEXIBILITY RESEARCH SERVICE**

# Delta-EE Research Services

## How it works

**Delta-EE enables organisations to develop the best strategies, business models and customer propositions for the energy transition. We do this, depending on clients' needs, through our subscription research services and bespoke consultancy projects requested by clients.**



### Subscription Research Services

Our yearly subscription research services focus on a particular area of the new energy transition. They allow clients to fully understand the areas of new energy their business is focused on, and future market direction.

Whether you're a smart home provider looking for the next market to target or a network company needing to keep up to date with the developing flexibility market, we'll find the relevant services for you.

Ad hoc support from our team of energy experts is also included.

For more information regarding Delta-EE's bespoke consultancy projects, visit [www.delta-ee.com/consultancy](http://www.delta-ee.com/consultancy).

# Flexibility Research Service Features

Subscribers have access to research and support



## In-Depth Reports

Thoroughly researched reports on the most important topics in your new energy area of focus



## Viewpoints

Reactive reports exploring the latest news and events within new industry from an expert point of view



## Databases

The data you need to make the best decisions for your business, including customer research



## Company Profiles

Case studies focusing on specific companies within the energy space, investigating their business models and customer propositions



## Analyst Support

Ad hoc support from our expert team of Analysts



## New Energy Summit

Discounted entry to our New Energy Summit, giving you the chance to learn from industry experts and network

# Flexibility Research Service Scope of Research

## Researching the topics you need to know about



- Where is the value for demand side flexibility and how will this change?
- What are the business models that will enable us to succeed with demand side flexibility?
- What technologies – software, hardware, platforms and data analytics do we require to be successful?
- How is demand side flexibility competing with other sources of flexibility – and how will it do so in the future?
- How much value is there?
- Business model to business case. Should we invest? What are the contracts and penalties? How to incentivise customers?
- Who uses what software and why is it better?
- How will the demand side flexibility ecosystem evolve, and who should we partner with?
- What are the business models for demand side flexibility and how are they evolving?
- As the market becomes more crowded are companies differentiating their propositions?
- How are value streams for demand side flexibility evolving, and how are they being stacked?
- How are platforms communicating with distributed assets, and where is this headed?
- To what degree are closed protocols hindering the market, and how quickly will they open up?
- How are changing policy and regulations influencing the opportunities for demand side flexibility?
- What are the requirements for ancillary services in different countries, and what can be learned?
- What are the best emerging opportunities for demand side flexibility?

[Access further in-depth research highlights in our Flexibility Research Highlights](#)

# How our research helps your business

The Service provides data, analysis and opinion that enable you to evolve the right positioning and to identify, understand and capture the growing opportunities from demand side flexibility.

## Benefits

- Navigate the market complexities to define, develop and evolve your strategy
- Helps you understand competitors and find the right positioning
- Help you to find the best partner
- Enables you to take advantage of emerging opportunities in DSF
- Helps you to identify key value streams to monetise DSF
- Supports you to create compelling customer propositions

## Example clients

- Energy suppliers
- Aggregators
- Product manufacturers
- Policymakers
- TSOs
- DSOs
- Technology companies
- Developers
- Storage providers
- Industry associations

***“Delta-EE provides us with ongoing, first-class insight and advice to support our low carbon investment activities.”***

– Leading Investment Company

# Who We Are

A friendly team putting you at the centre of the research

**Happy**  
and motivated  
team

We are a diverse team made up of statisticians, commercial directors, data analysts, policy experts, blockchain specialists, customer insight experts, economists, social scientists, thought leaders, environmentalists, marketers, energy managers, business developers, chemists, physicists, technologists, industry leaders, geoscientists, mathematicians, modellers, sustainability practitioners, carbon managers, product managers, and engineers.

**50% of our staff are women. We represent 14 nationalities. We speak 16 different languages.**

**We are all passionate about the energy transition.**

**Doing** ✓  
the **right**  
thing

Our offices are across the UK and in Paris, but we work with our network across Europe and beyond.

Our clients are at the forefront of everything we do. We regularly ask for feedback and input on the research we do, and ensure our service always provides the knowledge needed to navigate the energy transition.

**Fulfilling**  
our potential

*"Since 2004, we have provided our clients with the leading information, analysis, insight and advice in emerging distributed energy markets.*

*Our in-depth research helps our clients exploit opportunities in the change in energy markets from old to new energy and make the best decisions for their business.*

*We always go the extra mile for our clients, and pride ourselves on long-lasting, collaborative working relationships."*

**Andy Bradley, Director**

# Contact

Find out how we can help your business achieve its goals

**Website:**  
[www.delta-ee.com](http://www.delta-ee.com)

**Twitter:**  
[@delta\\_EE](https://twitter.com/delta_EE)

**Linkedin:**  
[Delta-EE](https://www.linkedin.com/company/delta-ee)

**Phone:**  
+44 (0)131 625 1011



**Robin Adey-Johnson**  
Service Manager

[robin.adey-johnson@delta-ee.com](mailto:robin.adey-johnson@delta-ee.com)  
+44 (0)131 285 1765



**Lucy Murley**  
Analyst

[Lucinda.murley@delta-ee.com](mailto:Lucinda.murley@delta-ee.com)  
+44 (0)131 659 9142



**Joao Coelho**  
Analyst

[Joao.Coelho@delta-ee.com](mailto:Joao.Coelho@delta-ee.com)  
+44 (0)131 202 3954