

DELTA-EE ALPIQ



TRANSITIONING TO A SUSTAINABLE ENERGY FUTURE

**THE OPPORTUNITIES FOR INDUSTRIAL
AND COMMERCIAL BUSINESSES?**

Housekeeping



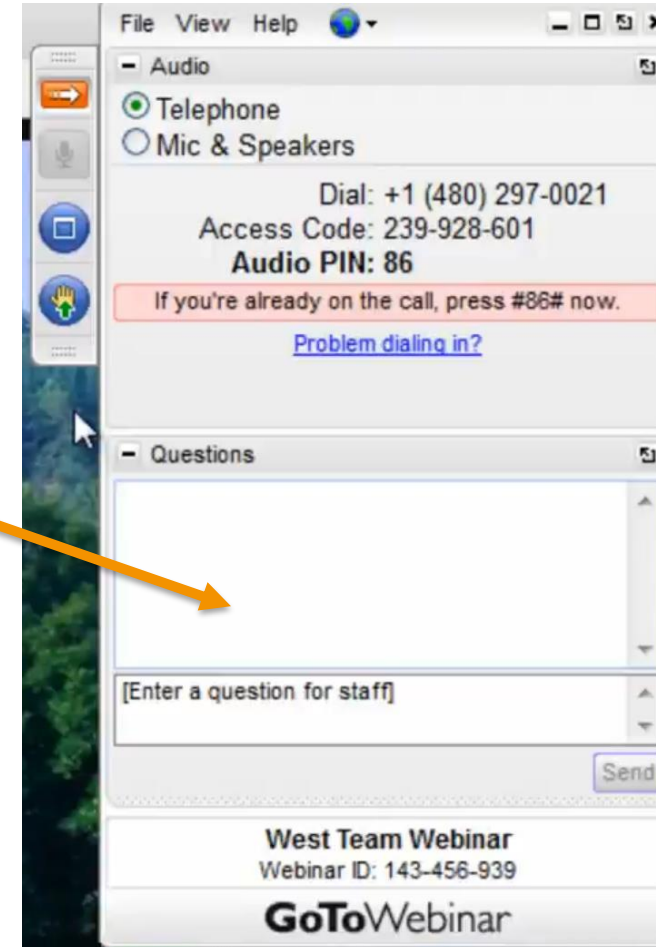
30-35 minutes
+ 10 mins Q&A



You can write down a question which we will come to at the end of the webinar



Webinar is being recorded & slides will be sent out afterwards!



What we will talk about today

The energy transition - in 2020

C&I customer needs & future evolution

How services have evolved to meet these needs

So what?

The future...


Q&A

Poll - what do you think is the biggest opportunity for end users in the energy transition?


- Becoming a sustainable business
- Carbon saving
- Cost savings
- Managing risks & taking control
- Reputation

The energy transition – in 2020

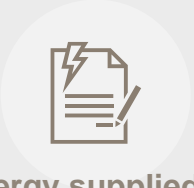
The traditional energy system



Centralised and carbon intensive generation energy system

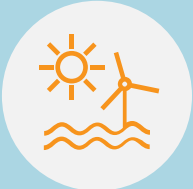


Transmission and distribution network




Energy supplied to businesses


Today – the energy transition



Decarbonisation




Digitalisation




Decentralisation


New energy: The future energy system




Low carbon generation – more distributed, greater role for renewables, diversity of supply, small & large assets




Greater flexibility needed and possible – dynamic energy flows, storage




Data driven and digital



Complex and interconnected



Businesses as active participants



Service orientated

C&I customer needs & future evolution



**Cost reduction
and revenue
generation**



Compliance



**Risk management
and reduced
reliance on the
grid**



**Saving time
and hassle**

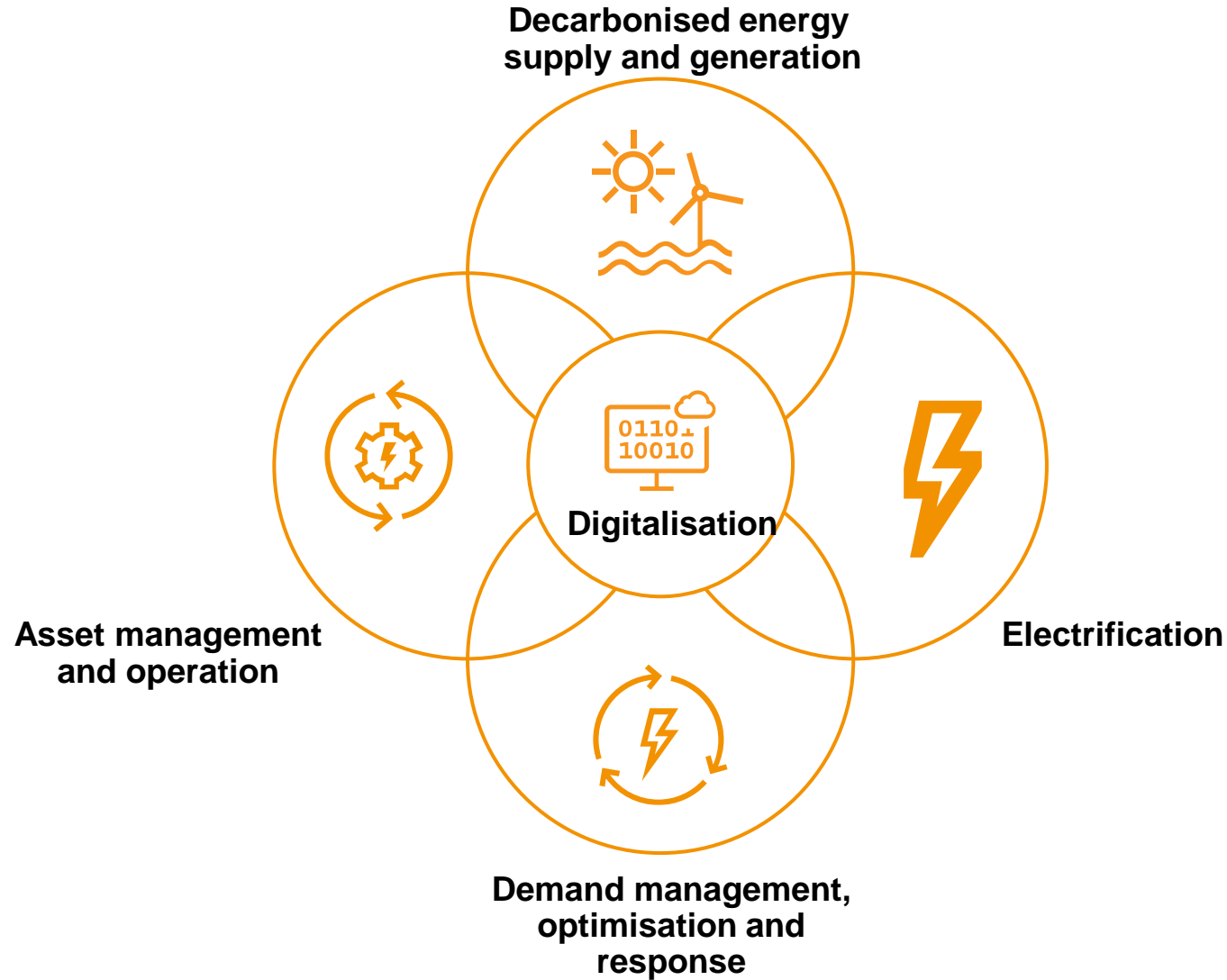


**Becoming a
sustainable
business**



**Innovation and a
front seat in the
energy transition**

How services have evolved to meet these needs



How will consumers evolve in the future?

In the future, a typical consumer will...



have a comprehensive energy strategy

As energy moves away from just another OPEX cost, organisations will have a comprehensive energy strategy, that will align with their overall sustainability goals. There will be more dedicated personnel internally that will look into taking this strategy forward, actively working with more diverse departments to achieve this



reduce carbon as far as possible

Today, increasingly more organisations consider their carbon emissions, and look for ways that these can be reduced. Therefore, decarbonisation will be a key feature in any energy strategy and companies will be taking measures to reduce emissions relating to energy use.

...not just consume energy,



but make sure this is done in an efficient and optimal way

Energy will be optimised to make sure that it is used at very high efficiency and able to take advantage of new market tools like flexible energy tariffs or demand side response services. The ability to react to these new tools will allow consumers to tap into new sources of revenue or cost reduction, via a trusted energy trading partner.

not just have on-site generation assets...



but be active and potentially prosumers

Onsite generation typically just covered internal supply needs, or was present to provide energy in cases of emergency. More consumers are transforming to being a prosumer, not only producing but selling excess energy in energy markets.

To sum up



Thank you for your attention

Download our joint whitepaper [here](#)

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TALKING
NEW ENERGY

A Delta-EE podcast



Your speakers today



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