



# Workshop on Innovative Business Models making use of Flexibility in Industrial Electricity Demand

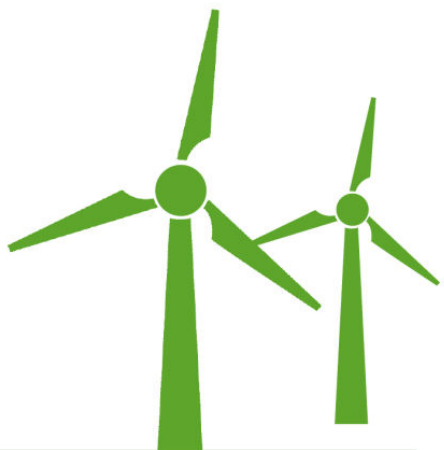
*27 October 2015, Brussels*

*Metals Conference Center*

*100 rue du Duc, 5th floor, 1150 Brussels, Belgium*

Variable renewable energy has some drawbacks for its integration in power systems and markets like variability, restricted predictability and firmness that impose extra requirements and costs. The flexibility of the industrial electricity demand has been identified as a potential that - through innovative business models - can facilitate the integration of variable renewable energy, while reducing electricity costs for the industry.

**This workshop will present a basic outline of the different possible business models for supplying variable renewable electricity to industrial users with a potential for flexibility in their demand. The discussion will focus on the applicability of these business models within the current regulatory and market framework.**



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**IndustRE**

12:30 13:30	Arrival and networking lunch	
13:30 13:45	Introduction <i>The IndustRE approach on making use of Flexible Industrial Demand</i>	Michael Papapetrou (WIP Renewable Energies)
13:45 14:00	Stakeholder Consultation <i>Creating win-win situations for Energy Intensive Industries and Variable Renewable Energy Plant Operators</i>	Fernando Nuño (European Copper Institute)
14:00 14:50	Interactive Discussion on the Applicability of Business Models within the current Regulatory & Market Framework (Part I) <i>Innovative Business Models making use of opportunities to reduce the Energy Bill of Energy Intensive Industries</i>	Tomas Gomez & Mercedes Vallés Rodríguez (Institute for Research in Technology - Universidad Pontificia Comillas)
14:50 15:10	Model Contracts <i>Possibilities for Bilateral Contracts between Energy Intensive Industries and Variable Renewable Energy Plant Operators</i>	Dörte Fouquet (Becker Büttner Held)
15:10 15:30	Coffee break	
15:30 16:20	Interactive Discussion on the Applicability of Business Models within the current Regulatory & Market Framework (Part II) <i>Innovative Business Models offering Services to the Power Market, creating Additional Revenue Streams for Energy Intensive Industries</i>	Tomas Gomez & Mercedes Vallés Rodríguez (Institute for Research in Technology - Universidad Pontificia Comillas)
16:20 17:00	Panel Discussion: <ul style="list-style-type: none"> <li>• Henrik Dam, Policy Officer, European Commission, DG Energy, Unit C2</li> <li>• Peter Claes, Vice-President, International Federation of Industrial Energy Consumers</li> <li>• Ivan Pineda, Director for Public Affairs, European Wind Energy Association</li> <li>• Hans de Keulenaer, Director, Energy &amp; Electricity, European Copper Institute</li> </ul>	Discussion moderated by Michael Papapetrou (WIP Renewable Energies)