



Workshop on Innovative Business Models making
use of Flexibility in Industrial Electricity Demand
Brussels, Oct 27th 2015

Stakeholder Consultation

Creating win-win situations for Energy Intensive Industries and
Variable Renewable Energy Plant Operators

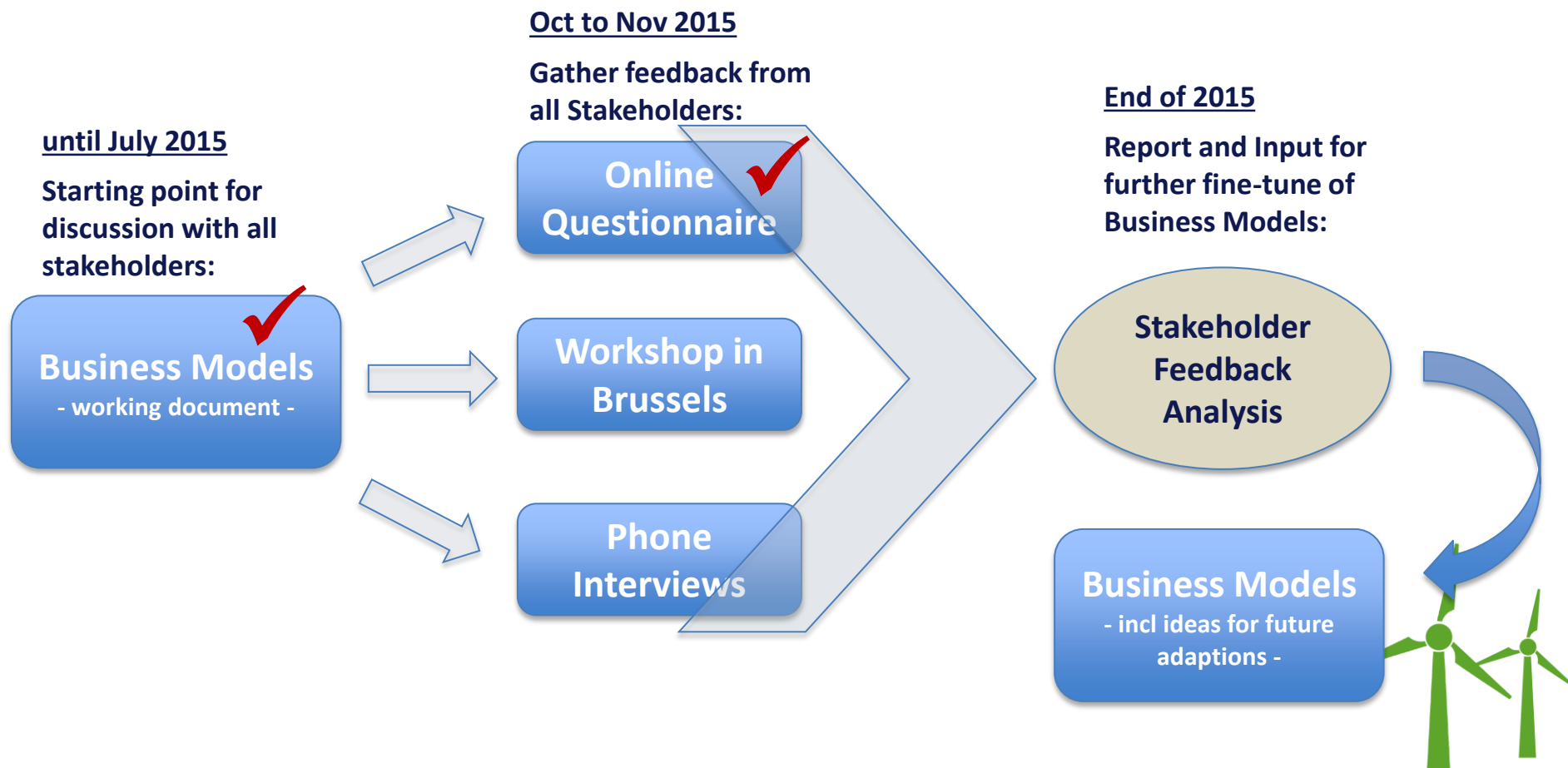
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Overview on Stakeholder Consultation Process



Development of Business Models and assessment of the country framework

Business Models

Type A: interaction with market

A.1

Adapting consumption to Time of Use tariffs (static price signals)

A.2

Response to dynamic price signals:

A.2.1) Industry with a generic energy supplier

A.2.2) Industry with a supplier that has renewable energy assets

A.2.3) Industry with on-site renewable generation.

A.3

Energy procurement from wholesale / spot market (either with or without on-site renewable generation)

A.4

Reduction of peak power (lower contracted power, lower fix term)

Type B: services to TSO

B.1

Offering reserve capacity to the system operator, either directly or through an aggregator

Primary, Secondary and/or Tertiary reserves

B.2

Offering reserve capacity to the balancing responsible party

B.3

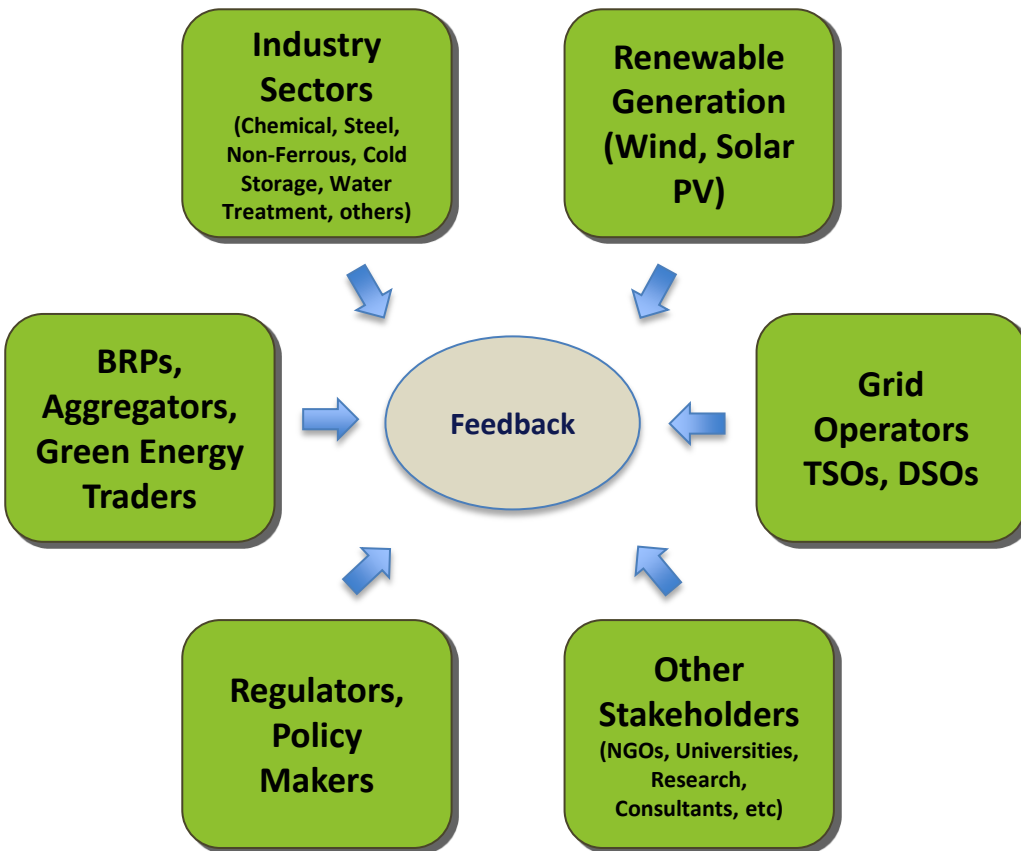
Other services to system operator:

- Long-term generation investment deferral (capacity markets)
- Network congestion management
- Reactive power control
- Distribution system services

- A-priori description of possible business models and their variations for commercial exploitation
- Create Win-Win situations for energy Intensive Industries and variable renewable energy plant operators
- Analysis of the regulatory and market framework to assess the current impact on the **IndustRE** business models for each of the target countries (BE, FR, UK, DE, ES, IT)



Stakeholder Overview



Contact Data Base

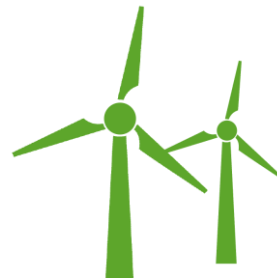
- Covers all relevant stakeholder groups
- EU and national associations as well as individual entities
- Over 270 contacts, continuously updated and enlarged
- Planning & monitoring of feedback gathering



Online Questionnaire



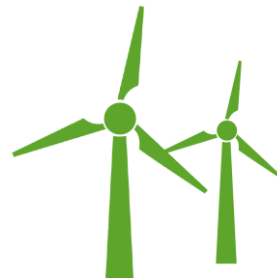
- Launched 1st of Oct 2015
- Completed surveys to-date: **31**
- **Objective:** discuss with main stakeholder groups the applicability of these business models within the current regulatory and market framework, plus to explore ideas for possible future policy developments
- Same structure of questions, but adapted presentation and evaluation of the business models by target country (routing)
 - Description of the different business models
 - Initial analysis of applicability in a specific country
 - Feedback from stakeholders – evaluation of success factors and barriers for applicability
 - Identify necessary market and regulatory framework changes needed to make business models attractive
 - Identify further information needs



Today's Workshop



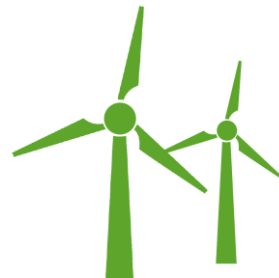
- Audience of about 40 experts from all relevant stakeholder groups
- Present a basic outline of the different possible business models for supplying variable renewable electricity to industrial users with a potential for flexibility in their demand
- Interactive discussion with invited experts on the applicability of these business models within the current regulatory and market framework, plus to explore ideas for possible future policy developments
- Present model contracts
- Panel discussion



Follow-up Phone Interviews



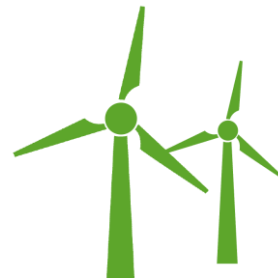
- Open ended discussions with selected stakeholders (10-15 phone interviews)
- Deeper discussion of barriers for applicability of business model identified so far
- Explore ideas for potential changes in market and regulatory framework
- Clarify other open issues from online survey



Stakeholder Feedback Analysis



- Take all feedback and suggestions into our synthesis
- Provide summary of findings by business model and by country
- Input for report on ***updated business models and identification of barriers*** (IIT-Comillas)





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