



WORKSHOP INVITATION TO DISCUSS BUSINESS MODELS AND EXPLOITATION OF THE EMPOWER CONCEPT

The H2020 project EMPOWER is hosting a final workshop to address local energy and flexibility markets. Emphasis will be placed on business models, business development and exploitation of the R&D results. We will invite important stakeholders from the Nordic countries, UK, US and Northern Europe. It will conclude with a panel discussion. The outcome of the workshop is to solicit business opportunities based on the work done in EMPOWER and yield input for various other ongoing projects like INVADE, E-Regio, FlexNett, and more.

TENTATIVE AGENDA:

WEDNESDAY 18. OCTOBER

15:00 Excursion to Sandbakken Smart Microgrid Pilot site, Hvaler

19:00 Dinner at Fredriksten Hotel, Halden

THURSDAY 19. OCTOBER

09:00 Welcome - Introduction and overview of EMPOWER by Bernt Bremdal

09:20 Project Partner Exploitation

- **Tina Skagen, eSmart systems**, will discuss - "How to capitalize on R&D by exploiting EMPOWER through scalable software-as-a-service approach.
- **Per Gjerløw, Schneider Electric**, will address - "Connecting end-user architecture and flexible loads to cloud smartness"
- **Vidar Kristoffersen, Norgesnett**, will focus on - "DSO trade with flexibility - a substitute for grid investments?"
- **Terese Troy Prebensen, Smart Energy**, will address - "New business potential for energy companies"
- Q&A + Open discussion

12:00 Lunch

13:00 Challenges and opportunities

- **Bo Normark, KIC Innoenergy, Sweden**, will talk about the role of battery technology
- **Knut Johansen, eSmart systems**, will discuss how "Prosumer centric digital energy platform – a prerequisite for new local markets"
- Two other invited speakers will be announced later
- Panel discussion

15:30 End

THESE ARE FIVE OF THE QUESTIONS THAT WE WILL DISCUSS:

1. Can local energy markets boost increase local generation capacity (i.e. PV, wind etc.) and storage?

2. Can local markets help DSOs avoid congestion and voltage issues due to increased loads?

3. To what level can local energy markets create end-user engagement with respect to use of renewable energy and flexibility?

4. Are platform based business models suitable for combining sustainable climate and energy goals with business objectives?

5. To what degree do you think the EMPOWER platform provides an answer to the questions above?

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REGISTRATION DEADLINE OCTOBER 9.