



### The challenge:

Are you getting the best value from your energy producing assets?

Many commercial and industrial energy consumers are subject to increasing electricity costs and greater risk of power scarcity.

An increasing number of businesses are starting to use energy in new and innovative ways to take control and drive their vision forward – by leveraging on-site energy assets or Distributed Energy Resources (DERs) for purposes beyond resilience.

Businesses are using these assets as a source of revenue and cost reduction.

This shift in thinking is putting power in the hands of organizations and enabling them to use energy flexibly, turning energy into a critical source of business growth.

### The solution:

Optimizing your energy enables you to reduce your bills, or add a revenue stream by reducing consumption in peak periods. By participating in large, Virtual Power Plants (VPPs) that make use of decentralized systems like Generators and Combined Heat and Power units, your business can become more sustainable.

Smart grids that use digital communications technology can help you detect and react to local changes in usage. Similarly, sharing energy infrastructure with neighboring organizations can lead to the development of local energy systems or microgrids.

### The process:



**Understand** – the way your business works.



**Define** – operational boundaries for all flexible assets.



**Identify Flexibility** – Determine your assets and processes that can be optimized.

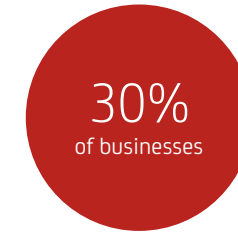


**Demand Response Markets** – Identify the appropriate markets for your assets to participate for maximum revenue streams.



**Implement** – a plan of action that maximizes value, while ensuring your processes are not impacted.

### Key facts:



generating energy on-site are selling back to the grid



see energy as an asset to be managed in order to generate revenue and competitive advantage



are already generating more than 10% of their energy on-site, with 8 out of 10 anticipating they will increase use of on-site generation over the next 5 years

### The benefits:

✔ Generate revenue by being flexible with how your business uses energy. Energy Optimization provides you with the opportunity to improve business value when the grid is under pressure by helping to balance grid supply and demand.

✔ You can gain insights into operational activity and asset performance, which can help you identify ways of reducing your energy costs further. You can also access more energy markets and generate new sources of revenue from assets 24/7.

## Case Study:

### Unlocking untapped revenue for Greene Team Pellet

Through the strength of their relationship with Centrica Business Solutions and sister company Direct Energy Business on the supply side, Greene Team Pellet has leveraged underutilized flexibility in their power needs

and unlocked new, recurring revenue, by monetizing their flexible load in the most intelligent way through Demand Response.