

**PROFIT FROM THE FUTURE. NOW.**

Intelligent energy solutions for smart businesses.





# THE FUTURE IS HERE. PROFIT.

A new world is here.

A world where every drop of energy is accounted for.

A world where anybody can contribute to the real-time control of energy and demand.

A world where low carbon generation and energy is accessible to all.

Above all, a world where smart businesses can take advantage of robust and proven technology. To secure their supply. To reduce their energy bills. To generate revenue.

We're here to take care of it for you. From business case through implementation to constant improvement.

This guide will give you what you need to know about how we can work together, now and in the future.

The future is here. Profit.



## BE MORE EFFICIENT AND SAVE.

It's easy to start with energy savings. With our solutions, you can demonstrate to stakeholders where change should be made, or where it has been effective.

You can choose a rapid solution that gives you the quickest overview of all your sites. Or you can choose a detailed solution that gives you live insights into individual energy assets.



# IDENTIFY ENERGY SAVINGS WITHOUT THE COST OF ON-SITE SURVEYS

## **No site surveys, no monitoring equipment**

We carry out an analysis of your business' energy consumption using data from your meter, so there's no need for the hassle or cost of site surveys and monitoring equipment.

## **Added insight and benchmarking**

We add insights about the effect of external factors such as the weather so you get extra intelligence.

## **Focus on your sites with the best savings opportunities**

You'll get insights across your site or whole portfolio. Which means you can choose to focus your efforts on the sites where the business case is strongest – all without going beyond the meter.

## **Build a workable plan for your business, faster**

The assessment is all done remotely so you can see results sooner than with traditional site surveys. Our experts will work with you to implement projects that best support your strategic energy objectives.

## AT A GLANCE

- An energy savings plan for your site or whole portfolio
- No site surveys
- No monitoring equipment
- Faster than traditional methods
- Implementation advice included



To talk to us about energy savings, call **07875 112 654**

Powered by **FIRST FUEL**



# FIND OUT EXACTLY WHERE YOUR SAVINGS OPPORTUNITIES ARE – ACROSS GAS, ELECTRICITY AND WATER

## Monitor the performance of individual assets

Live Energy Monitoring enables you to drill down to specific pieces of equipment, so you'll see exactly where and when electricity, gas and water are being used... and wasted.

## Report to senior managers in real-time

With an energy dashboard that's updated every six seconds, you'll be able to segment different sites, office floors, factory zones, and even specific lighting circuits, tracking detailed progress against your energy savings strategy in real-time.

## Review and implement changes with our energy expert

But this isn't just a reporting tool. You'll be able to review your progress with one of our energy experts every quarter. They'll advise you on how your strategy can be improved and how new technology can be implemented.



*The portal itself appears to be very user friendly – the ability to view data at a high level and then drill down into the detail below is very helpful and will allow us to spot trends and narrow down areas of the bakery that use the most energy. This tool should provide evidence to either support our theories or disprove them.*



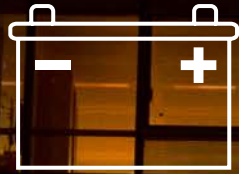
*Financial Director, Retail Store*

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## AT A GLANCE

- Monitor electricity, gas and water usage in real-time
- Identify detailed opportunities for action
- Drill down to individual assets
- Compare buildings and track progress against your strategy
- Implementation advice included





## BE FLEXIBLE, GET REWARDED.

As the national grid tries to balance supply and demand, there are opportunities for you to play your part and reap financial rewards along the way.





# GENERATE REVENUE FOR YOUR BUSINESS BY HELPING TO BALANCE THE GRID

## We'll find the right scheme for you

When the grid is under stress, your business could save and make money by reducing the amount of electricity you use or increasing the amount you generate. Depending on the type of assets you have, there are three different schemes that you can join:

### Capacity Market

For back-up generators or assets that use a constant amount of energy through the day (like refrigeration).

You'll agree to reduce consumption or increase generation within four hours of National Grid requesting.

### Firm Frequency Response (FFR)

For fast reacting assets that can reduce demand or increase generation quickly (such as non-essential air conditioning or batteries).

You'll agree to reduce consumption or increase generation within 10-30 secs of National Grid requesting.

### TRIAD Management

For assets that can shift consumption during peak winter hours (like production processes).

We'll help you forecast and reduce your consumption when use of it is most costly.

GREAT PRICE OPPORTUNITY

ASK ABOUT THE CAPACITY MARKET TRANSITIONAL ARRANGEMENTS NOW, WHILE PRICES ARE ATTRACTIVE AND BEFORE LEGISLATION CHANGES

## AT A GLANCE

- Generate extra revenue by reducing consumption or increasing generation when the grid needs it most
- Let us handle it all for you
- Take advantage of unique energy trading benefits





### We'll take care of everything for you

We'll do everything, from analysing your assets, finding the right scheme and dealing with National Grid. You don't need to worry about the detail, we do that for you. You just concentrate on making the additional revenue.

### You set the rules

You might wonder how you can reduce energy consumption at short notice without affecting your business. Well, the first thing to know is that **you** set the rules. You agree with us what can be turned down and for how long.

### Your business can continue as usual

The second thing to know is National Grid isn't going to call on you that often. Data gathered so far has shown that if you're part of the Firm Frequency Response scheme you'll likely get called on 8-10 times a year, and for a maximum total of five hours. For TRIADS, we'll alert you so you can avoid unwanted disruption to your operations.

### You'll get unprecedented energy trading benefits

On top of the money you can make from helping to balance the grid, you'll also benefit from privileged access to energy trading markets that you wouldn't have had before.

## Here are some examples of how businesses can help to balance the grid



### Cold storage and refrigeration

Can be temporarily turned off where possible without affecting stored produce.



### Water pumps

Can be turned off when they're not needed.



### Industrial processes

Can be timed to coincide with a grid signal.



### Battery storage

Can release energy to the grid instantly.



### Heating, ventilation and air conditioning

Can be controlled by a building energy management system and reduced in non-critical times.



### Data centres

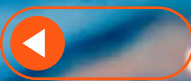
Can switch to stand-by generation and allow supply of excess energy into the distribution networks.



### CHP generators

Can switch on spare generating capacity and send excess heat to a thermal store.





## BE SELF-SUFFICIENT AND PROFIT.

Mature technology is making it more reliable to source energy from outside the grid. With distributed generation, you can be smart about how you secure your heat and power.





# SECURE YOUR ELECTRICITY AND HEATING PRICE OVER THE LONG TERM

## Protect yourself against rises in non-energy costs (NEC)

If your business has a high demand for heat and electricity, you can protect yourself against energy market uncertainty by choosing cogeneration. Combine cooling with your heat and power generation for further savings. It's a reliable and proven way of generating what you need on-site, ensuring you have security of supply and predictable energy bills.

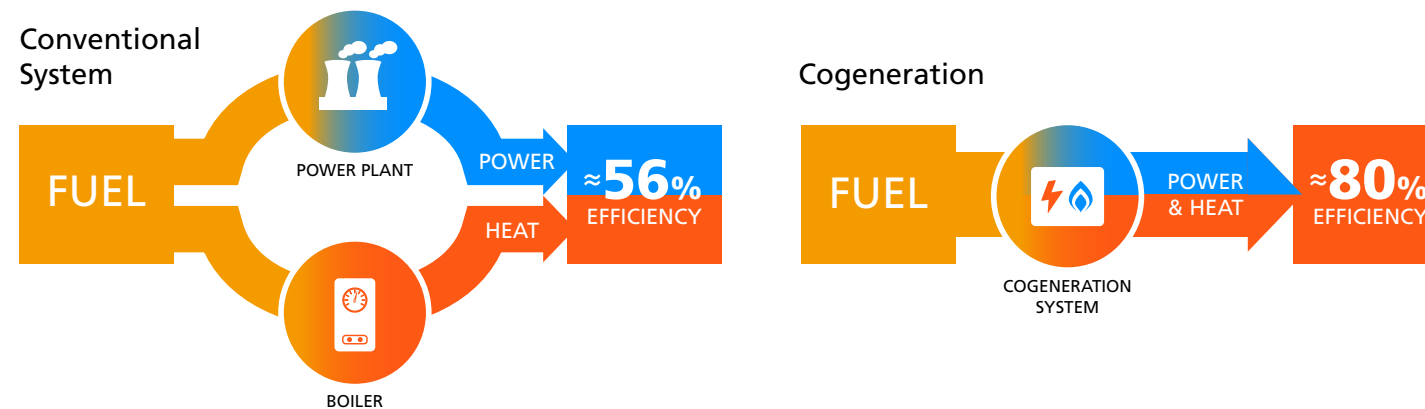
## High efficiency contributes to lower carbon emissions

Not only is cogeneration an efficient way of generating heat and power, it can also be powered by low-carbon primary fuels such as biogas meaning your business can report lower carbon emissions.

## AT A GLANCE

- Generate your own heat and power from low-carbon sources on site
- Secure your supply and its price over the long term
- Selected schemes let us take on the financial and operational risks while you can reap the rewards

## How cogeneration compares with conventional systems



To talk to us about cogeneration, call **0800 328 9030** or email [cogeneration@edfenergy.com](mailto:cogeneration@edfenergy.com)



## Choose the right finance model for your business

You're able to choose one of three finance models that best suits your business:

### 1. EPCM

**(Engineer, Procure, Construct and Maintain)**

**You finance the construction, we build it, you own it, we operate it.**

### 2. BOOT

**(Build, Own, Operate, Transfer)**

**We finance the construction, we build it, we own and operate till the end of the contract; you purchase the energy from us.**

### 3. Tolling

**We finance the construction, we build it, we own and operate till the end of the contract; you purchase a service from us.**

With the last two options, we have skin in the game. Because we've financed the build, it's in our interests to make the ROI work.

## Let the experts take care of it

As you'll see from the map opposite, we have the extensive experience of installing cogeneration across Europe. We'll take on the hard work of building, running and operating the facility for you, so your business can sit back and reap the financial rewards.



## Our CHP customer track-record



**TOWER HAMLETS**

**London, UK**

- 1 CHP engine
- 2 heat-only boilers



**Vitry Le Francois, France**

- 3 internal combustion engines
- 1 heat recovery generator
- 2 boilers
- 1 heat pump
- 1 biomass boiler



**Maranello, Italy**

- 2 internal combustion engines
- 2 heat recovery steam generators

To talk to us about cogeneration, call **0800 328 9030** or email [cogeneration@edfenergy.com](mailto:cogeneration@edfenergy.com)



To talk about how your business can profit from the future now, call our energy experts today.

Efficiency Health Check: **07875 112 654**

Live Energy Monitoring: **07875 112 654**

Demand Side Response: **0800 056 2664**

Cogeneration: **0800 328 9030**

## e-factsheet - a better way of working

Why an e-factsheet? At EDF Energy we are committed to using the most sustainable working practices wherever possible and this includes when delivering communications to our customers.

E-factsheets significantly reduce the volume of printed material we need, reducing our carbon footprint.

Our customers appreciate e-factsheets because they offer timely delivery of easy to access information in an ideal format for the modern screen-based working environment.

**[edfenergy.com/largebusiness](http://edfenergy.com/largebusiness)**

To view our fuel mix visit [edfenergy.com/fuel-mix](http://edfenergy.com/fuel-mix)

Each scheme varies depending on the size and type of business you are. Any individual energy services arrangement and prices would need to be agreed on entering into a legally binding contract.

Calls to 0800 numbers are free from all consumer landlines and mobile phones. If you're calling from a business phone, you should check with your provider whether there will be a charge. Lines are open Monday to Friday 9am-5pm.

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