PassivSystems
Smart Grids – Best Practice

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A Connected Home Services business

• Software as a Service technology platform

• Built around a compelling Home Improvement (HI) consumer value proposition

• Delivering cost saving, comfort and control

• Adds significant value-add to B2B partners’ business models

• Home services platform for:

  - Smart Energy
  - Smart Home
  - Smart Grid Balancing
  - Smart Data
Software as a Service technology platform

**PassivSystems**
- Home Services Platform Deployment
  - QoS & brand protection
  - Reporting Services
  - SLA management
  - Monitoring & control
  - Professional & consumer portals
  - Aggregator
  - Data analytics

**B2B Partner**
- Platform for B2B business models
  - Energy Efficiency Service Providers
  - Large HI Traders
  - Retailer
  - Utility
  - Telco

**Homeowner**
- >ROI on Home Improvement investment
  - Monitoring & control
  - Energy savings
  - Web & remote

**Installer**
- Subcontract from B2B partner
The technology value stack

- HVAC kit
  - Delivery of heating/cooling
  - Control of firing
  - Internal temperature regulation
  - Safety

- Local Control System
  - Calling for heat/cooling
  - Stand alone control
  - Basic energy saving
  - Market specific configuration

- Passiv Advanced Control
  - Occupancy based scheduling
  - C-B-E (Comfort, Balanced, Economy)
  - Weather compensation
  - Remote control
  - Usable UI

- Service Management
  - Portfolio level view
  - Quality of Service Monitoring
  - Performance monitoring
  - Energy advisory
  - TOU tariff management

Cut out waste
Continuous monitoring
Cheaper energy

Cheaper energy
Longer life
Cheaper service
Cheaper defect
Cheaper installation
Cut out waste

Cheaper energy
Domestic Demand Model

Summer Weekday Load Types & Timing

- Full Flex
- Part Flex
- Non Flex
- Elexon Data
- Total Load

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Using Storage

Electricity Storage - Removing Peaks

- 1.5kWh
- +2.25kWh

- Domestic Unrestricted
- DU - Cumulative
Model with EV and Heat Pumps
Best Practice

• Price signals – get the market structure and operation right to get the right price signals to the consumer
• Consumer empowerment – allow the consumer to benefit from new technologies, don’t lock them out
• Automation – don’t make the consumer work too hard to realise the benefit
• Quality of service – critical to secure consumer buy in
• Plan for change – technology will transform this market, utilities & regulators need to keep pace
Thank you

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