

PassivSystems

Smart Grids – Best Practice

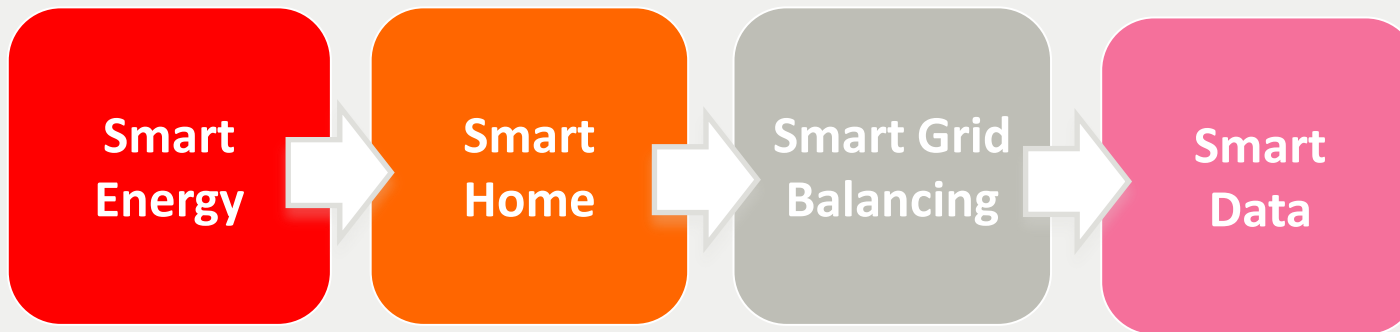
ian.rose@passivsystems.com



PassivSystems Limited

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:



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

Cut out waste

Continuous monitoring

Cheaper energy

Service Management



Passiv Advanced Control



Local Control System



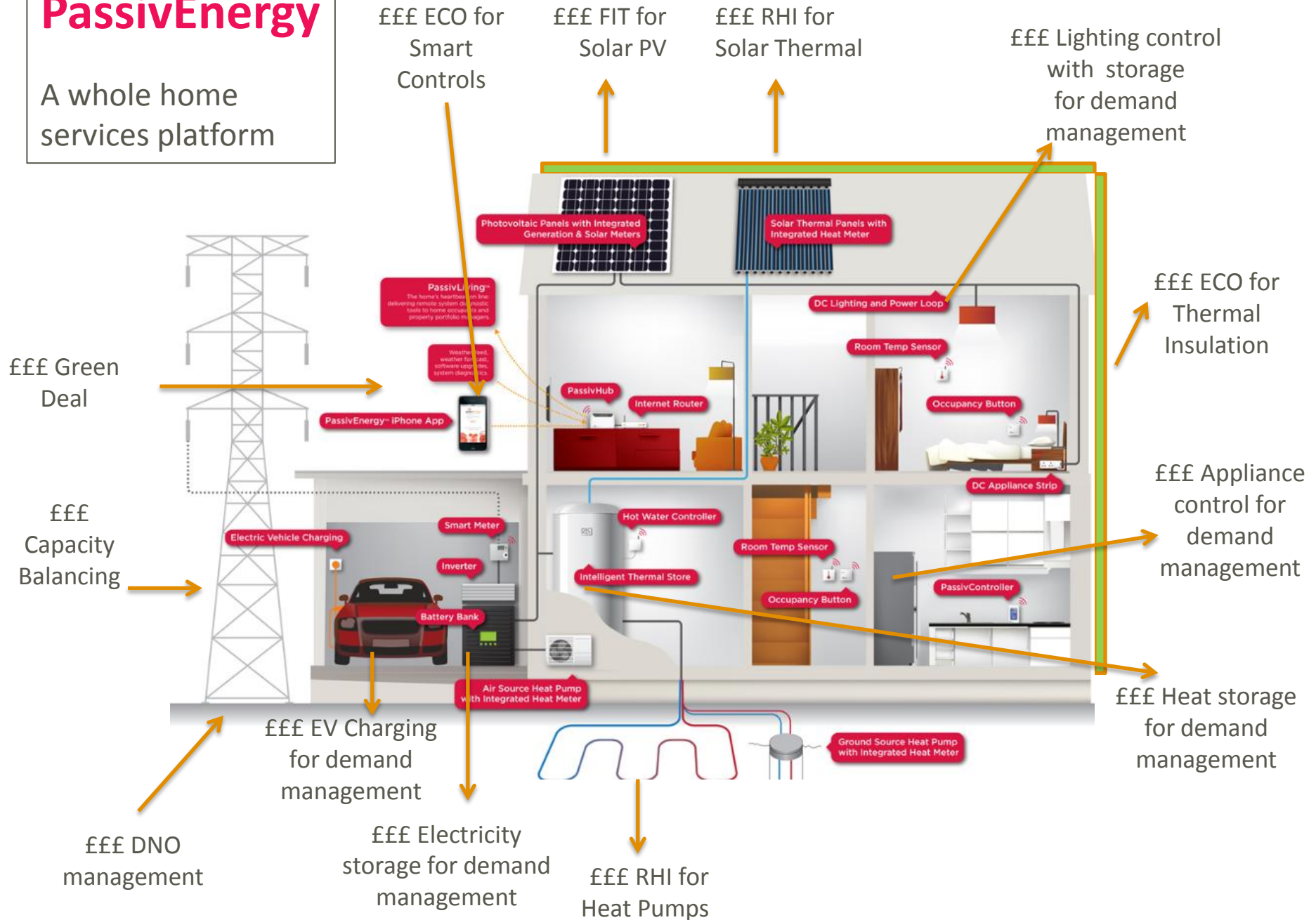
HVAC kit



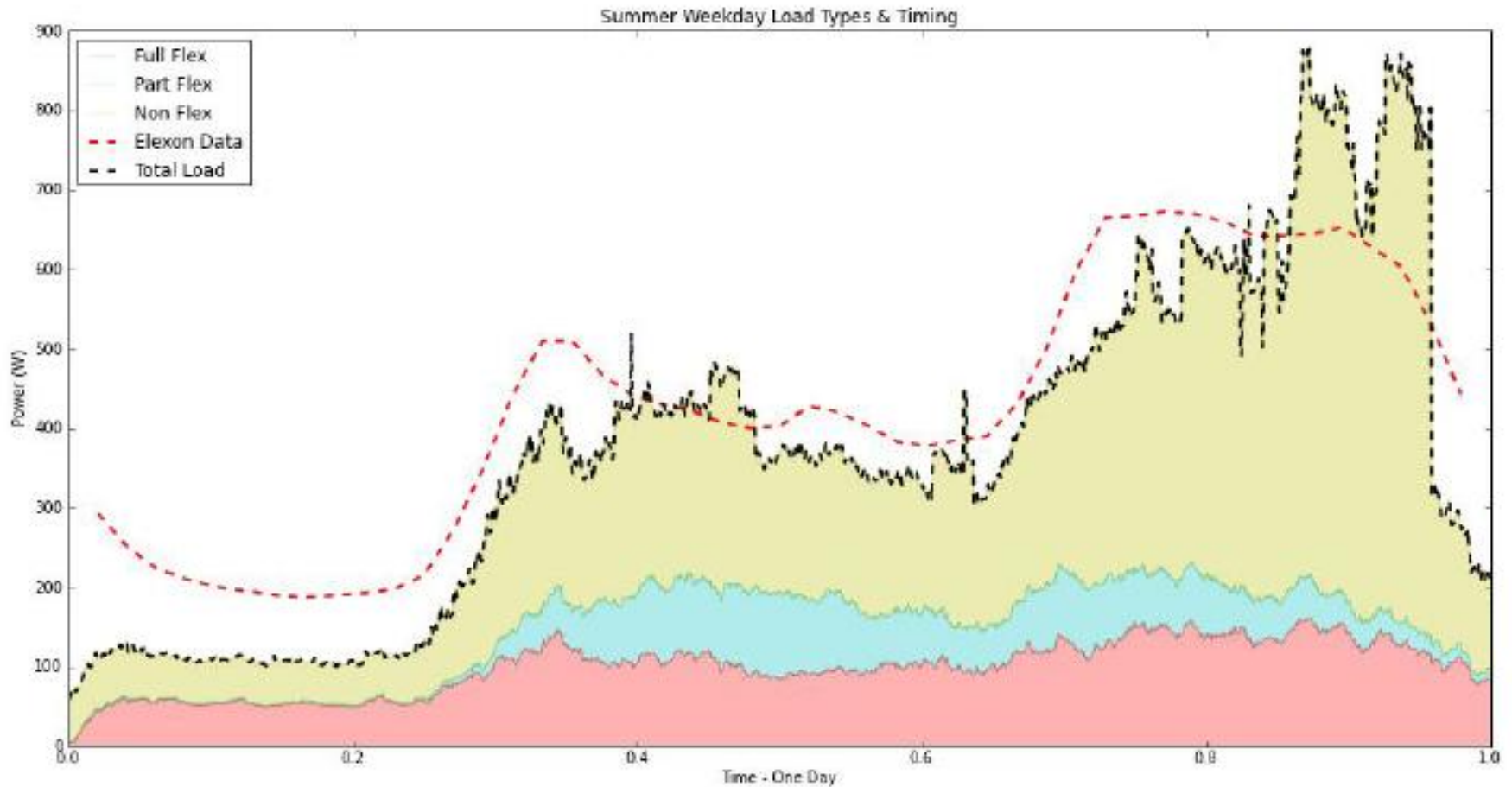
- Portfolio level view
- Quality of Service Monitoring
- Performance monitoring
- Energy advisory
- TOU tariff management
- Occupancy based scheduling
- C-B-E (Comfort, Balanced, Economy)
- Weather compensation
- Remote control
- Usable UI
- Calling for heat/cooling
- Stand alone control
- Basic energy saving
- Market specific configuration
- Delivery of heating/cooling
- Control of firing
- Internal temperature regulation
- Safety

PassivEnergy

A whole home services platform

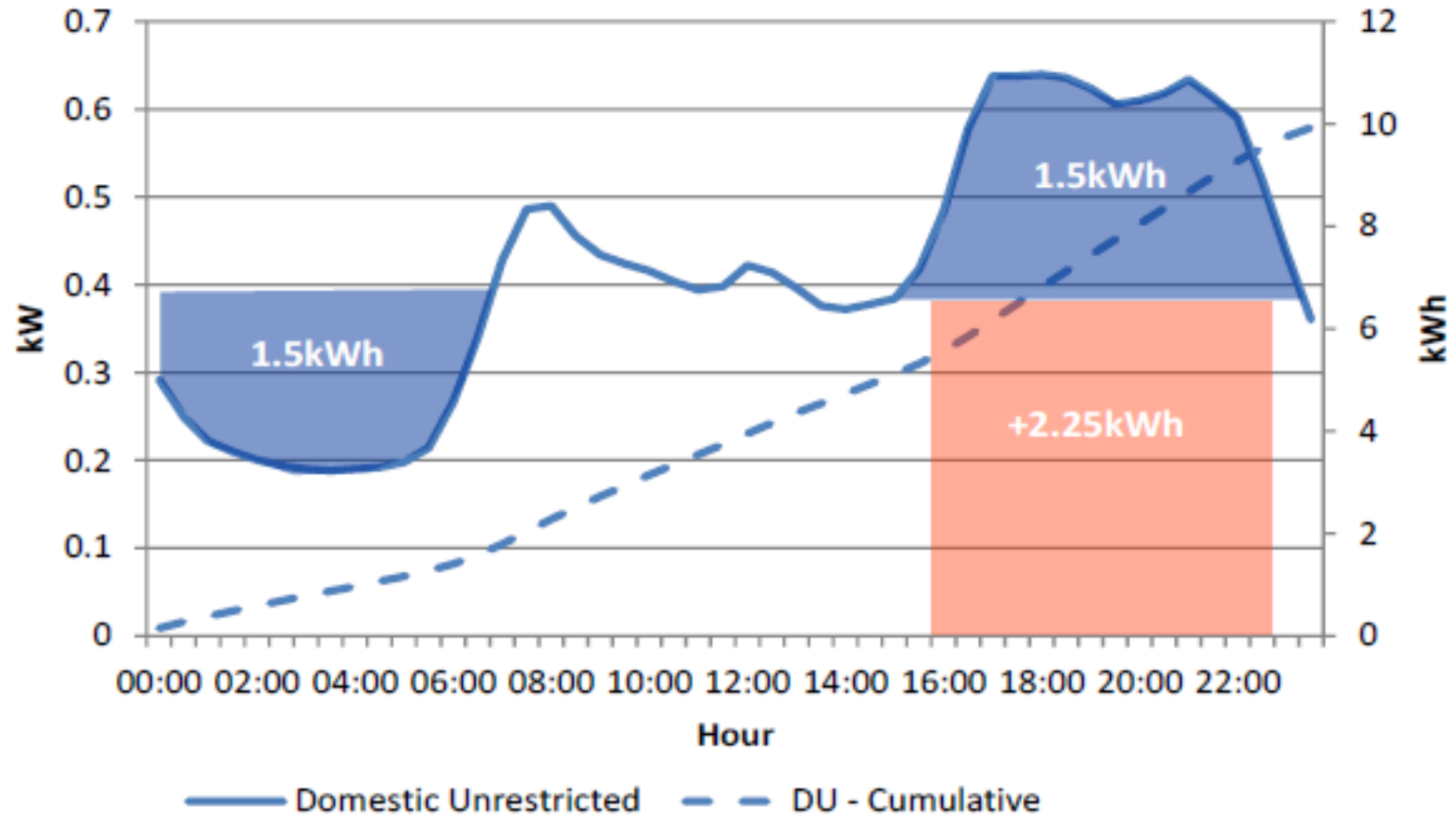


Domestic Demand Model

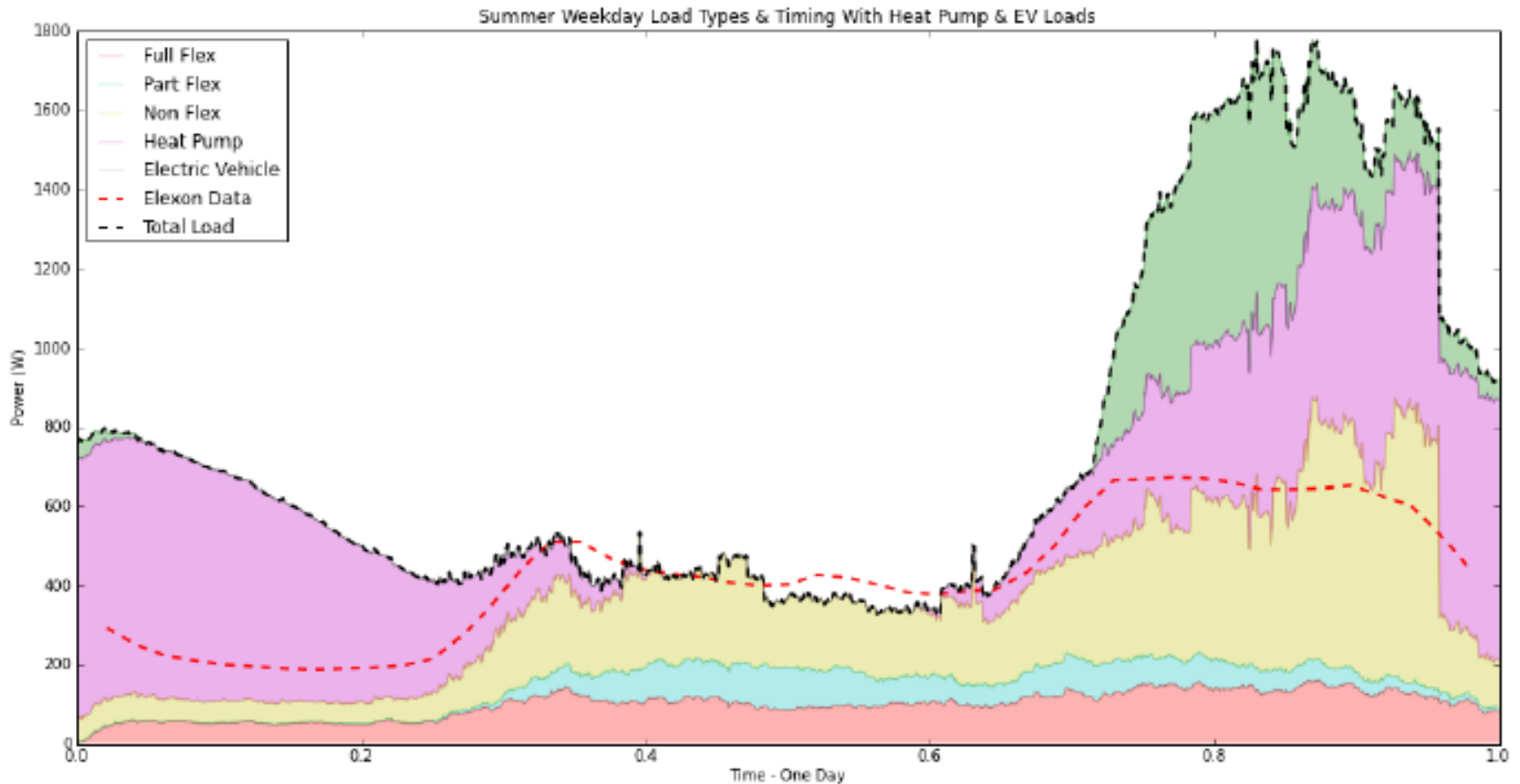


Using Storage

Electricity Storage - Removing Peaks



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**

PassivSystems Ltd

Medway House, Newbury Business Park
Newbury, Berkshire RG14 2PZ, United Kingdom

Tel: +44 (0) 1635 525 050 **Fax:** +44 (0) 8082 800 490

Email: ian.rose@passivsystems.com

Thank you

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Smart Energy

Smart Home

Smart
Balancing

Smart Data