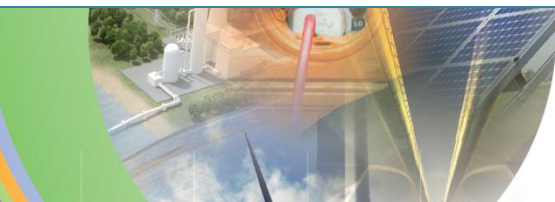


“How-to-Guide for Smart Grids in Distribution Networks”
12-13 September 2012
Dublin, Ireland

Smart Grid Roadmap Development
Global Experiences & Lessons-Learned

Dr Bartosz Wojszczyk

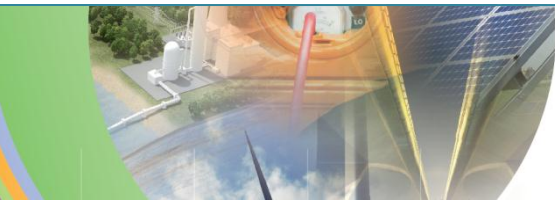
Managing Director, Global Growth & Strategy
GE Energy



Key Lessons-Learned...

NA, LA, APAC, Europe: utility, regional, country level

- ✓ ... different level of complexity and deployment details
- ✓ ... large diversity of „why, what, how, when“... stakeholder specific
- ✓ ... it is not an engineering or design document
- ✓ ... centered around added value, customer and market
- ✓ ... the main purpose is NOT to define (or select) technologies
- ✓ ... solution approach based on technical functionalities - justified through business case
- ✓ ... practical approach vs. unrealistic expectations
- ✓ ... art of the “compromise” and “disciplined execution”



Key Lessons-Learned...

NA, LA, APAC, Europe: utility, regional, country level

What It should be...

- ✓ Document with strategy and execution blueprint for technical performance (energy infrastructure value) empowerment (customer value), growth, innovation and job creation (economic/"stakeholder" competitiveness) – **BIGGER, FASTER, BETTER**
- ✓ Document defining (high level) **practical steps of "why, what, how, when"**
- ✓ **"Top-Down" approach** not "Bottom-Up" (scalability, interoperability)
- ✓ **Direction justified by "business case"** (prioritization, risk management, penetration level)
- ✓ Within existing and new "marker/regulatory" frameworks
- ✓ Change management (approaches, processes, etc.)



Key Lessons-Learned...

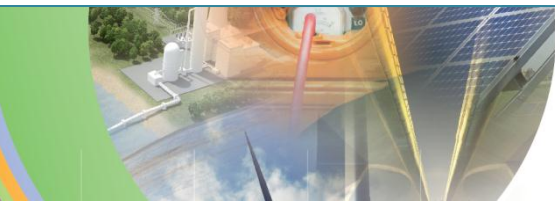
NA, LA, APAC, Europe: utility, regional, country level

What It should be...

- ✓ Document with strategy and execution blueprint for technical performance (energy infrastructure value), empowerment (customer value), growth, innovation and job

...BUSINESS PLAN for a “business start-up”...
(without P&L, balance sheet, etc.)

- ✓ Direction justified by “business case” (prioritization, risk management, penetration level)
- ✓ Within existing and new “marker/regulatory” frameworks
- ✓ Change management (approaches, processes, etc.)



Key Lessons-Learned...

NA, LA, APAC, Europe: utility, regional, country level

Process ...

