

Smart Energy Management Business Model

SMARCTIC is bringing smart energy management to remote regions

This business model is the result of the SMARCTIC partners' experiences implementing innovative energy pilots that improve energy efficiency, share energy data and encourage behaviour change to enhance their regions' capacity to delivery energy efficiency solutions

Vision

What is the ultimate goal of the Smart Energy Pilot?

- Increasing energy efficiency in rural and remote areas
 - Increasing the use of renewable energy
 - Testing, validating and improving the Smart Energy Management Model
 - Encouraging energy use awareness and behaviour change to reduce waste
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Key Partners

- Identify a "champion" of the pilot/energy community, if possible, to ensure longevity
 - Local authority facilities management
 - Facility/Building Managers
 - Energy bill payers
 - Technology suppliers/installers
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Key Objectives/ Activities

- Defining an action plan with all components, resources and goals identified
 - Establishing baselines, i.e., current state in terms of energy use and efficiency
 - Identifying the amount and type of technical knowledge needed to set up, implement and maintain the pilot
 - Choosing the appropriate buildings/settings that will benefit from the pilot
 - Installing appropriate and relevant smart metering sensors & other technology
 - Setting up an Energy Management System, or other monitoring and data dashboard solution, with access for relevant stakeholders
 - Data analysis based on historical, sensor-provided and predictive data turned into actions or recommendations
 - Regular discussions, workshops, demos for stakeholders
 - Educating and engaging the public
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Value Propositions

- Creating an "energy community" from disparate buildings/organisations allows for increased awareness, knowledge sharing and economies of scale.
 - Establishing an integrated ecosystem of tools/data as a basis for development of smart energy solutions
 - Educating those in decision-making positions about the benefits of the pilot and how it could be expanded upon to increase energy efficiency further
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Customer (User/Stakeholder) Relationships	<ul style="list-style-type: none"> Engagement and regular meetings with stakeholders are essential to building the energy community and ensuring long-term engagement
Customer (User/Stakeholder) Segments	<ul style="list-style-type: none"> Building owners and managers, who benefit from discussing common problems, learning from the experience of others, etc.
Key Resources	<ul style="list-style-type: none"> Commitment from those responsible for the public buildings is essential Some investments in sensors, energy management software and display technology are needed Access to energy and ICT expertise and advice
Messaging/ Channels	<ul style="list-style-type: none"> Stakeholders should be identified and engaged with right at the beginning of the project Energy Management Systems transform data from sensors and other sources, into actionable information managers can use to manage their energy usage Making some data available in a consumable format for the public increases support, engagement and learning, and helps encourage future investment
Cost Structure	<ul style="list-style-type: none"> Key costs are in purchasing and maintaining sensors, other equipment and energy management systems Costs of maintaining the system long-term must be considered in the early stages Cost/benefit analysis done over time will confirm the value of this short-term investment into long-term financial and environmental gain
Revenue Streams	<ul style="list-style-type: none"> Savings in energy costs will accrue over time; energy management systems have budget tracking facilities Explore public funding for pilot expansion or extension possibilities Behavioural change “revenue” goes beyond the scope of the actual pilot, as participants bring their changed attitudes and habits to other areas of their lives
Growth Opportunity	<ul style="list-style-type: none"> Successful pilots can be expanded, e.g., to include additional buildings or energy producers, or can replicated elsewhere
