



presentano

WORKSHOP

APERTURA MERCATO MSD E PRODUTTORI
DI ENERGIA:
UN'ANALISI DELLE OPPORTUNITA'

MILANO

03 OTTOBRE 2018

SALONE D'ONORE - TRIENNALE DI MILANO

In collaborazione con:

ABB



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Global Integrated IPP



Digital Green Utility



Balancing Responsible Party
Advanced Power Trader



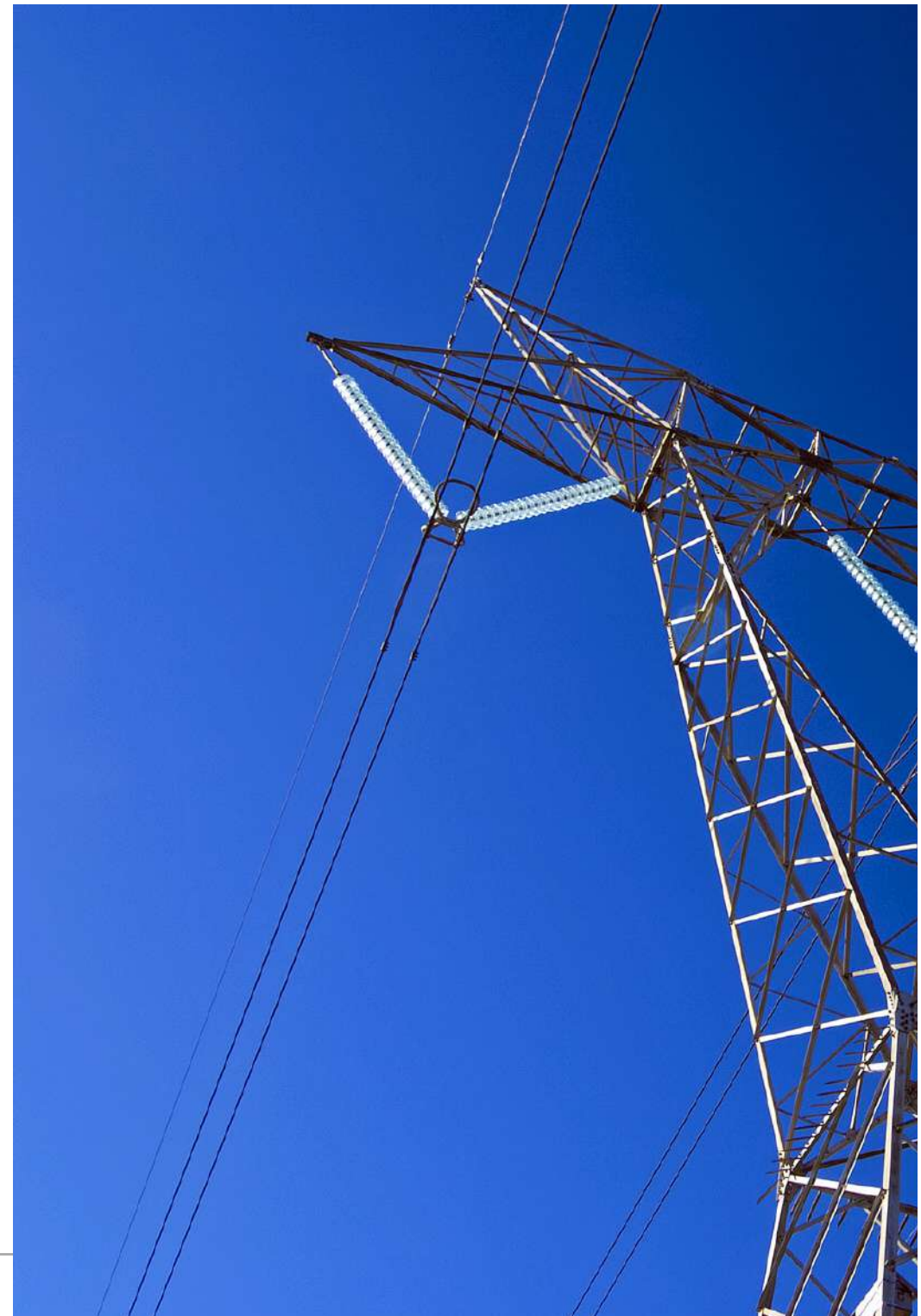
Energy Mobility Provider
Mobility Service provider



EV Corporate
car sharing

KEY NOTE

The energy systems are becoming cleaner and increasingly decentralized, with energy generated, stored and distributed through the acceleration of renewables, digital and storage technologies; digitalization allows customers and electricity system operators to control where, when and how electricity is being used and new and more energy uses are going to be electrified with e-mobility.



Who we are

Be Power is Digital Green Utility (DGU) a pioneering business model based on the powerful **synergies** between **renewable energy** and **mobility market**.

The model aims to integrate the Energy trading activity on the power market as Balancing Responsible Party (BRP) and the construction of a nationwide public network of EV charging stations to sell energy to Electric Vehicles and balancing supply and demand on the grid.

In real time, at scale.



Our Business

Be Power is an energy platform working on an innovative value chain: from the **virtual generation** to the **energy as service**.

From software to control energy exchange, to electric mobility and fast charging infrastructure.

Be Power **serves new customers**, the EV drivers, and generate new value offering solutions with a particular focus on flexible services as **Demand Response** and **Vehicle to Grid**.

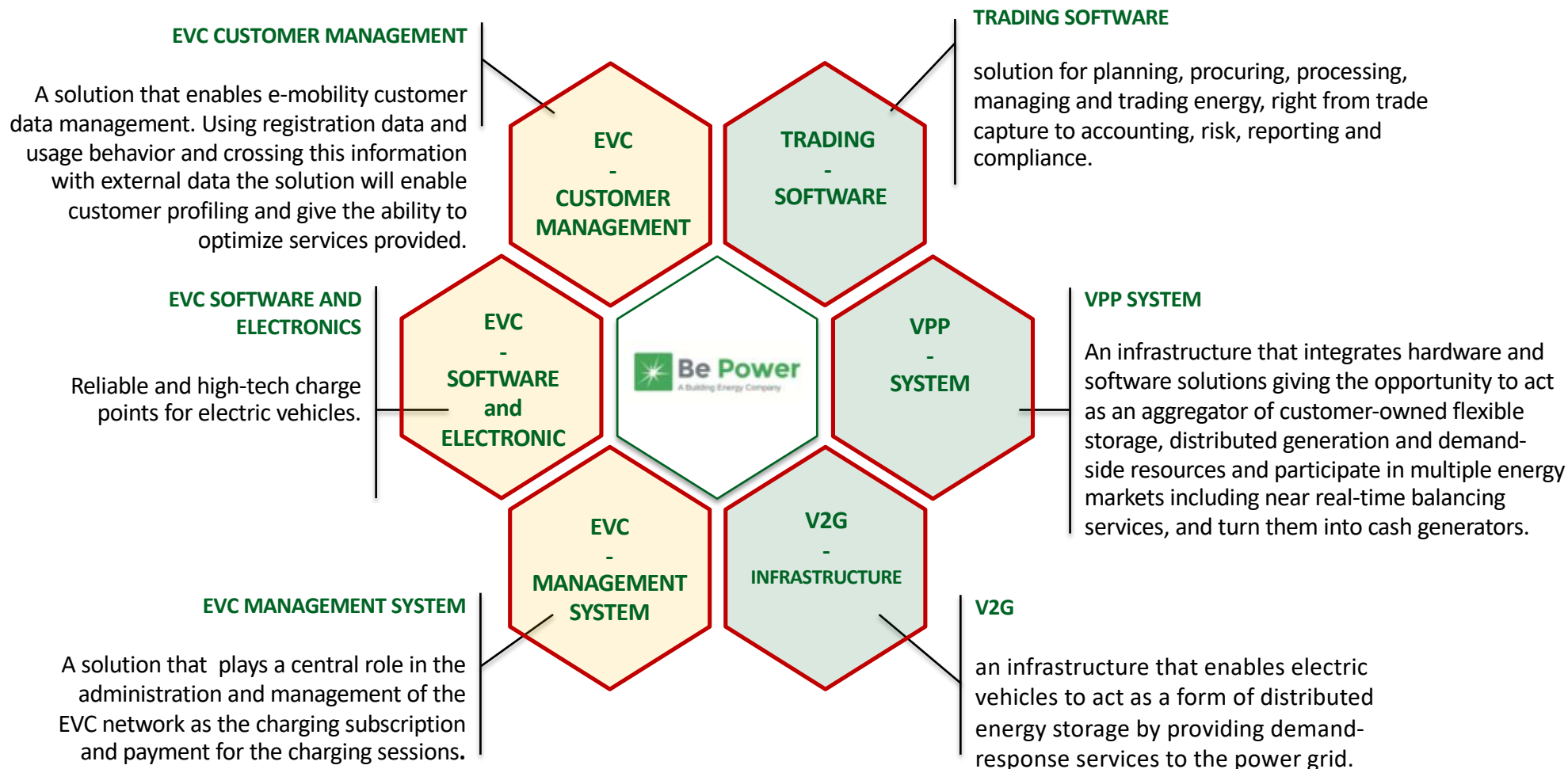
Be Power changes the paradigm of the energy industry, working on new market segments in a new power economy.



‘having access to a whole lot of data’, and more importantly doing something useful with it

Key Words:

Energy as service | New customers generation | Demand Response



09:30 – 10:00: Registrazione

10:00 – 10:10: Be Power Welcome - Paolo Martini

10:15 -10:45 - Apertura MSD: modelli di business, aggiornamenti normativi e di mercato – Massimo Andreoni (Fichtner)

10:45-11:00 Esperienze e case study in Italia: un caso concreto – Roberto Colicchio (Be Power)

11:00 – 11:15 L'infrastruttura tecnologica per la partecipazione al MSD – Enrico Mantero (ABB)

11:15-11:25 Indagine FIRE sull'evoluzione del mercato elettrico, apertura del MSD ai piccoli utenti, demand-response e contratti PPA - Stefano D'ambrosio (FIRE)

11:30 – 13:00: Tavola rotonda dal titolo “Apertura mercato MSD: quali opportunità per i produttori di energia?”

Moderatore: Salvatore Lima – Ideatore e gestore portale informativo **powernews.eu**



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Salvatore Lima
Power News

Business Model at Glance



Digital Green Utility: The Energy Platform



4Energia as technology trader connects power plants, CoGe and storage to markets and services

Revenue streams:
Power Sales
Grid Services (DR)

4Energia sells energy to BeCharge

Be Charge is rolling out its nationwide public network of EV charging stations

Revenue streams:
Recharge Sales
Service Fees

Be Charge sells energy and charge services to the Electric Cars (Public and Corporate)

Final customers buys energy and charges services. In the near term the battery of the cars will be used as energy storage by 4Energia offering services to the grid in Demand Response

Revenue streams:
Grid Services (DR)





www.buildingenergy.it

www.bec.energy

Be Power is a Building Energy company

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