

Smart energy management brings savings and new revenue streams to retail

Tieto Distributed Energy Solution (DES)

tieto *EVRY*



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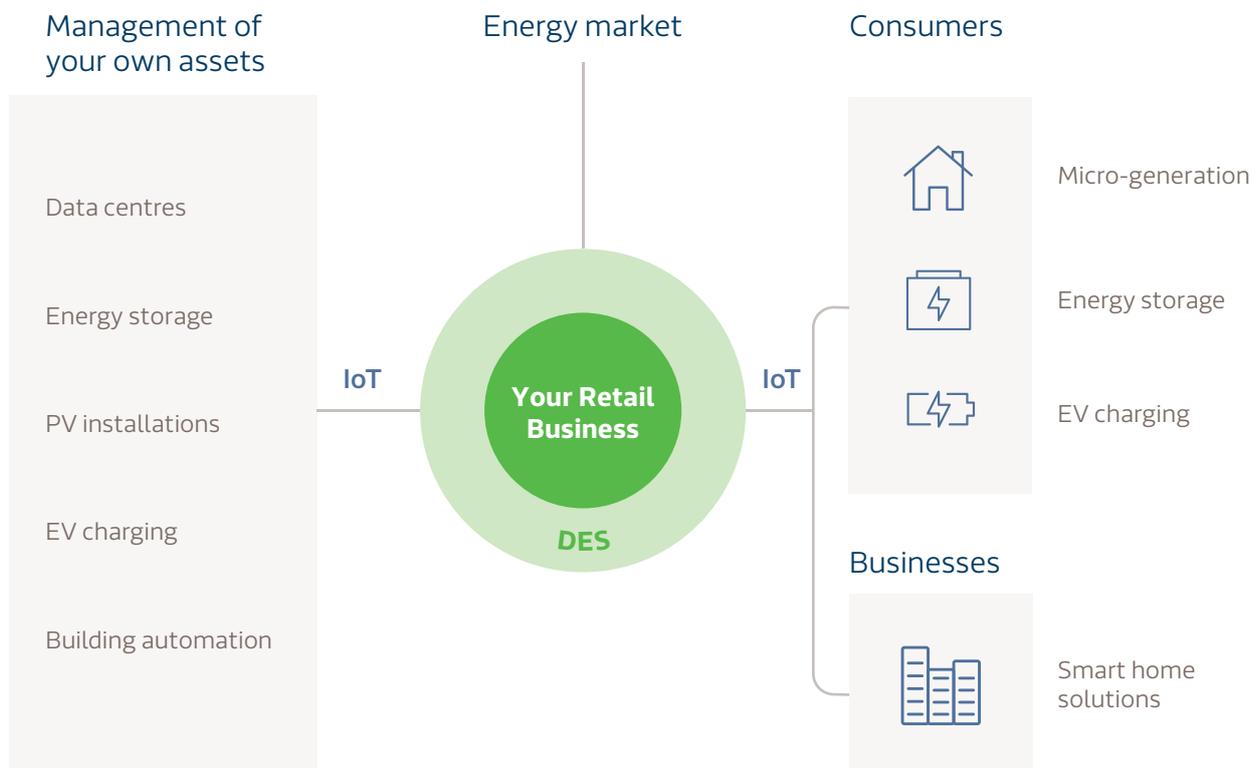
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Executive summary

The energy revolution and opening energy markets are creating new opportunities for the retail industry to introduce new efficiencies in their own energy management while complementing their traditional offering with new consumer-oriented services for increased revenue.

The market will be revolutionised in only a few years. With new opportunities to manage energy usage, use consumer-targeted energy services as a new revenue source and easily participate in energy markets, businesses can turn energy into a new revenue generator. Now is the right time for retailers to grab consumer market share using smart technologies.



1. With DES, you will extract the maximum benefit from optimally managing your in-house energy generation and consumption.
2. You have the opportunity to engage your customers through managing their energy consumption and providing new services, thereby leveraging your customer base and loyalty programmes for new revenue.
3. DES aggregates the capacity of your managed assets and those of your customers, making it possible for you to trade on the energy market.

Smart, energy-conscious retail operation

Most of the energy consumption of retail businesses is divided between offices, stores, distribution centres and transport. To reduce energy consumption, energy-intensive areas such as lighting, heating, ventilation and air conditioning are the first to look at. Adding renewable energy sources to the power mix contributes to larger operational savings while diversifying the energy portfolio, mitigating price risks and contributing to lower greenhouse gas emissions.

To achieve significant improvements in on-premise energy efficiency and flexibility, the solution will be a mix of different forms of energy and technology that must be centrally managed by a digital management layer using IoT connectivity. In addition to energy efficiency and sustainability, smart energy management enables real-time, use-based optimisation of the buildings' environmental conditions and improves the user experience of the people using the facilities.

Engaging consumers with sustainability

By smartly controlling heating, ventilation, lighting and other energy consumption, smart energy management will, besides savings, provide a positive contribution to brand development. Consumers are becoming more and more environmentally aware and require those with whom they do business to act responsibly.

Meeting the climate targets requires a holistic transformation in the way energy is produced and used. Businesses need to increase the portion of renewable energy, improve their energy efficiency and digitalise energy management in major steps.

Automated management of micro-production and storage at industrial and commercial buildings will enable maximum use of carbon-free energy at the lowest possible cost while enhancing the retailer's brand.

With real-time automated energy optimisation, you will realise savings throughout your asset base while reducing your environmental impact.

New services for new revenue

The fundamental shift from fossil fuels towards renewables, and the distribution of energy resources such as micro-production assets, electric vehicles and energy storages are opening up new opportunities and business models for the retail industry. Digitalisation of the energy system enables total system management where active customers with controllable energy resources become a seamless part of the energy system.

As the world moves towards renewables and greener energy sources, you can expand your business offering to smart services and create new earnings by utilising distributed energy resources in your operations. Working in an ecosystem of external service providers, you can help your

end-customers understand and contribute to the future of green energy with services such as smart home and building applications.

Leveraging your existing customer base and customer commitment, you can optimise energy consumption and manage demand peaks, thereby potentially avoiding the purchase of expensive peak power.

With TietoEVRY's Distributed Energy Solution, you get a holistic, real-time overview of your operations, so you can see how to optimise them and generate new revenue streams. The initial investment in systems to be installed in consumers' homes can be covered from service fees and efficient energy management.

The transforming energy markets allow you to become a service provider with a diversified, attractive service portfolio that improves customer commitment and boosts the sale of new services.

Additional benefits from energy trading

DES is an enabler to aggregate assets that can be offered to reserve markets through demand response. The most easily monetisable value comes from optimised energy trading and ancillary markets.

Besides helping you optimise your own energy management and allowing an expansion of your services towards your customers, you can also contribute to your bottom line through efficient participation in the energy trading market.



Business benefits summary

A woman in a dark blue business suit and light blue shirt is looking at a tablet computer. She is standing in a library or office with bookshelves in the background. The lighting is warm and the scene is slightly blurred, focusing on the woman and her device.

DES provides your business with benefits in three domains.

- **Managing your own assets.** Providing real-time bird's-eye visibility into your entire asset base, DES helps optimise your energy management.
- **Creating new consumer services.** Connecting and aggregating participating consumers' assets, with efficient management, enables a better customer experience through new services, thereby improving your company image, customer retention and customer commitment.
- **Trading enablement.** Aggregating your own and your customers' managed assets, DES enables participation in the energy trading market for additional income.

What is DES?

TietoEVERY's Distributed Energy Solution is a cloud-native, modular SaaS solution for automated digital management of the whole value chain from energy production to consumption.

It provides a unified energy management solution and opens new revenue streams. With a wide range of possibilities, it enables a better customer experience, thereby improving the retailer's company image, customer retention and customer commitment. DES also enables participation in the energy trading market.

Onboarding and pricing

TietoEVERY helps you all the way from defining the vision to running the business platform. This includes shaping the scope of end customer services and targets, piloting, implementing and running daily platform operations.

With a scalable pricing model, DES optimises new services operation from the start, and the service will immediately deliver business results with benefits growing stronger over time.

What next?

Get in touch with us to get started on a business that ensures the continuity of your consumer business in the face of the ongoing market revolution.

TietoEVRY creates digital advantage for businesses and society. We are a leading digital services and software company with local presence and global capabilities. Our Nordic values and heritage steer our success.

Headquartered in Finland, TietoEVRY employs around 24 000 experts globally. The company serves thousands of enterprise and public sector customers in more than 90 countries. TietoEVRY's annual turnover is approximately EUR 3 billion and its shares are listed on the NASDAQ in Helsinki and Stockholm as well as on the Oslo Børs. www.tietoevry.com

For further information, please contact

Matti Seppanen

Head of New Energy Business, TietoEVRY

Mobile: +358 400 422 556

E-mail: matti.seppanen@tietoevry.com

tieto *EVRY*