

Energy Revolution

The confidence of knowing you're getting the power you need, when you need it, without interruption – at the lowest possible reliable cost.



WELCOME TO THE ENERGY REVOLUTION

Traditionally, the conversation about electricity has focused on price. But today's energy world is becoming more complex, with growing demands from customers, grid operators, regulators, and environmentalists. To meet these challenges requires a new dialogue that shifts the emphasis from managing price risk alone, or what customers pay for power, toward managing price and quantity – how and when they use it. At ENGIE, we believe making that transition can help them manage the entire energy spend, ensuring that we can provide a dependable supply of power, at a reliable price, with the smallest possible environmental footprint.



Why do we need an “Energy Revolution”?

Over time, power systems have focused on building large-scale, expensive infrastructure to address concerns over costs, supply, and environmental impact. So utilities and regulators – and society in general – looked to the three traditional pillars of electricity for solutions: generation, transportation, and distribution. But in doing so, the industry has missed the opportunity to tap the greatest resource of all: customers. The Energy Revolution seeks to put customers at the center of a new discussion that redefines value by providing the tools, data, and resources they need to make better, smarter decisions about costs and consumption.

What are the core components of the Energy Revolution?

There are three: 1) Decentralization, in which production of electricity occurs not solely at a single centralized location (a power plant), but on the “fringe of the grid” where customers have the technologies and information they need to actively participate in storing and generating power; 2) Digitization, in which data is converted into a digital form so it can be easily accessed to enable providers to offer more customer-centric products and services; and 3) Decarbonization, which reduces the environmental impact of generating and consuming power. The Energy Revolution seeks to make customers an integral part of those processes by focusing on both price and quantity.

Why is linking price and quantity important?

It’s a matter of conscious consumption. If we can help customers become more conscious of how and when they consume energy – using less power at peak times, for example – we can help them reduce both their usage and their total energy spend. In doing so, we can ease stress on the grid, improving reliability and leveling load patterns; help foster integration of renewable energy into the grid, thus supporting a lower-carbon future; and promote society’s larger goals of conservation, efficiency, and environmental responsibility.

How can you help customers make that connection?

The key is offering the tools and resources that empower customers to make better, smarter decisions about price and quantity. These should provide them information that matters about their consumption; in a form they can understand; in real time; and that links price and quantity in a way that not only encourages them to take action and curtail usage but also easily demonstrates how (and why) that is necessary and beneficial.

Do the necessary tools and resources exist?

We are seeing a proliferation of devices at the fringe of the grid – such as rooftop solar, smart thermostats, and batteries – that allow customers to generate or store power at their own sites or identify their usage patterns by criteria such as time of consumption and appliance. While that information has tremendous value, it is largely one-way; that is, the responsibility for optimizing or assessing its value is left with the customer. The Energy Revolution seeks to leverage that value by determining methods in which the data can be shared with and analyzed by retailers, who can then apply their expertise and knowledge to communicating better, smarter generation and consumption strategies back to customers.

How does all of this translate to greater value for energy market stakeholders?

It will result in predictable supply, predictable prices, no blackouts or brownouts, and more efficient integration of renewables into the grid – meeting the demands of regulators, grid operators, customers, businesses, and environmentalists. As such, it will also ensure security of resources, cost reliability, and a minimized impact on our planet. But to make it happen, we must better engage and partner with customers to make them a key participant in the process. At the end of the day, that is what the Energy Revolution is really all about.

