

Global Utilities Procurement, Energy Management & Efficiency Forum

Optimizing your energy strategy to Changing Markets Fighting Price Volatility while meeting Sustainability Objectives

23th – 24th
May 2019
Amsterdam
the Netherlands

- Beyond strategic sourcing to category management
- European Utility Supply Chain Sector Challenges: Risk, Commodity Price Volatility and Skills Development
- Benchmark your e-systems strategy against other market players
- Maximise automation to minimise exposure to human-error
- Competitive bidding requirements and solutions in Energy Markets
- Risk Mitigation – As a main tool for Procurement Performance

Speaker's Board



Paul Massara
CEO
Electron



Dr Steven Driver
Global Energy Program
Manager
Sanofi



Thomas Sauer
President & CEO
NEXXERGY Green Power



Wendi Wheeler
Energy & Carbon Strategy
Manager
Network Rail



Kaspars Osis
CEO & Chairman of the
Board
RCG Lighting



Juan Rico
Head of Energy Sector
Atos



Nicolás Azpilicueta
Global Category Manager
Novartis



Syndi Kohuska,
Global Manager Energy &
Utilities
Danone



German Hernando
Head of Energy Management
Grünenthal GmbH



Lorenzo Innocenti
Energy Manager
Gruppo Granarolo



Nirmal Kotecha
Dir of Capital Programme &
Procurement
uk power networks



Torben Schuster
VP - Insights Driven Energy
Solutions
Capgemini



Dr Ali Sheikh,
Energy Solution Specialist
Siemens plc



Kam Singh
Director of Energy
CBRE



Olli Harkonen
Manufacturing Excellence
Dir Energy
Oy Eessy



Steven Fawkes
Founder and Managing Partner
EnergyPro

8:30 Registration and Coffee

9:00 Opening Address from the Chair

Success stories - Most effective buying strategies

09:05 Case Study

Integrated Approach for Energy, Utilities and Carbon Management

- Centralised sourcing, risk management and project development
- Decentralised operational and regulatory follow-up

Available slot

09:45 Case Study

From Energy Risk Policy to Tactical Implementation of your purchasing strategy – a business case study

- Reviewing Pan European Strategy Alternatives
- Turning a risk policy into country specific purchasing strategies
- Living calculation of an example risk profile with key considerations

Kam Singh

Director of Energy

CBRE

10:30 - Morning Coffee and Networking Break

11:00 Case Study

Industrial Energy Efficiency Trends & Predictions

- Energy Trends in Industry in the EU
- Energy Efficiency Policies in the Industrial Sector
- Designing an Effective Energy Efficiency Policy Mix for the Industrial Sector

Nicolás Azpilicueta

Global Category Manager

Novartis

Regional Overview : European Energy Markets

11:45 Case Study

Dealing with Different European Countries - Major Risks & Specifics

- The EU is still far from united If it comes to energy buying - It depends on local energy market
- Dealing with Price Difference
- Cultural Difference in Business World

German Hernando

Head of Energy Management

Grünenthal GmbH

12:30 Business Lunch

13:30 Coffee and Networking Break

14:00 Case Study

Distributed energy grid optimisation

Paul Massara

CEO

Electron

14:45 Case Study

Overview of Energy Purchasing Options

- Fixed purchasing
- Flexible purchasing
- Collective purchasing products

Syndi Kohuska,

Global Manager Energy and Utilities

Danone

15:30 - Afternoon Tea and Networking Break



16:00 Case Study

Potential of intelligent automation and analytics along the energy procurement end-to-end process

Real use-cases in the area of weather/demand forecasting, automated/algo trading, trading supervision and automated mid and back office processes.

Torben Schuster

VP of Insights Driven Energy Solutions

Capgemini

16:45 Case Study

The role of procurement towards risk mitigation and yielding investment returns

Thomas Sauer

President & CEO

NEXXERGY Green Power

PANEL DISCUSSION

Carbon Trading and its impact on Energy Prices

- How does Emission Trading Impact contract choices and energy costs?
- Monitoring of EU carbon credit prices – what will happen in Future?
- Beyond Kyoto - what comes after?

17:30 Chairperson's Closing remarks and End of Day One

8:30 Registration and Coffee
9:00 Opening Address from the Chair

Energy Management & Efficiency

09:10 Case Study

Combating High Energy Prices & Costs by Reducing Energy Consumption in Energy Management & Efficiency Section

- Measuring Energy Consumption at different sites and plants what are the tools?
- Managing Energy Consumption to improve forecast
- Reducing the energy volume without reducing the comfort of your operations
- Sharing Best Practices in Energy Efficiency

Lorenzo Innocenti
Energy Manager
Gruppo Granarolo

09:50 Case Study

Energy Performance Contracting – A best practice approach

- Systematic approach – the wheel of success
- Tackling the barriers
- A case study

Dr Ali Sheikh,
Energy Solutions Specialist,
Siemens plc

10:30 - Morning Coffee and Networking Break

11:00 Case Study

Aligning Procurement Strategy with the Business Strategy

- Mapping the correlation between the regulatory: Business & Procurement strategy
- Framing the strategic role of procurement in a Regulated business
- Developing a Governance Framework to ensure alignment
- Executing the procurement strategy
- Ensuring benefits realisation through Contract and Supplier Relationship Management

Nirmal Kotecha,
Director of Capital Programme & Procurement,
UK Power Networks

Digitalization and energy efficiency

11:45 Case Study

Distributed Energy Resources and its management through collaborative environments

- Energy assets interoperability
- Participation of new actors in energy ecosystem
- Improving local management of resources to support grid optimization
- Support the participation of new actors through innovative business models

Juan Rico
Head of Energy Sector
Atos

12:30 Business Lunch
13:30 Coffee and Networking Break

14:00 Case Study

Articulation of hedged energy blocks in conjunction with demand response initiatives.

- Facilitation of an energy supply, demand, and greenhouse gas strategy
- Review of a centralized vs. decentralized energy management approach
- Articulating hedged energy blocks with site operations
- Coordination of Demand Response and Curtailment initiatives
- Implementation and Maintenance of the Sustainable Commissioning concept

Dr Steven Driver
Global Energy Program Manager
Sanofi

14:45 Case Study

Lighting as a Service (Laas) and its implications on electricity procurement

- Improved consumption pattern
- Peak-load shaving
- CO2 reduction etc

Kaspars Osis
Chairman of the Board
RCG Lighting

15:30 - Afternoon Tea and Networking Break



16:00 Case Study

Building a global e-procurement structure across boundaries

- E-Procurement Really Works
- Cost Reduction
- Challenges to e-Procurement Implementation

Wendi Wheeler
Energy & Carbon Strategy Manager
Network Rail

Competitive bidding requirements and solutions in the area of energy

16:20 Making Energy Efficiency more investable

- The growth in interest in energy efficiency from investors
- The need for aggregation and standardisation
- The latest tools including the Investor Ready Energy Efficiency & the EFIG Underwriting Toolkit
- Creating a real market for energy efficiency through metered efficiency

Steven Fawkes
Founder and Managing Partner,
Energy Pro

17:00 Chairperson's Closing remarks and End of Conference

Utilities Procurement, Energy Management & Efficiency Forum

23th – 24th May 2019

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Conference Fee

- ☐ **Full Pack:** 2499 EURO - 2 days conference + online documentation
- ☐ **Speaker Pack:** 3999 EURO - 1 day conference + online documentation
- ☐ **Doc Pack:** 599 EURO - Unlimited online access to all presentations of the conference

TECHNOLOGY SHOWCASE:

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