



Open Utility

Local flexibility market platforms

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Open Utility

Taking local energy markets global

- Piclo® is an online marketplace for local energy and flexibility trading
- Peer-to-peer matching technology licensed to energy suppliers across UK, Italy and Netherlands
- Partnered with UK Power Networks, 2nd DNO partner announced soon



Plan: a peer-to-peer marketplace

Original idea: households to **opt-out of traditional supply** and buy energy directly from their neighbour's solar panels.

BUT

- Not many residential smart meters and are not half-hourly settled
- Customers can't "opt-out" of normal supply arrangements (without significant regulatory and legislative changes)



Pseudo peer-to-peer marketplace

We pivoted our model:

- Currently Half-hourly settled business customers only
- Delivered in partnership with licensed energy suppliers
- Launched Selectricity with Good Energy



Introducing the local flexibility marketplace

Starting from first principles: how can you create a true marketplace:

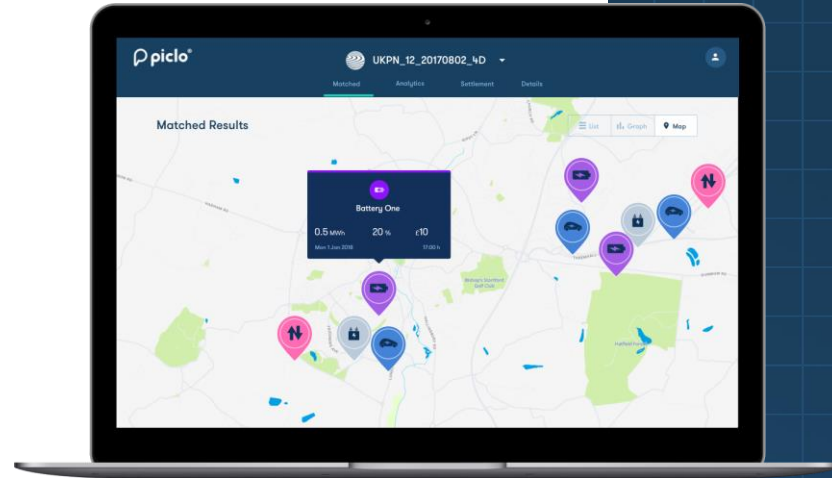
- Focus on a new and growing part of the industry
- Needs to provide clear financial value to participants



Piclo[®] Flex overview

Online marketplace for flexibility trading

- Transparency and visibility of flexibility tenders
- Lowering barriers for flexibility providers
- Streamlined contracting, setup and payments



Thanks for listening!

