

FLEXERGY

Deliverable DV14 - Reformulation of Business Plan for Energy Storage

Activity 6:

Dissemination, communication and results exploration

Editor:	Ismael Miranda
Dissemination level: (Confidentiality)	Confidential
Suggested readers:	Business Unit Managers, Product Managers
Version:	01.00
Total number of pages:	6
Keywords:	Energy Storage, eHUB

FLEXERGY ABSTRACT

The FLEXERGY project aims at the development of an advanced management solution, highly innovative and provided of artificial intelligence, for the management of assets of battery energy storage systems, integrated with renewable energy sources or for application within a microgrid

FLEXERGY is a project co-funded by:



UNIÃO EUROPEIA
Fundo Europeu
de Desenvolvimento Regional

Document

Name	Deliverable DV14 - Reformulation of Business Plan for Energy Storage	
Document No.	AS21005494	
Revision and Date	1.0	2021-07-15
Project	FLEXERGY	
Made by	Luís Marques	
Reviewed by	Ismael Miranda	
Approved by	Ismael Miranda	
Total Pages	6	

Language Requirements (for non-native English speakers)

In order to fully understand the content of this document, it is therefore recommended that the reader possesses a language proficiency equivalent to B1 level, according to European Language Levels

Disclosure

This document contains information, which is confidential in nature and proprietary to EFACEC, Automation Business Unit, and shall not be reproduced or transferred to other documents or referenced, or disclosed in any manner to any person or used for any purpose other than that for which it is furnished without the prior express written permission of EFACEC

Revisions

Rev.	Date	Comments	Author
0.0	2021-06-03	Document release	Luís Marques
0.1	2021-07-15	Revision	Ismael Miranda

Executive Summary

This deliverable presents the plan for reformulating the energy storage business so that Efacec can aim at improving the economic results and become a key player in this segment. This plan has been designed to take advantage of the outcomes retrieved from the Flexergy project.

The activities performed and described in this deliverable comprise:

- Business plan
- Business development
- Business synergies within Efacec group

Table of Contents

EXECUTIVE SUMMARY	4
GLOSSARY	6
1. BUSINESS PLAN	ERROR! BOOKMARK NOT DEFINED.
1.1 ORGANIZATIONAL CHANGES	ERROR! BOOKMARK NOT DEFINED.
1.2 MARKET ANALYSIS	ERROR! BOOKMARK NOT DEFINED.
1.3 STRATEGIC MARKETS AND BUSINESS SEGMENTS	ERROR! BOOKMARK NOT DEFINED.
1.4 FINANCIAL PLAN	ERROR! BOOKMARK NOT DEFINED.
2. BUSINESS DEVELOPMENT	ERROR! BOOKMARK NOT DEFINED.
2.1 STRATEGY	ERROR! BOOKMARK NOT DEFINED.
3. BUSINESS SYNERGIES WITHIN EFACEC GROUP	ERROR! BOOKMARK NOT DEFINED.

List of Figures

Figure 1 - eHUB approach.	Error! Bookmark not defined.
Figure 2 - Micro-grids market size.	Error! Bookmark not defined.
Figure 3 - Micro-grid management system market size forecast.	Error! Bookmark not defined.
Figure 4 - Micro-grids market segments distribution.	Error! Bookmark not defined.
Figure 3 - Summary of the Financial Plan.	Error! Bookmark not defined.

List of Tables

NO TABLE OF FIGURES ENTRIES FOUND.

Glossary

EBITDA - Earnings Before Interest, Taxes, Depreciation and Amortization

eHUB - Energy Hub

EV - Electric Vehicle

DER - Distributed Energy Resources

PV - Photovoltaic