



**avantsmart**

# **PV and innovation in large companies**

IEA PVPS Workshop on PV Business Models

©Hemma Bieser, avantsmart June 19<sup>th</sup>, 2018

## About avantsmart

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*avantsmart guides companies and organizations through the development of innovative business models.*

*We support our customers in bringing **new technologies** to market and building forward-looking, **sustainable business portfolios** – customer oriented, methodically and practically.*



## PV in multi family buildings

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*Still to be answered:*

- *What is the benefit for the customer?*
- *Who is the driver (the “energy service” company)?*
- *Which is the best technology?*
- *How can you earn money – in a given regulatory framework?*

## SET Plan Action 4: Establish innovation environments for the development of smart services

*2 Living Labs in Austria*

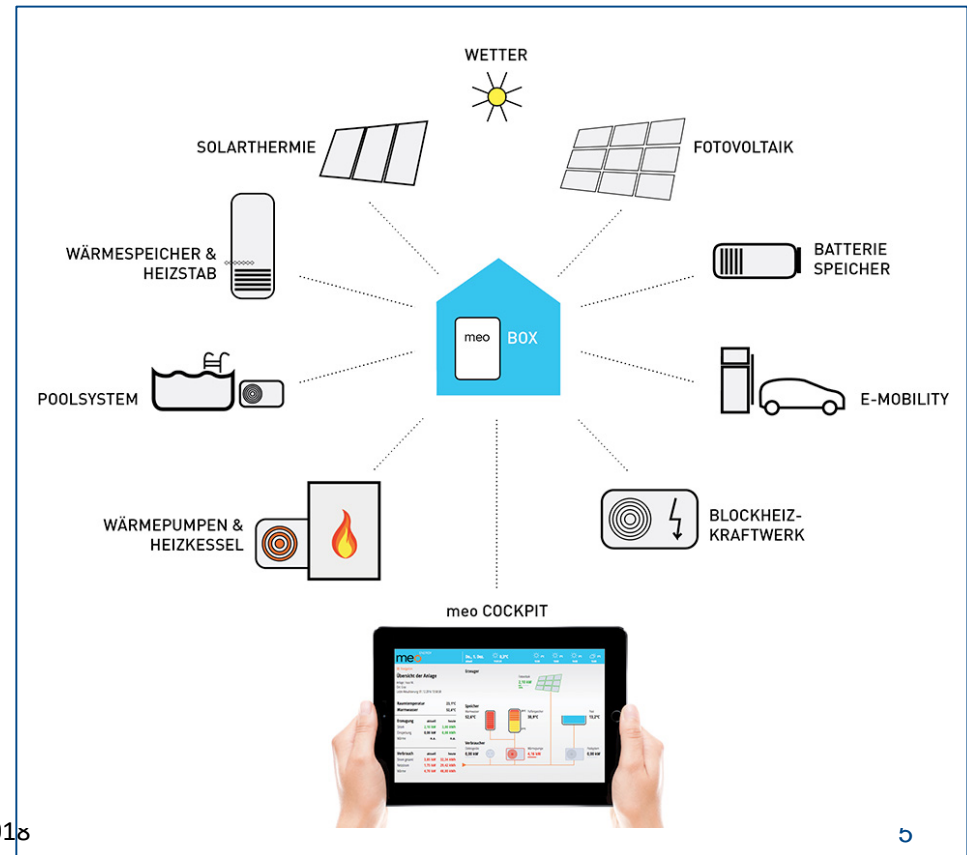
*Focus: User Centered Innovation*



# From PV to intelligent energy management

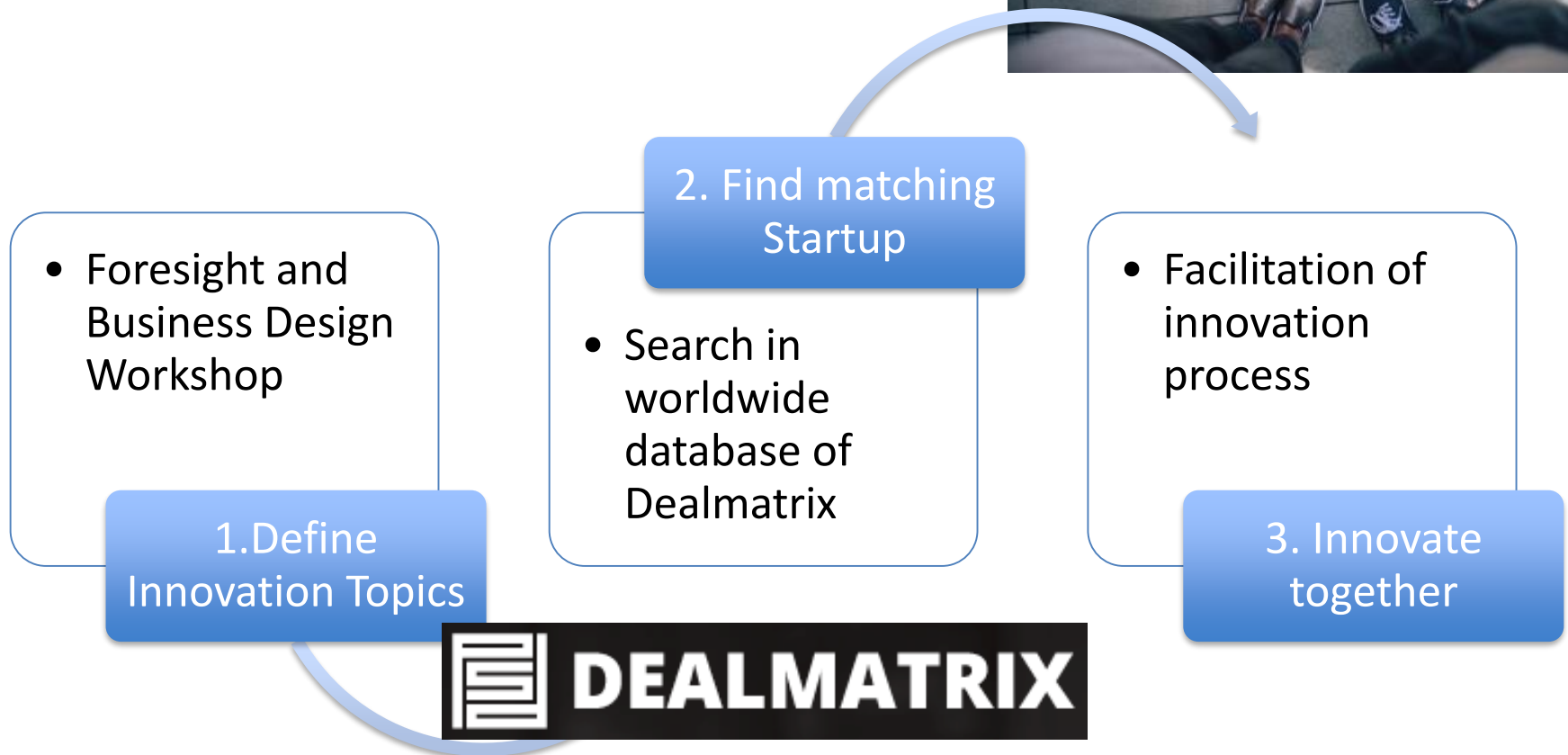
*Challenge for DSO: Smart Metering*

*And what comes beyond?*



Source: <https://www.meo-energy.com>

# Innovation by collaboration



# Study Energy.Inc.Ubator

*Cooperation between research institutions, startups and corporates*



Download: <https://nachhaltigwirtschaften.at/de/publikationen/schrittenreihe-2017-46-energyincubator.php>

## Discussion

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1. *Living Labs – international exchange*
2. *Energy Management in multi family houses with latest technologies*
3. *Innovation by collaboration*



## Contact

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### **DI Hemma Bieser, MSc**

Geschäftsführerin

Business Model Innovation Expert

avantsmart e. U.

Seepark B6 | A-2522 Oberwaltersdorf

T +43 664 35 661 35

hemma.bieser@avantsmart.at

[www.avantsmart.at](http://www.avantsmart.at)

