

How Engage Can Support Your Business When Entering GB's Smart Market

Entering Great Britain's smart metering market and capitalising on the available opportunities whilst understanding the risks involved, poses a challenge to companies across the supply chain.

We have an in-depth understanding of smart metering developments, standards, technology and commercial opportunities. We deliver market knowledge and expertise to our clients enabling them to develop business cases, strategies and operational processes to support market penetration and market growth in the smart energy world.

The key areas where we can provide support are outlined below¹:

GB Smart Market Overview:

- Overview of the current GB market for smart meters and an explanation of the foundation stage of the smart metering rollout and post foundation market;
- Explanation of the regulatory and governance arrangements for smart metering:
 - current regulatory/governance regime in addition to the potential changes as a result of the new Smart Energy Code;
 - timeline for implementation of the new market and interoperability developments; and
 - output from Government policy (including the work within the Department of Energy and Climate Change (DECC) Smart Metering Implementation Programme and the key deliverables expected from it), based upon publically available information;

GB Smart Market Participants:

- Identification of market participants (including consortia) and the status of the current trials.

Identification of Opportunities and Risks:

- Identification of potential opportunities in the GB smart metering market, and associated risks (based on criteria gained from the client), as the basis for financial/strategic analysis by the client.
- Identification of potential partners by industry type (based on criteria gained from the client); and
- Identification of potential competitors and explanation of their services.

Technical Description of the GB Market:

- Summary of the technical specifications that have been published by DECC; and
- Comparison of client's products and service specifications with the current smart metering technical specifications.

Advisory Support at Meetings and Conferences:

- Providing independent, industry, expert advice and support pre/during/post event.

¹ We are not able to represent or advise clients on a potential bid to be a DCC licence holder or to provide DCC services.