

Agenda



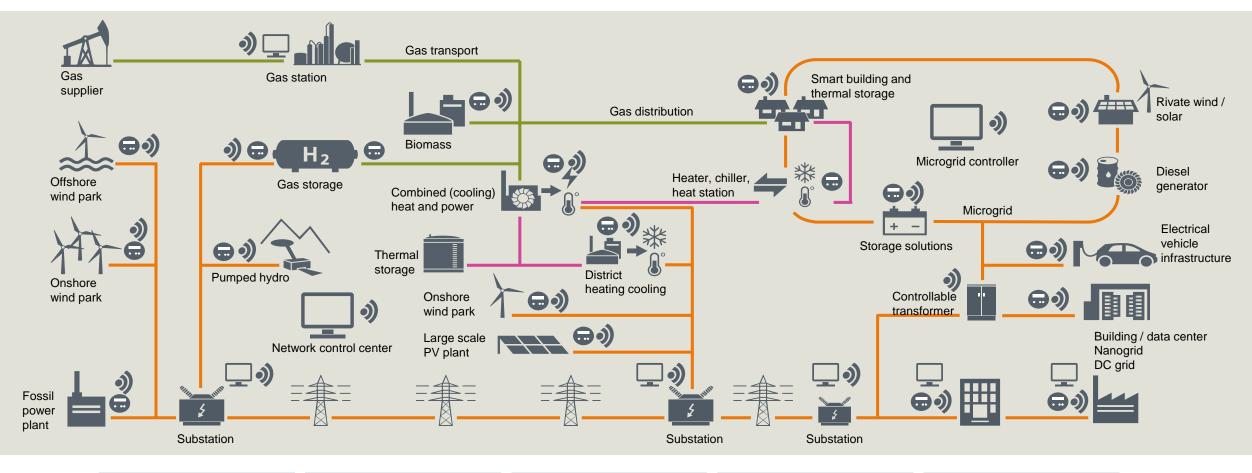
1 Why Digitalization Matters

2 Digitalization Applications & Solutions

3 Outlook

Centralized – Unidirectional -> Decentralized Bidirectional





1 Changing Generation Mix

Generation
Capacity
Additions

Distance from Source to Load

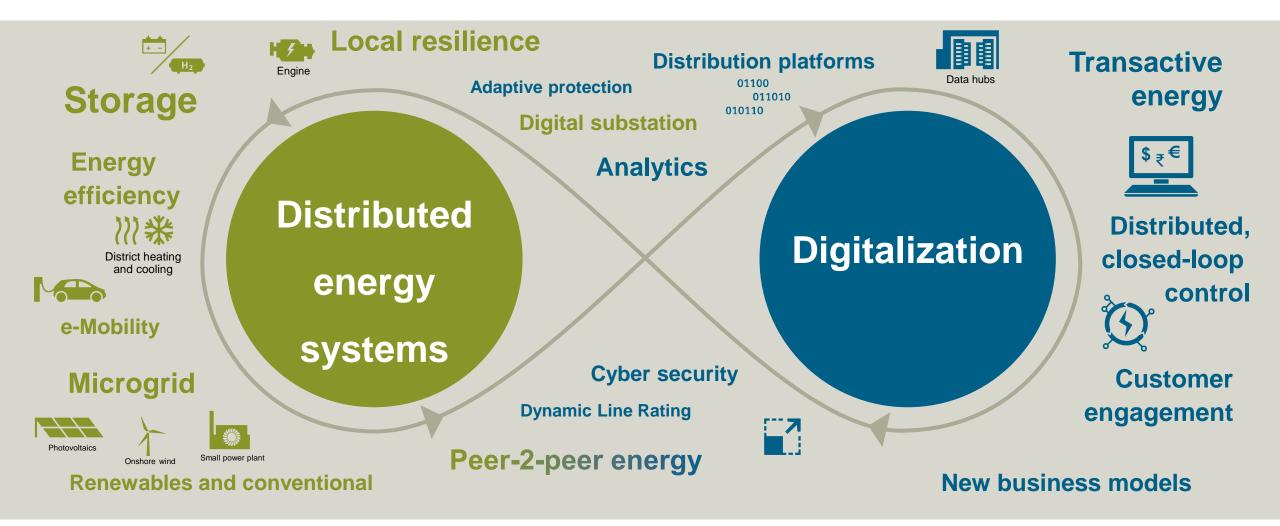
4 Decentralization (Public/Private)

5 Refurbishment/
Upgrades

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Two major trends are enforcing each other and are driving the digital transformation of the energy world





Paradigm shift through de-central generation



Example:

Weekly loading of a transformer station in the rural area of LEW-Verteilnetz GmbH, Germany – 2003 and 2011



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Source: LEW

High Negative Impacts (Technical)



Technical

Grid instability increasing

The ever growing need for electricity in the world, combined with the growing number of Decentralised Energy Resources, leads to increasing grid instability. Since the current Power Quality in most Central European countries is very high, consumers in this side of the world aren't aware of the problems this instability can create.

smartdutch.nl

National Investigation Reveals Alarming Number of Attacks on U.S. Power Grid

An investigation by USAToday and more than 10 of its community newspapers and television stations across the country found that between 2011 and 2014 alone, there were 362 reported physical and cyberattacks by electric utilities that resulted in partial power outages or disturbances.

theblaze.com

In the dark: 600 million people without electricity after world's biggest blackout

Half of India was plunged into darkness today when the world's biggest blackout left 620 million people without electricity.

mirror.co.uk

Redispatching: conventional plants forced to ramp down

Last month, official statistics were published for "redispatches" in Germany – cases in which conventional power plants either have to reduce their power generation or be switched off entirely in order to protect grid stability. The situation is escalating.

Renewable International

High Negative Impacts (Economic & Strategic)



Economic and strategic

E.ON to Split Into Two Companies

FRANKFURT – German utility
E.ON SE said late Sunday it will
split into two companies, with one
focused on renewables and the
new one on conventional energy,
as the power giant aims to
address rapid changes in the
energy market and facilitate the
valuation of its assets.

The Wallstreet Journal

Rise of the Prosumer: Will Homeowners Ever Be More Important Than Power Plants?

A new report concludes that policymakers and regulators are not prepared for consumer empowerment on the grid.

Greentech Solar

Colorado wrestles with evolving utility business models

The electric industry is evolving.

New technologies are available to make the system more reliable and less costly, improve service quality and lower carbon emissions.

New customer programs, utility business models and regulations are under development across the U.S. and internationally [...]

greenbiz.com

NY regulators propose groundbreaking new utility models under landmark REV order

Today, **utility earnings are not aligned** with optimizing distributed energy resources.

Utility Dive

Digitalization is changing the energy world ...





Digitalization enables you to turn challenges into opportunities



Challenges

Balancing



Peak avoidance



Resilience



Business models



CO₂ and cost avoidance



Loss prevention



Distributed optimization



Customer focus



Solutions

Digital services



Vertical software





Digitally enhanced electrification and automation











Digitalization enables energy transition



Traditional



- Utilities focus on own assets and operation
- System view based on business model "generate, distribute, and sell energy"
- Value in copper, steal, concrete
- Customized, utility-specific "grid-size" solutions
- Manual operation
- Central generation, generation follows load

Digitalization

Decarbonization

Decentralization

Democratization

New



- Focus on customer assets, needs and requirements
- Local view, new customer-centric business models
- Value in Data and fast innovation
- Off-the-shelf, scalable solutions for many distributed sites
- Automated, highly efficient operation
- Distributed and renewable generation, flexible energy systems e.g. demand response
- New market participants, new roles

Agenda



Why Digitalization Matters

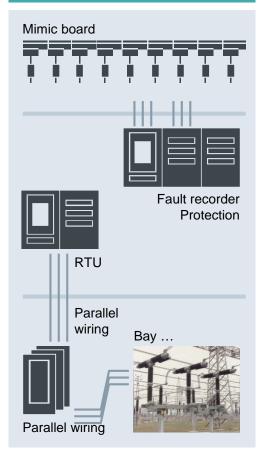
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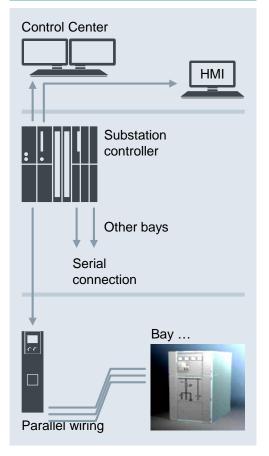
Evolution in Substation Automation – Digital Substation 4.0 – Increased Adoption in North America



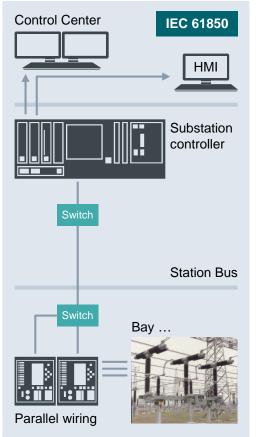
1st generation – Standard cabling



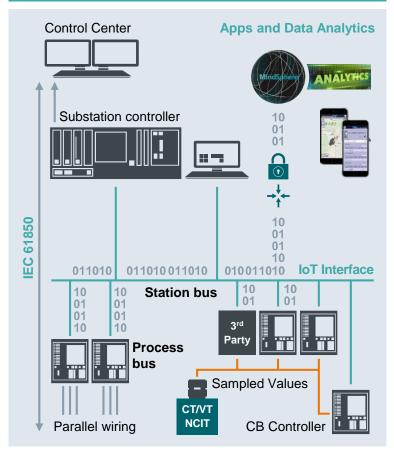
2nd generation – Point- to-point connections since 1985 ...



3rd generation – Digital Station Bus since 2004 ...

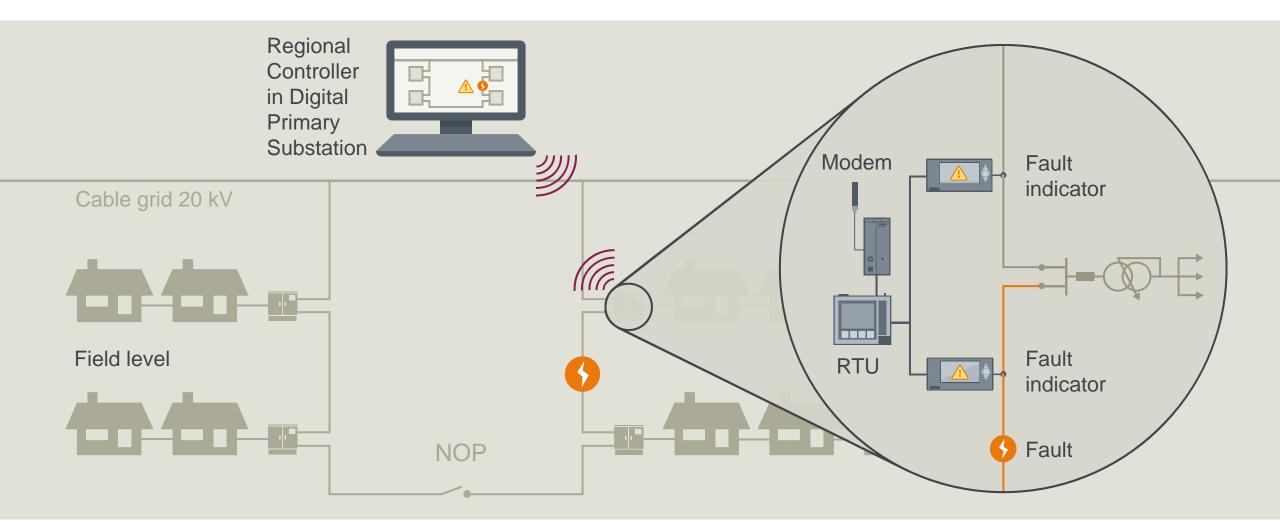


Digital Substation 4.0



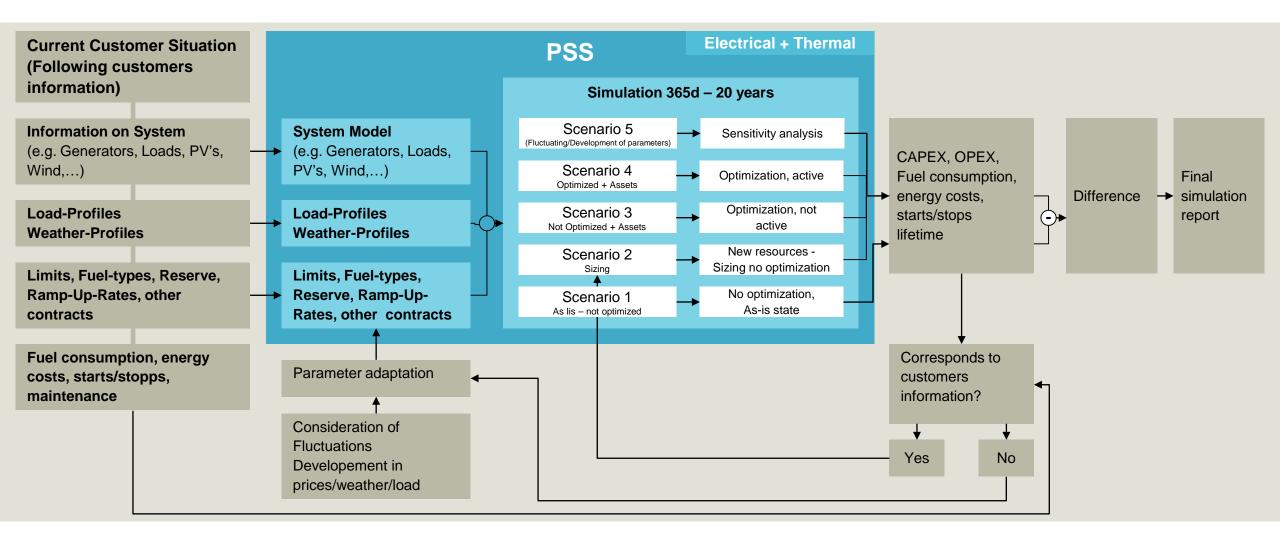
Siemens Distributed Automation Solutions Self Healing, FLISR, Voltage Control, etc..





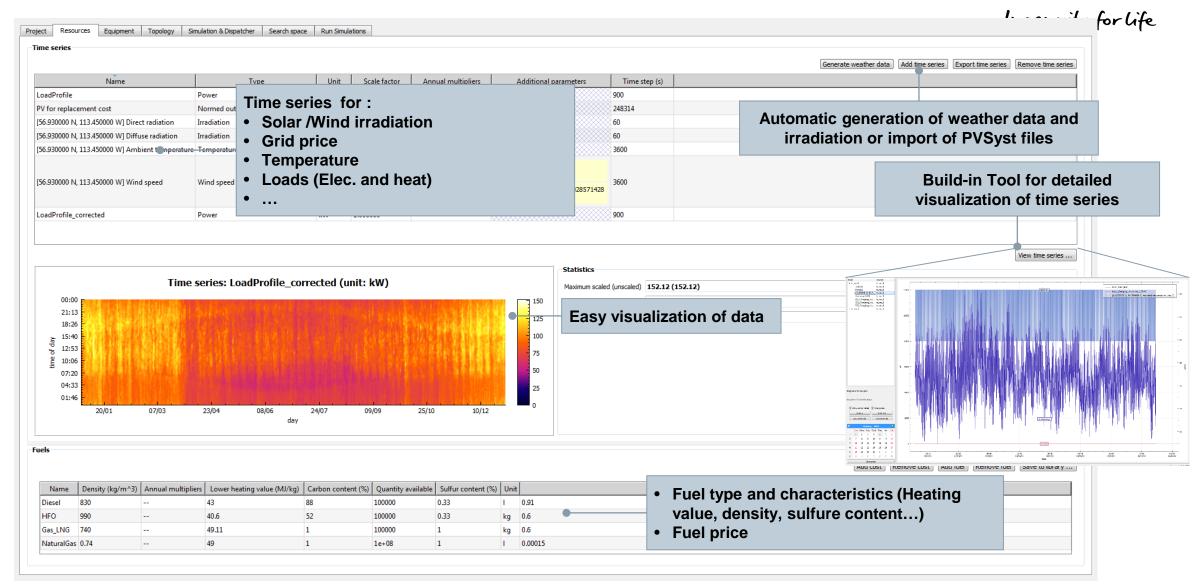
Microgrid Simulation Software PSS-DE Energy Twin: Builds your business case for microgrid





PSS-DE Energy Twin: Snapshots (1)



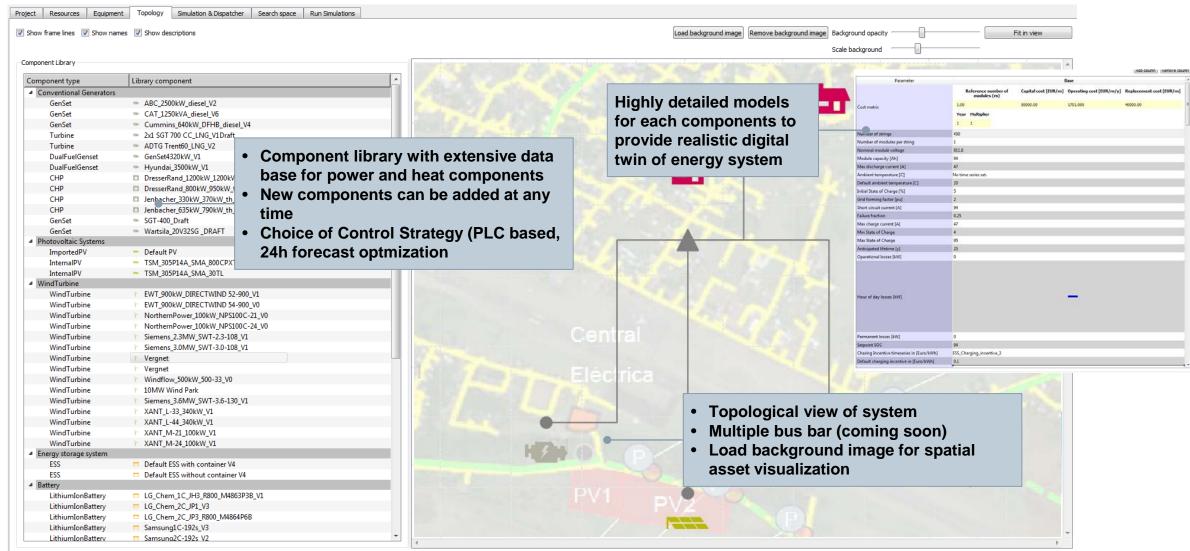


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Seite 15 EM DG MG

PSS-DE Energy Twin: Snapshots (2)



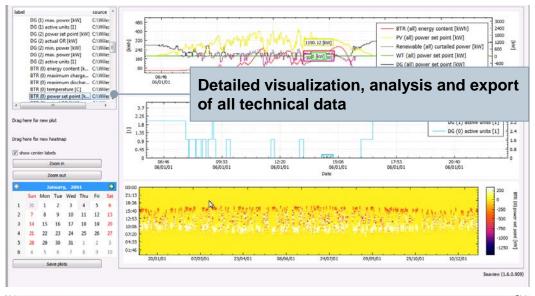


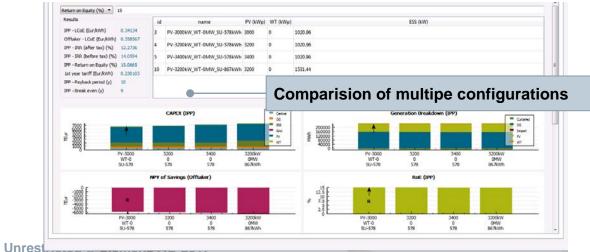
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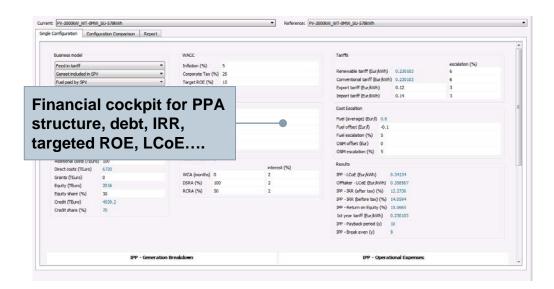
Seite 16 EM DG MG

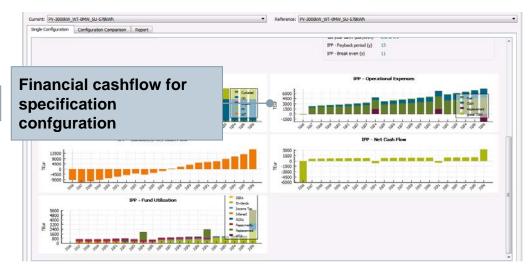
PSS-DE Energy Twin: Snapshots (3)

SIEMENS Ingenuity for life









Seite 17 EM DG MG

Energy IP DEOP – Distributed Energy Optimization Control Center for DES Solutions

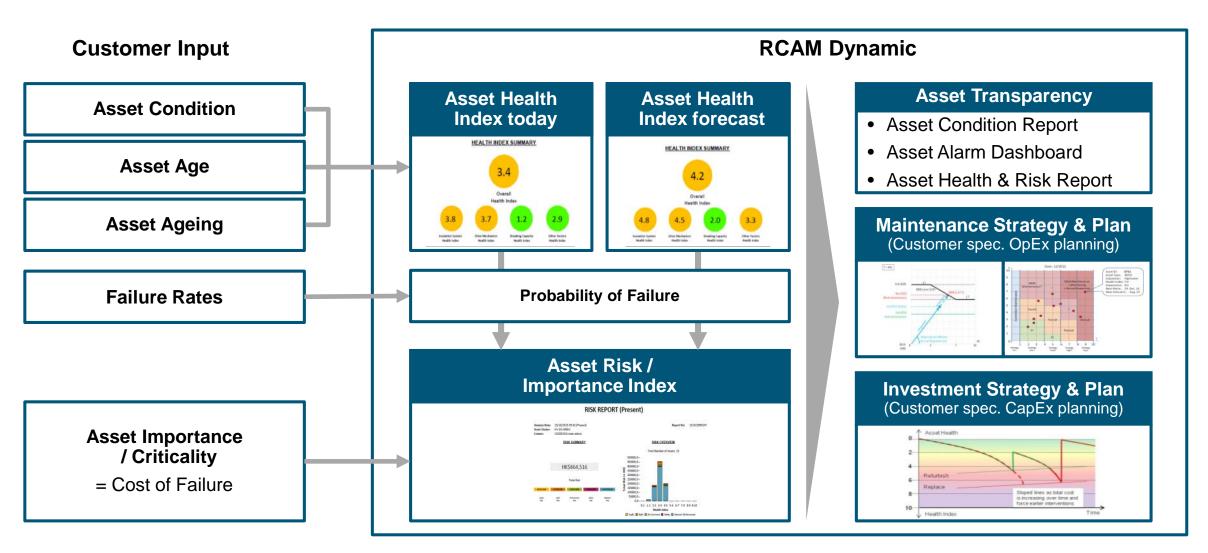




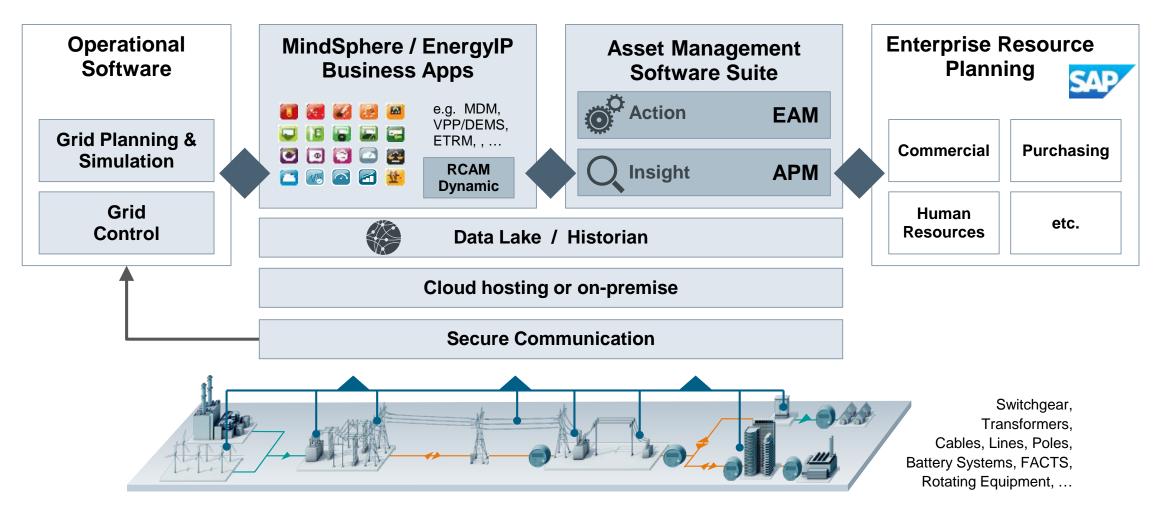
Asset Management Solutions:







Asset Management Software and Data in the MindSphere

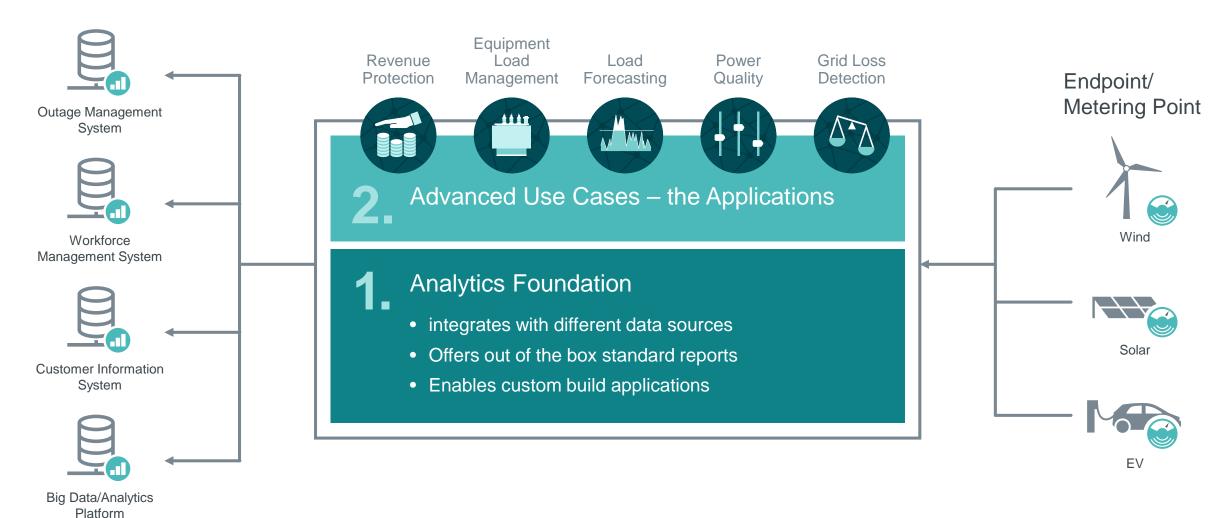


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Seite 20 Back to overview EM DG MG

Energy IP – Leveraging Analytics to Increase Efficiency



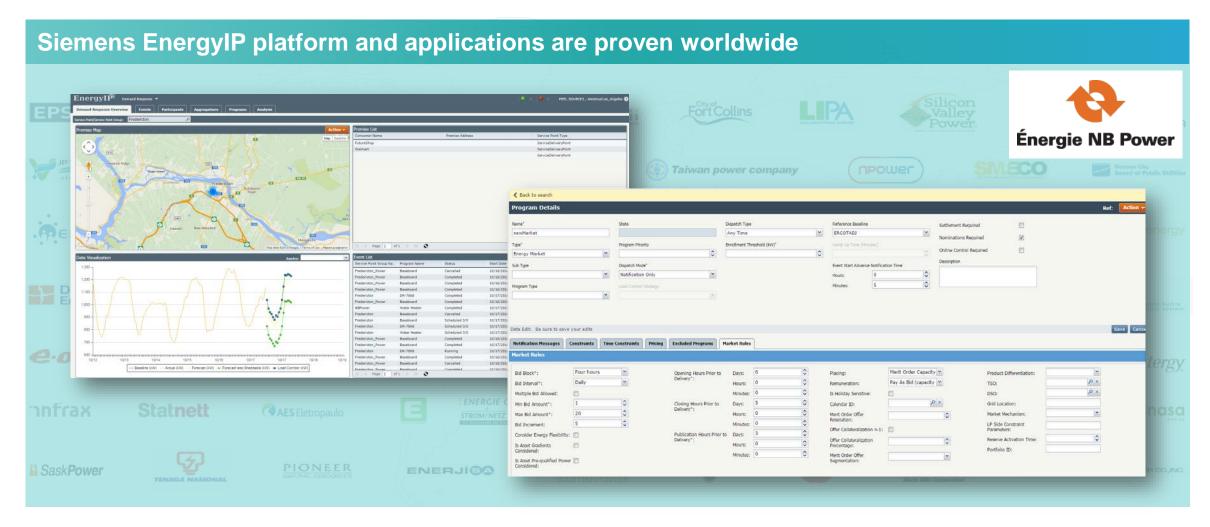


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Seite 21 EM DG MG

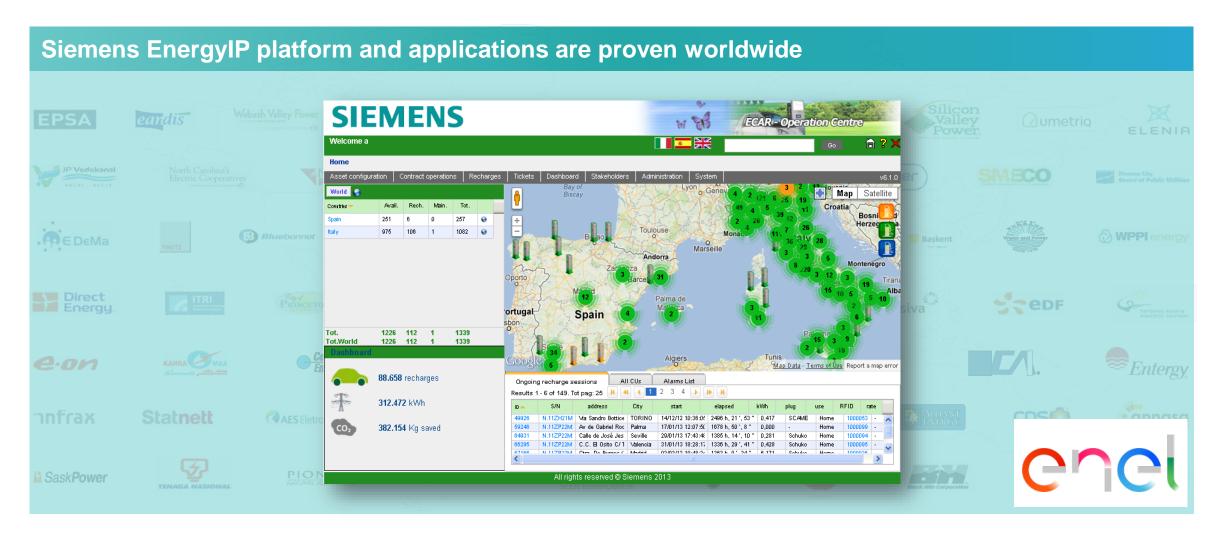
DEMS – Distributed Energy Management System Forecasting, Optimization and Marketing of Energy





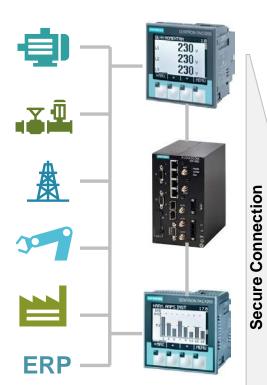
Siemens E-Car Operation Center Solution for E-Mobility Infrastructure Management





Siemens EEA – Energy Efficiency Analytics

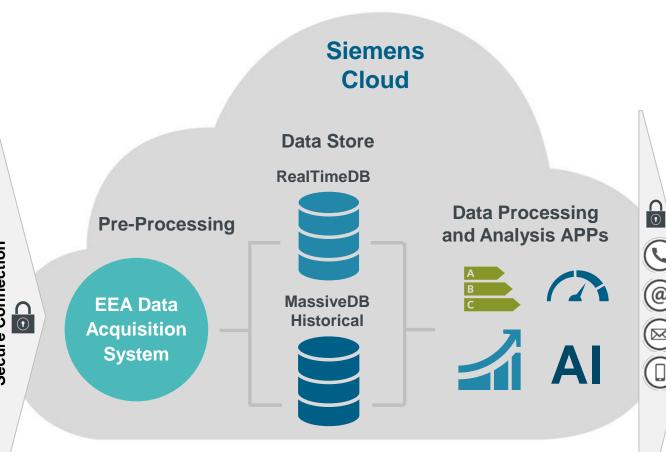
Customer's Facilities



Integration with 3rd parties.

Modbus, BACnet,

Profinet, Profibus, OPC...



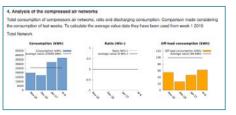
Data is securely collected and stored in Siemens's Data Centers. The use of the latest technology in data storing and computing allows scalability and speed in processing and visualization. **EnergyIP EEA** collects **one data point per second**

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Ingenuity for life

Customer's Interface







Web Access for monitoring and visualization, periodical reports, alarms via message, call or mail

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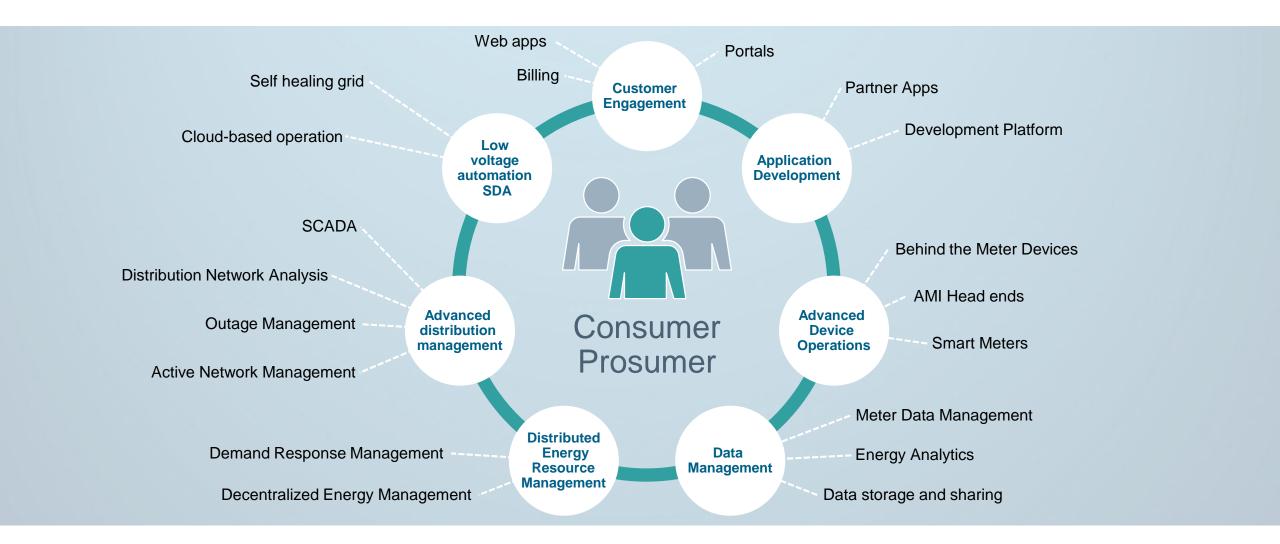


Why Digitalization Matters

2 Digitalization Applications & Solutions

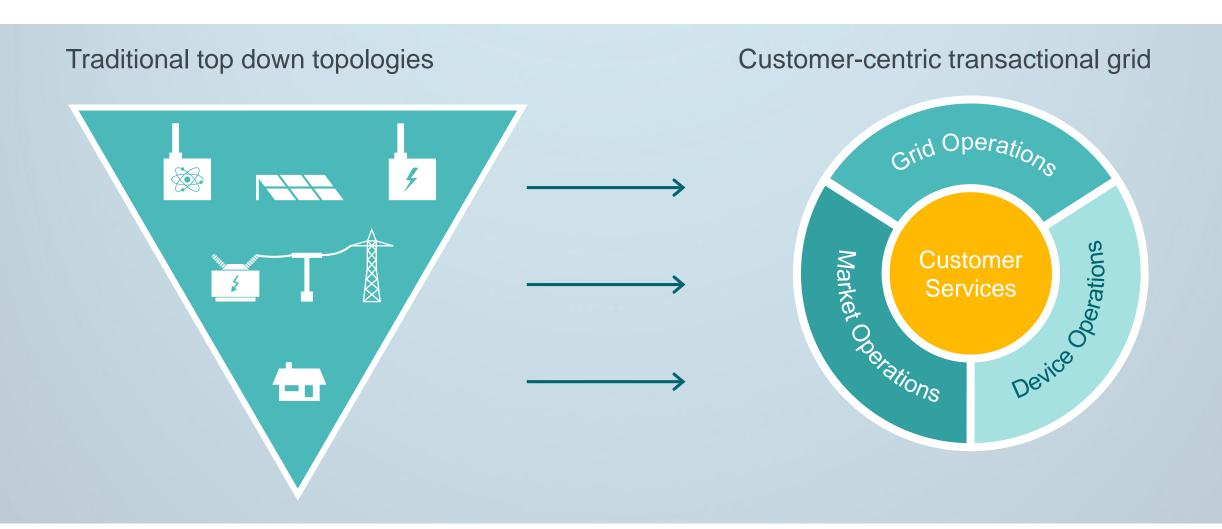
3 Outlook

Distribution operations ecosystem – customer centric



EM DG MG

Disruptive trend from topology-based to transaction-based Business Models – the dramatic shift in perspective



Seite 27 EM DG MG

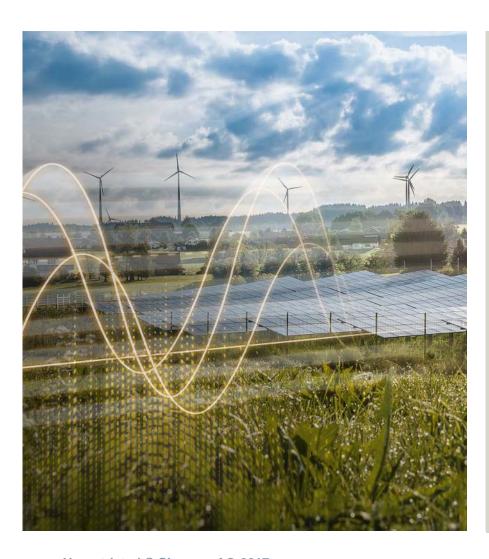
Outlook



- Digitalization is a Key Enabler (Adopt to gain competitive advantage)
- 2 Situational Awareness (forecasting, prediction, visual representation)
- 3 Distributed Energy Systems will play an increasing role
- 4 Industry participation is on the rise (required to stay competitive)
- 5 Artificial Intelligence & Analytics continue to gain momentum

Contact Information





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Seite 29 EM DG MG