

Powering  
your business  
advantage

**centrica**  
Business Solutions

 **Bord Gáis  
Energy**

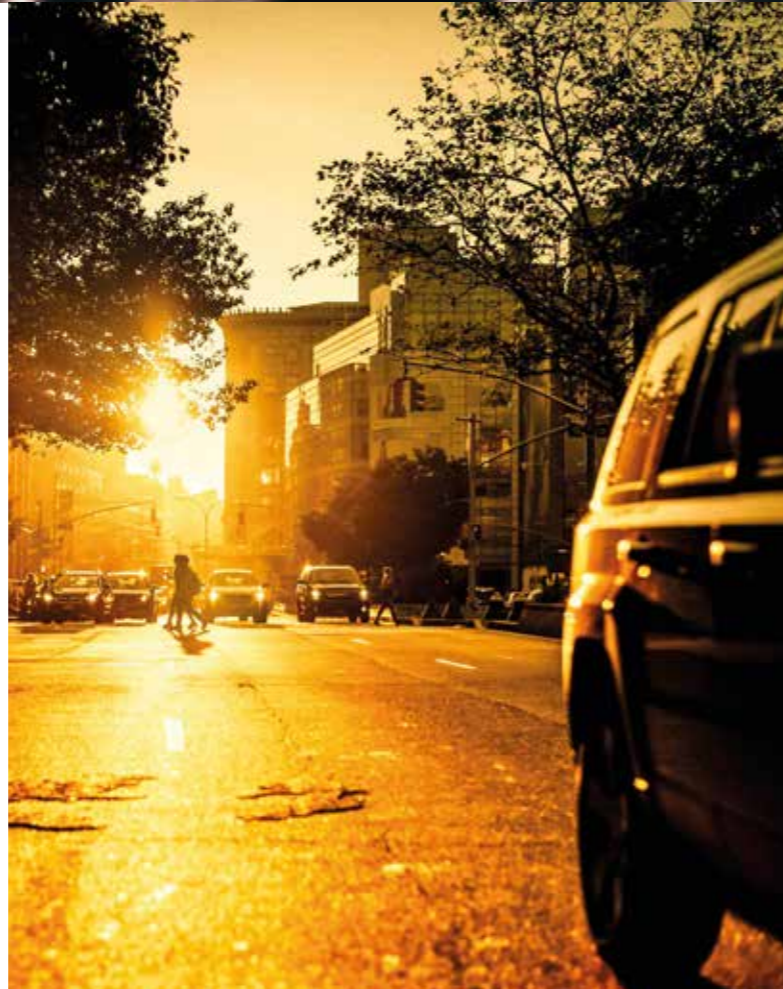
## Contents

- 3 It's time for you to realise the power of power
- 4 Turn your energy into an opportunity
- 6 Energy technologies in action
- 9 Power built around you
- 10 The power of partnership
- 11 About us



“The electricity industry is in a period of rapid change. In the last decade, we have seen the wide-scale integration of renewables into our grid, the emergence and rapid growth of the demand side management sector and the development of ever more sophisticated electricity markets.”

EirGrid Tomorrows Energy Scenarios Report 2017



## Power of power

Power is changing. As new energy sources, insights and technologies emerge, power is more than a commodity and generation is no longer centralised. Businesses are starting to use energy in new ways to take control and gain competitive advantage: increasing resilience, improving operational efficiency and driving their business vision forward. It's time for you to realise the power of power.

### Technology is transforming business

The digital revolution is putting business under pressure like never before. As companies evolve in a competitive environment that becomes ever more complex, they continue to face the demands of growth, cost control and risk. At the same time, energy regulation is challenging everyone to use energy more efficiently, and predictability of supply from the grid is no longer as certain as it once was.

Technology is transforming the energy landscape too. New energy sources are appearing, from wind and solar to high efficiency batteries, while supply is becoming decentralised.

These changes are putting power in the hands of customers and turning energy from a simple commodity into a critical source of business advantage.

### Centrica is responding

At Centrica our role as a traditional energy supplier is changing. Bord Gáis, a part of Centrica plc, has joined together with its sister company Centrica Business Solutions to offer a suite of energy solutions for business. Centrica Business Solutions has been created to develop new thinking, new technologies and new ways of working to help our customers take control of their power, futureproof their business and deliver their long-term goals. Our energy intelligence, products and distributed energy solutions are already powering the ambitions of 2,000 large energy users around the world. From retail and manufacturing to health and education, we help our customers improve operational efficiency, increase resilience, and drive their business vision forward.

66%

Growing energy management complexity is a concern for many businesses

Source: Centrica research, energy resilience report 2017

88%

Improving operational efficiency is a priority for most businesses

Source: Centrica internal data

## Turn your energy into an opportunity

With advances in technology, the energy market has evolved. The power stations of old are being replaced by smaller power sources close to the site of consumption. Renewables like solar feed in to the grid – and energy can be stored locally and consumed when it’s needed. These ‘distributed energy solutions’ are more affordable, efficient and secure power at the point of use.

“Where once companies saw energy as a cost, now they are seeing it as a source of value and sustainable, competitive advantage.”

Jorge Pikunic, Managing Director, Centrica Business Solutions



### Three power plays for business

With end-to-end energy solutions based on actionable insights, we help energy users to make the most of distributed energy to power performance, resilience and their future.

### Powering Performance Enhance business value and efficiency

Energy contributes significantly to operational costs and performance excellence. We can improve your energy efficiency and operational performance with our energy insights, new approaches and technologies that optimise your day-to-day processes – and help you achieve your business objectives.

**Gain intelligence you can act on** using advanced analytics platforms and technologies, providing insights to proactively manage your energy infrastructure.

**Optimise your operations**, identify opportunities to improve your energy usage, minimise downtime, and reduce carbon emissions.

**Simplify your energy management** and infrastructure with end-to-end solutions, industry expertise and a range of commercial options.

#### Performance in action

**A Mexican restaurant chain** wanted to improve its energy use while reducing operational costs and environmental impact. Live energy data provided by our wireless sensors has saved enough energy to power 3.6 restaurants for a month.



Reduced energy consumption in 32 out of 44 restaurants



### Powering Resilience Keep your business on 24/7

As more businesses become digital, your business systems and information resources can be put at risk when the grid goes down. We can help you keep your business always on and protect against future energy uncertainty.

**Ensure your continuity of supply** by implementing energy solutions that improve site resilience.

**Reduce operational failure** by modernising your infrastructure and building a commercial strategy that minimises financial risk.

**Protect against** market change and strengthen your compliance with energy regulation using insights, technology and expert guidance.

#### Resilience in action

**Gateshead Council** wanted more flexibility over how they manage their energy. We supplemented combined heat and power (CHP) units with the UK’s largest commercial battery storage scheme to deliver energy to the local area and store it to cope with spikes in local demand.



Energy storage capacity – enough to power 3,000 homes for 60 minutes



### Powering the Future Drive your business vision forward

As market and technological changes accelerate, existing business models are under pressure, but energy is providing businesses with opportunities to grow in new and innovative ways.

**Drive a growth-oriented energy strategy** with a distributed energy plan of action that enables your energy services and infrastructure to evolve with your business.

**Build leadership through sustainability** by delivering on your ambitions with our range of energy solutions, deep expertise and reporting capability.

**Take advantage of innovative energy solutions** to break free from traditional energy constraints, enabling you to respond quickly to new opportunities, establish new service offerings and access new revenue streams

#### Strategy in action

**Alton Towers Resort** is one of the largest theme parks in Europe. They wanted a long-term energy strategy for reducing their energy use, utility cost and carbon footprint. Installing a CHP unit on site achieved 80% energy efficiency. Providing them with an innovative end-to-end solution, from manufacturing and installing to servicing, they felt de-risked.

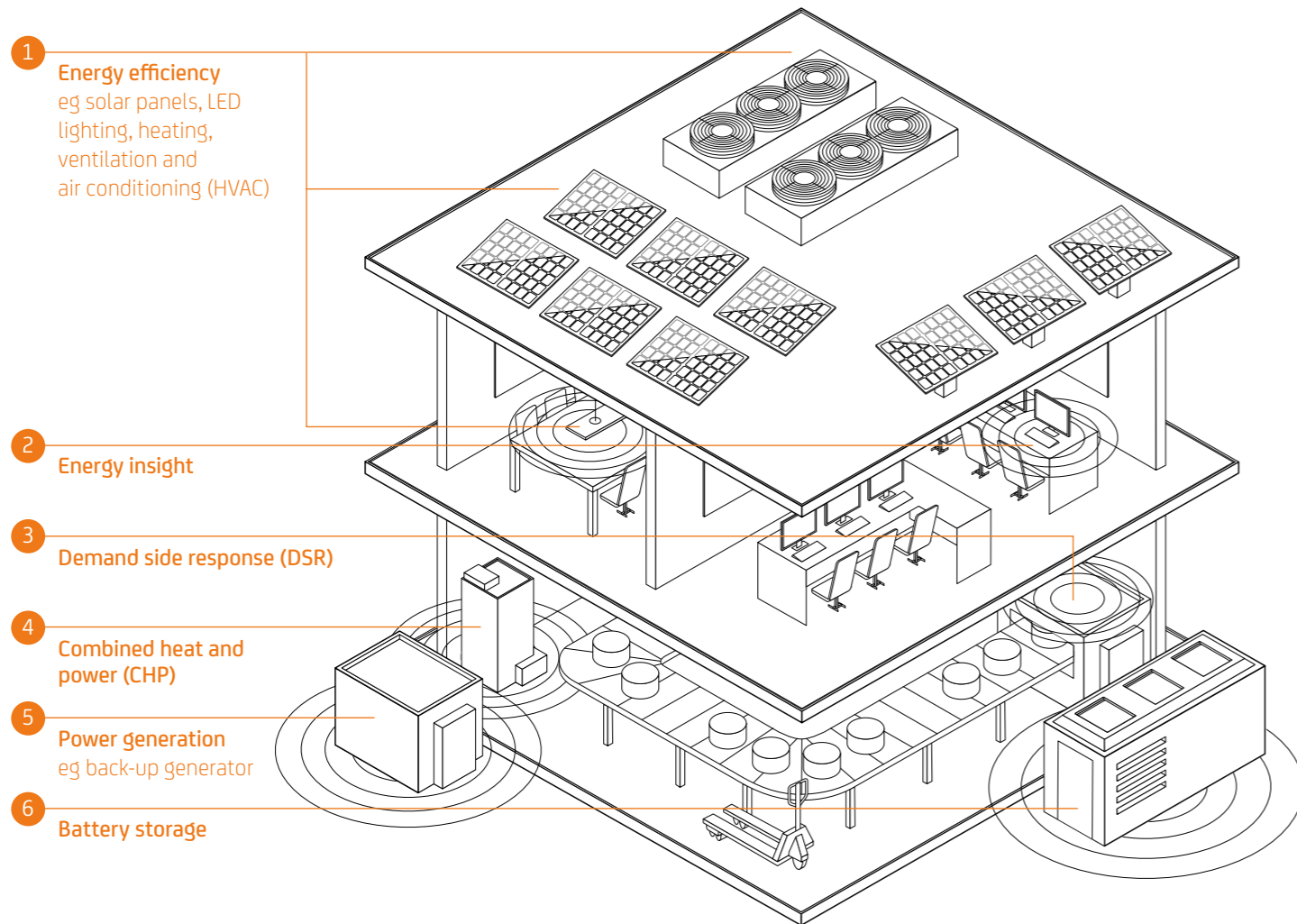


Energy savings per annum

# Energy technologies in action

Wherever your business and whatever its energy needs, we'll help you power your ambitions. Using a combination of centralised and distributed energy technologies, we'll put you in control of the right energy solutions, in the right place and at the right price.

Distributed energy solutions are now more affordable, efficient and secure than before



## Our products

Centrica Business Solutions provides end-to-end energy services across a range of areas including:



### Energy Insight

Monitor energy use across all your equipment and devices and use the granular insight to reduce waste, save cost and improve your operational efficiency.



### Energy Efficiency

Save energy over the long-term and improve your operational efficiency. We'll audit your estate and use the intelligence to form a comprehensive energy savings strategy.



### Demand Side Response

Generate revenue by reducing your energy use at peak times with intelligent technology that helps you balance supply and demand and manage consumption.



### Combined Heat and Power

Save on energy costs, reduce CO2 and make your business more resilient by generating your own electricity and heat on site in a single, efficient process.



### Battery Storage

Store electricity in low demand periods and use it during high-cost peaks with battery technology. Or sell it back to the grid to generate revenue.



### Power Generation

Improve your resilience with back-up power generation. Generate extra revenue for your business by supplying the grid at peak times.



Power built around you

## Power built around you

Centrica Business Solutions can work with you to provide the right combination of innovative energy solutions and expert advice to deliver the energy strategy your business needs.



“Centrica is in the vanguard of shaping the future – with the customer at the heart of what we do and what we offer.”

Iain Conn, Group Chief Executive, Centrica

### Customised to your business

Your goals may be to manage costs, improve operational efficiency, enhance resilience or reduce CO<sub>2</sub> emissions. We'll understand your business needs, using our expertise, experience and products (ours and others) to design the solution that's right for you.

### Easy to work with

From pilots to comprehensive rollouts, our energy specialists make energy management simple – cutting through complexity with straightforward solutions that help you grow your business and drive your business vision forward.

### Simpler to manage

We combine new insights, new technologies and new ways of working to join up the dots seamlessly, putting you in control. Our energy management platform gives you clear oversight of performance and allows you to manage everything in one place.

### Sustainable growth opportunities

Our global experience and understanding of the regulatory environment means we can help you map your energy landscape, and identify where risks and opportunities lie.

### Solid financials

Centrica Group's scale, reach and knowhow means we can offer a range of commercial options to match your budget and cashflow – and secure your energy ambitions. We'll also work with you to justify the upfront investment.

### Keeping you ahead

In the changing energy landscape, we are leaders in developing and acquiring new technologies and integrating them into our offer. We'll help you take advantage of innovation in energy to stay ahead.

### Deep industry expertise

We have deep expertise in a range of industries and sectors including healthcare, commercial real estate, public sector, retail and leisure, manufacturing and education.



The amount we are investing in distributed energy by 2020.

## The power of partnership

Whatever the challenge of your business needs, wherever you are located, we'll help you make the most of distributed energy to improve your operational performance, increase your resilience and drive your business vision forward.

### Working with you

We have a tried and tested three-stage approach to engaging with our customers, to deliver the best solutions for their organisation.

**Explore** First, we'll get to understand your business including your business objectives. We'll map your sites and analyse the performance, efficiency and resilience of your existing energy systems.

**Plan** Then, we'll identify options to improve your existing energy system and help you achieve your objectives. We'll score the options and develop an action plan based on the whole life-cycle, including build, maintenance, measurement and financial planning.

**Act** Finally, we'll partner with you to implement the solution, helping you with every aspect of the build, from commissioning and permissions, to financing and communication.



About us



### About us

Centrica Business Solutions is part of Centrica – a global energy and services company dedicated to satisfying the changing needs of its customers. With the acquisition of specialist businesses Panoramic Power, ENER-G Cogen International, NEAS Energy and REstore, we have expertise in cutting-edge energy insight and prediction, combined heat and power systems, and energy asset management and demand-response aggregation. As a result, we're helping more and more customers gain competitive advantage from energy, building intelligent end-to-end energy solutions that power their ambitions. Through Centrica, we also provide energy trading services and supply energy through Bord Gáis Energy in Ireland, British Gas in the UK and Direct Energy in North America.

“We’re changing the way we relate to our business customers and delivering what they really need: improved operating efficiency, increased resilience and the ability to achieve their business vision sustainably.”

Jorge Pikunic, Managing Director,  
Centrica Business Solutions



1,500 long-term contracts and active solutions running in 13 markets across Europe, the Middle East and North America. Backed by Centrica's distributed energy investment and solid financials



12,000 Centrica engineers and technicians globally



“The electricity landscape is a prime example of the Fourth Industrial Revolution as it undergoes a transformation, becoming more complex than ever before with rapidly evolving technologies, declining costs, and shifting regulatory landscapes. Three trends in particular are converging to produce game-changing disruptions: electrification, decentralization and digitalization.”

*World Economic Forum – The Future of Electricity:  
New Technologies Transforming the Grid Edge. 2017.*

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[centricabusinesssolutions.ie](http://centricabusinesssolutions.ie)

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