



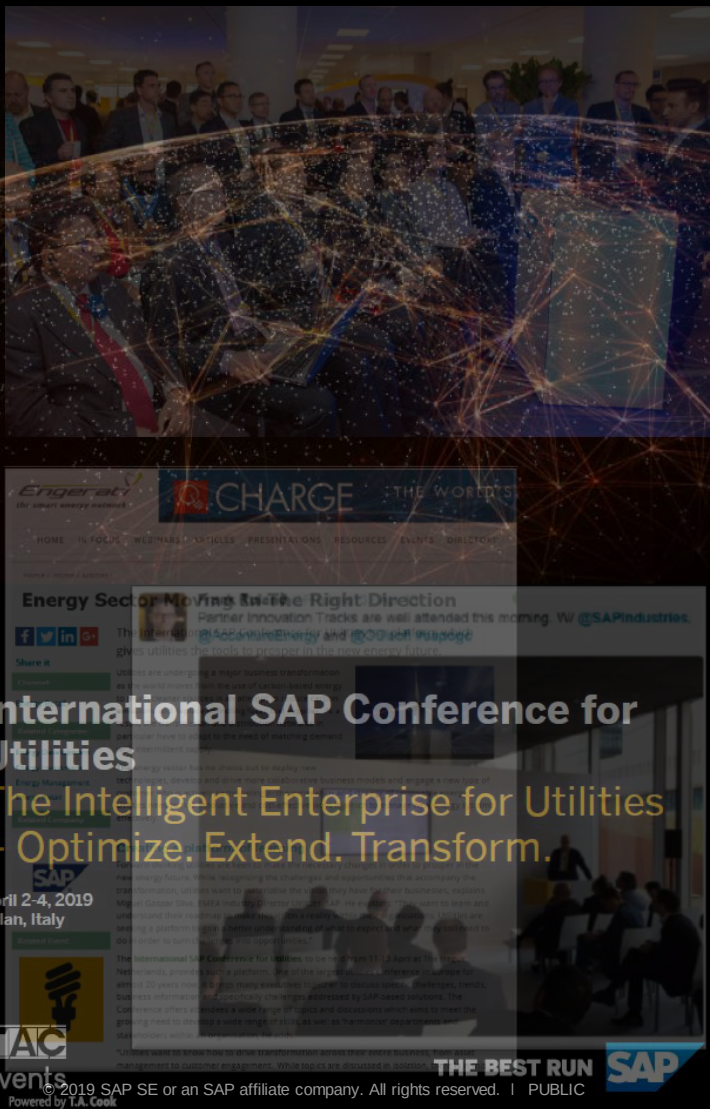
Afrontando la transición energética

¿Cómo puede ayudar el Intelligent Enterprise de SAP?

Miquel Carbó
Medellin, marzo 2019

¿que sabe SAP de la industria de suministro básico?

International SAP Conference for Utilities* Evento Semestral – Casos de Uso



Engerati
THE WORLD'S
HOME | POLICY | WEATHER | ARTICLES | PRESENTATIONS | RESOURCES | EVENTS | DIRECTORY

CHARGE
Energy Sector Moving in The Right Direction
Partner Innovation Tracks are well attended this morning. W @SAPIndustries
The International SAP Conference for Utilities and @SAPIndustries
gives utilities the tools to prosper in the new energy future.

International SAP Conference for Utilities
The Intelligent Enterprise for Utilities
– Optimize. Extend. Transform.

April 2-4, 2019
Milan, Italy

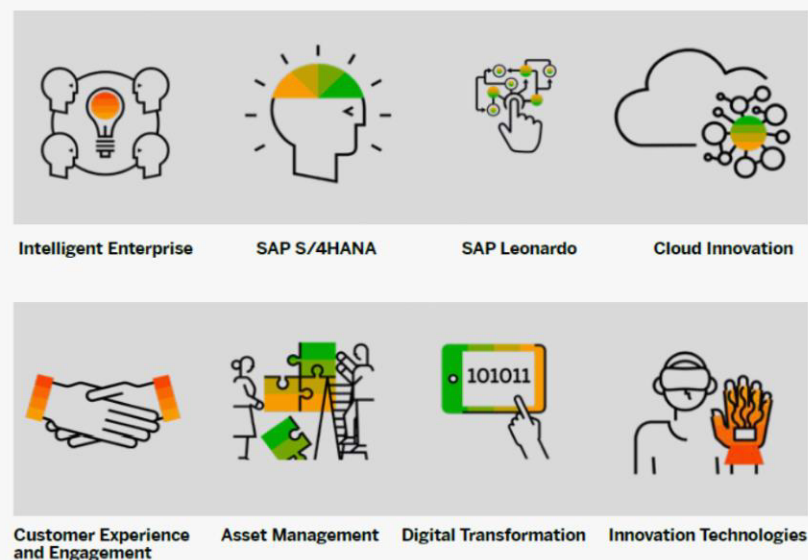
TAC Events
Powered by T.A. Cook

THE BEST RUN **SAP**

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Main Conference Agenda What Can You Expect to See on the Agenda?

Hot Topics



Intelligent Enterprise **SAP S/4HANA** **SAP Leonardo** **Cloud Innovation**

Customer Experience and Engagement **Asset Management** **Digital Transformation** **Innovation Technologies**

Customer Speakers Confirmed

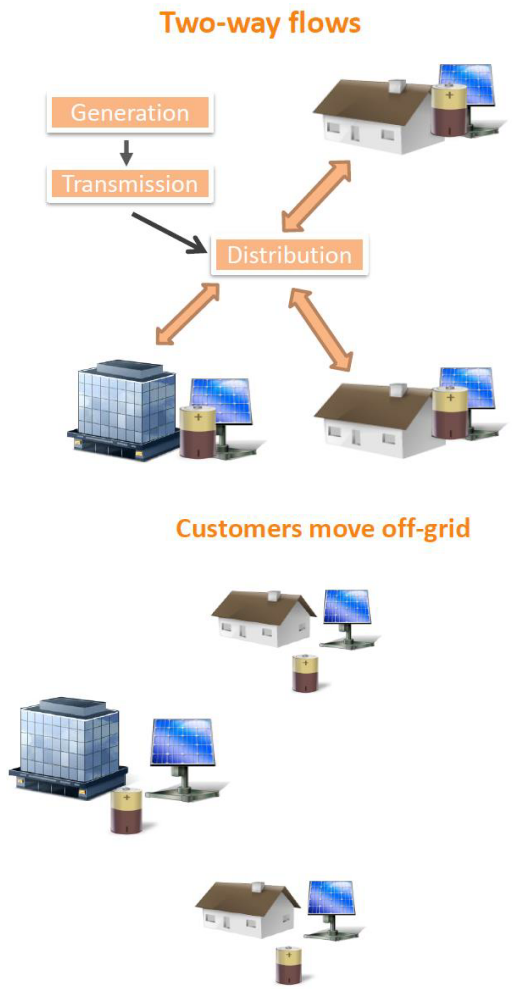
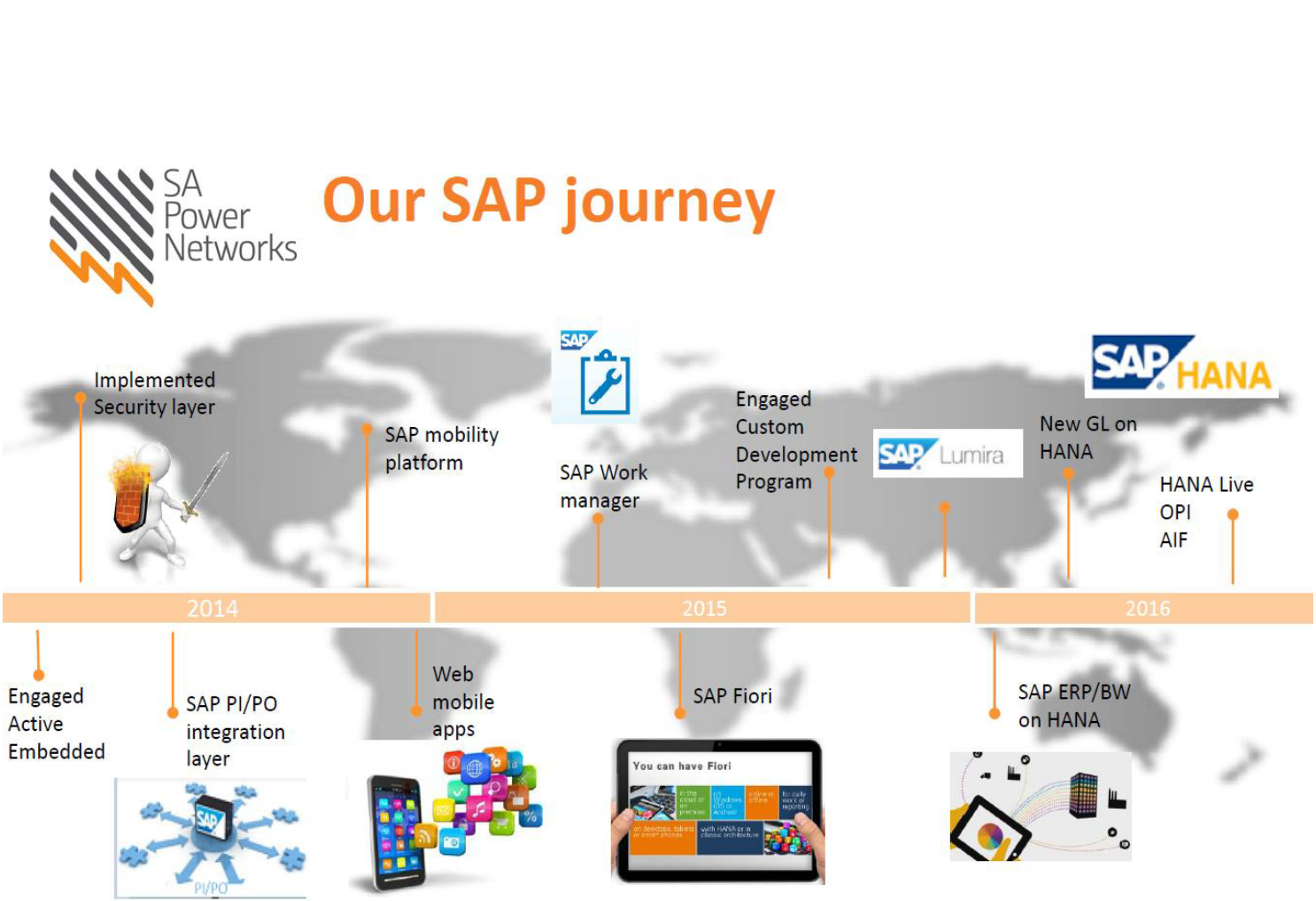


Agenda Day 1 April 3, 2019

13:00	Lunch Break, SAP Microforums, Partner Showcases, and Time to Browse Shared Exhibition			
	Customer Experience	Intelligent Asset Management	Migration to SAP S/4HANA	The Intelligent Enterprise for Energy
14:45 - 15:15	Customer Case Study: Keeping Customer Experience at the Heart of Our Business with SAP Cloud for Customer Steve Curzon, Dwr Cymru Welsh Water Rupert Ruparella, SAP	Customer Case Study: Journey to Improve Field-to-System Alignment with Mobile App Enablement Annemarie Groenewald, City of Cape Town	Customer Case Study: The Utilities Company of the Future – The Multiple Sides of Urgency Facing Utilities and the Path Forward Bradley Wasson, NB Power	Customer Case Study: Changing the Game – Blockchain for Traceability Tanya Doyle, Pacific Gas and Electric Company
15:20	Customer Case Study: Reimagining Customer Engagement Customer Speaker to be Announced Martin de Weerd, Accenture	Customer Case Study: Asset Analytics for the Digital Utility Dominick Huang, CentrePoint Energy	Customer Case Study: Eskom Journey to SAP S/4HANA – A South African Tale in 35 Weeks Rajendra Bhawanipursad, Eskom	SAP Insight: Extending the Intelligent Enterprise with Co-Innovation Frank Ruland, SAP
15:50	Afternoon Break, SAP Microforums, Partner Showcases, and Time to Browse Shared Exhibition			
16:30 - 17:00	Customer Case Study: Successfully Implementing Commerce Cloud, Billing, C4C and Marketing Cloud with SAP Customer Speaker to be Announced	Customer Case Study: Water Leak Detection Through Data Cristina Orodel, De Watergroep Filip Vancollie, De Watergroep	Customer Case Study: Going Live – The start of Your SAP S/4HANA Journey, Not the End! Michael Westenberg, TasNetworks	Customer Case Study: How Does Digitalization Enable Organizations to Improve Supply Chain Visibility, Speed and Effectiveness? Customer Speaker to be Announced
17:05	Customer Case Study: Take Customer Relationships to the Next Level with Real-Time Engagements Customer Speaker to be Announced Speaker to be Announced, Amazon Web Services	Customer Case Study: The Data Perspective: Added Value of a Tight GIS – SAP Integration Olaf Nattenberg, Westnetz Florian Brandi-Dohrn, AED-SICAD	Customer Case Study: How to Survive and Thrive with Your Transition to SAP S/4HANA Customer Speaker to be Announced Patric Dahse, Natuvion	SAP Insight: Optimize Your Energy Use and Realize the Benefits of Energy Management with SAP Holger Schweinfurth and Hisham Gouda, SAP

¿transición energética?...¿marketing?

caso de uso





A QUÉ NOS DEDICAMOS

REGIÓN VERDE

ENERGÍA

TÉCNOLOGÍA

CONTÁCTENOS

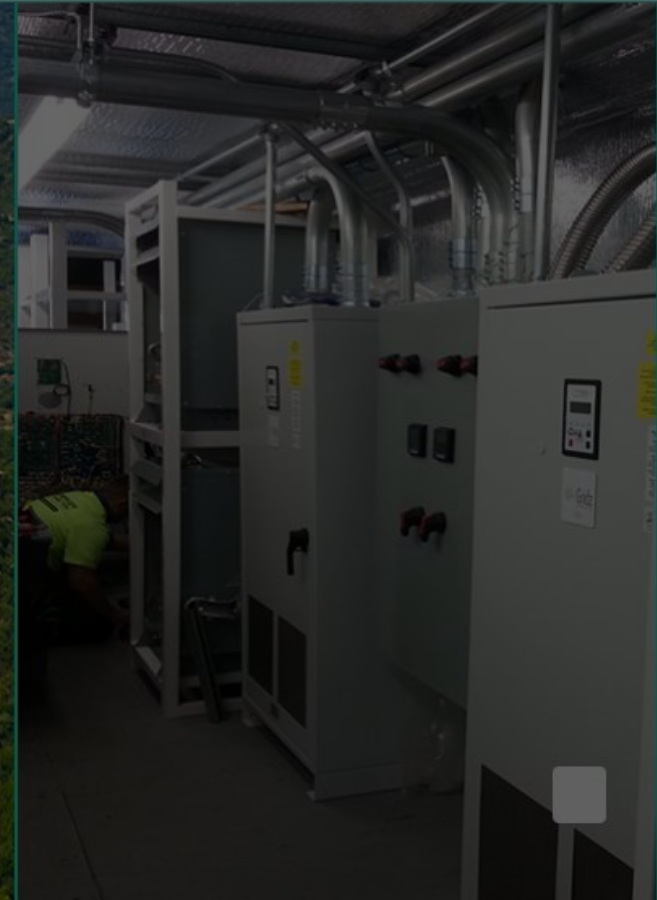


ENERGÍA HÍBRIDA PARA UN HERMOSO CARIBÉ

50% de descuento en tu factura de energía con nuestros sistemas de Energía Híbrida Verde

¿nueva competencia?

No somos una Empresa de Energía, somos tu colaborador energético



¿PAAS – Production As A Service?

MEJORAMOS LA ENERGÍA
UN AHORRO DE UN 33% A UN 54%



MIRAMIRA TU FACTURA DE ENERGÍA E IMAGINA PAGAR LA MITAD!

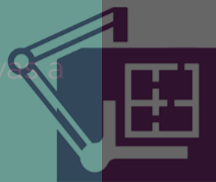
Un completo sistema de almacenamiento para captar Energía Verde costaría más de 10.000 dólares por KW. Nosotros en lugar de venderte el equipo, te alquilamos un sistema que se adapte a tus necesidades de energía sin gastos iniciales. Podrás producir energía con un coste mensual de 20-22 centavos por kWh.

Si tenemos en cuenta que la mayoría de consumidores pagan entre 30 y 45c, vendiéndote el tener

UN AHORRO DE UN 33% A UN 54%

¿Cómo funciona el modelo de PAAS?

Por favor, clic por la continuación sobre las imágenes para una mejor comprensión de nuestro sistema



Ingeniería



Planear



27/7



Mantenimiento

Sin costes iniciales para ti.

Costos



Actualización



CNS



Ahorros

Inteligencia en los hogares – comoditización: kits y packs

amazon.es Prueba Prime

Todos los departamentos smart home kit

Enviar a **Barcelona 08003** Todos los departamentos **departamentos** Mi Amazon.es Ofertas de Reyes Magos Cheques regalo Vender Ayuda

Amazon.es Los más vendidos Ofertas Productos Reacondicionados Lista de deseos Cheques regalo Amazon Prime Apps de Amazon Vender en Amazon Trabajar en Amazon

1-16 de más de 3.000 resultados para "smart home kit"

Mostrar resultados para

- Arreglos y herramientas
- Kits de seguridad para el hogar
- Sistemas de seguridad para el hogar
- Termostatos
- Detectores de rotura de cristales
- Sensores de puertas y ventanas
- Accesorios para termostatos
- Juguetes y juegos
- Kits educativos de ciencia
- electrónica
- Juegos educativos
- electrónica
- Baterías de cámaras y dispositivos ópticos
- Módulos de televisión de pago
- Cargadores y bases de carga para reproductores de MP3
- Mandos a distancia
- Industria, empresas y ciencia
- Medición de temperatura y humedad
- Iluminación
- Iluminación colgante
- Tiras LED de interior
- Ver los 28 departamentos

Panasonic KX-HN6010SPW - Kit de monitorización y control doméstico
de Panasonic

EUR 109,95 ~~EUR 139,99~~ **prime**

Envío GRATIS disponible
Sólo hay 3 en stock. Cómpralo cuanto antes.

Samsung - Sistema SmartThings para Volver tu casa Inteligente, Blanco, F-STR-Kit-UK
de Samsung

EUR 205,88 + EUR 13,95 de envío
Sólo hay 1 en stock. Cómpralo cuanto antes.
[Ver un modelo más reciente de este producto](#)

Xiaomi mi kit de casa inteligente
de Xiaomi

EUR 129,00 + EUR 4,90 de envío

Descripción del producto
Xiaomi smart home

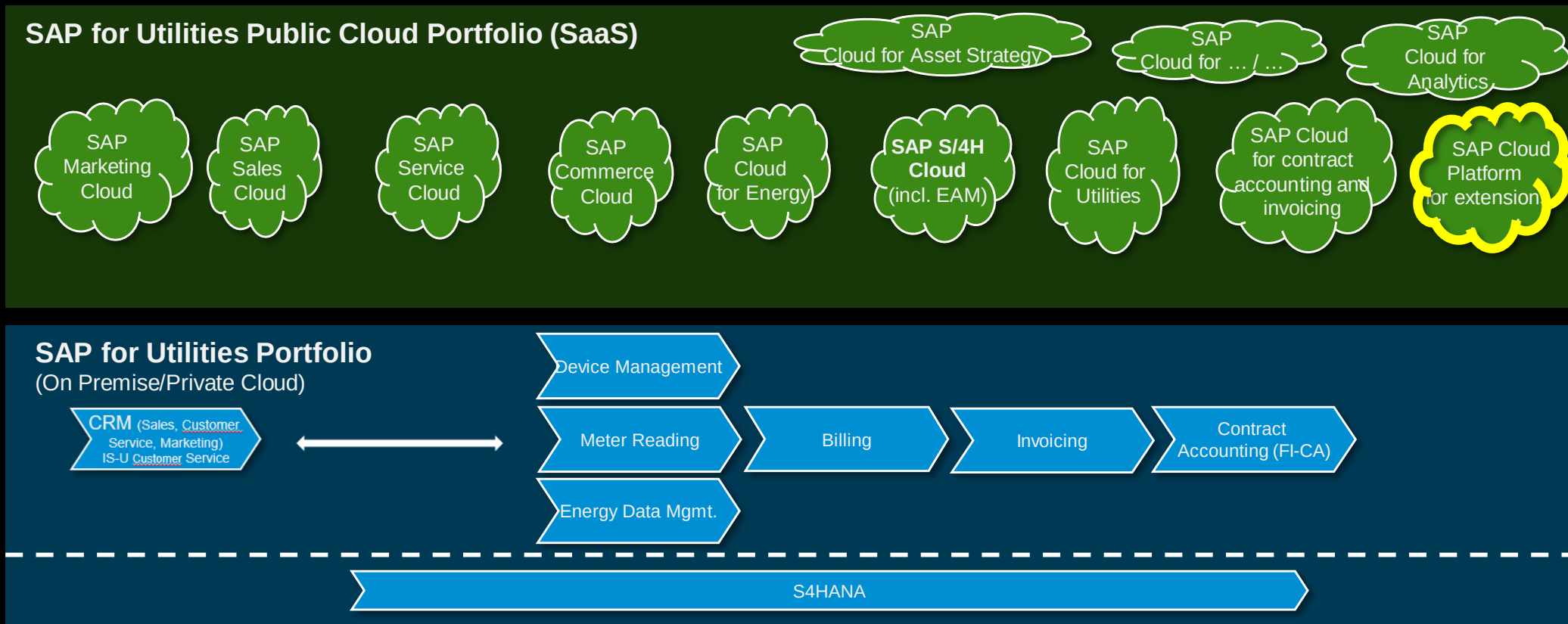
Las empresas de suministro básico están afrontando una transformación radical



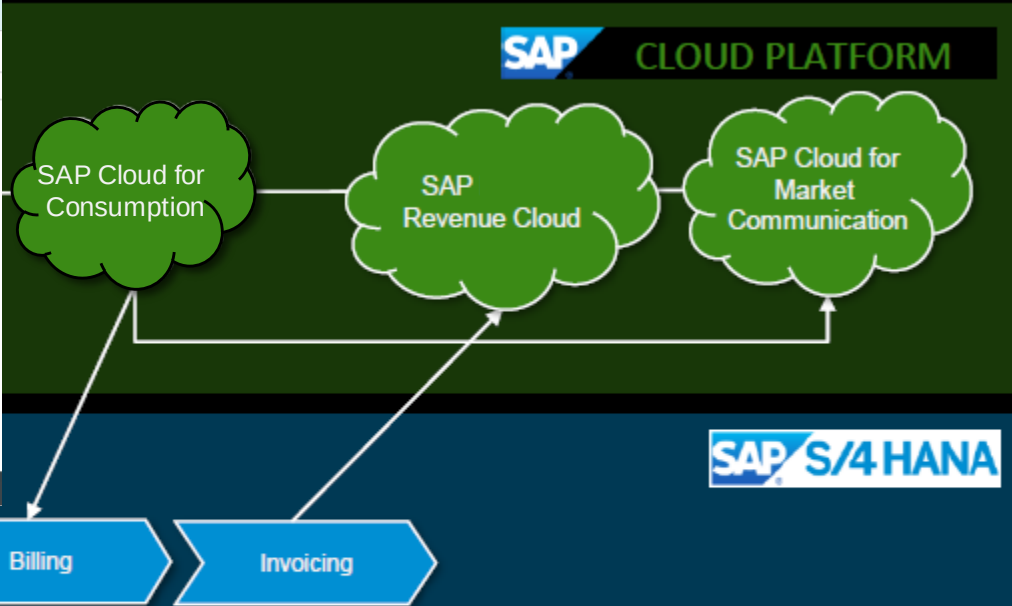
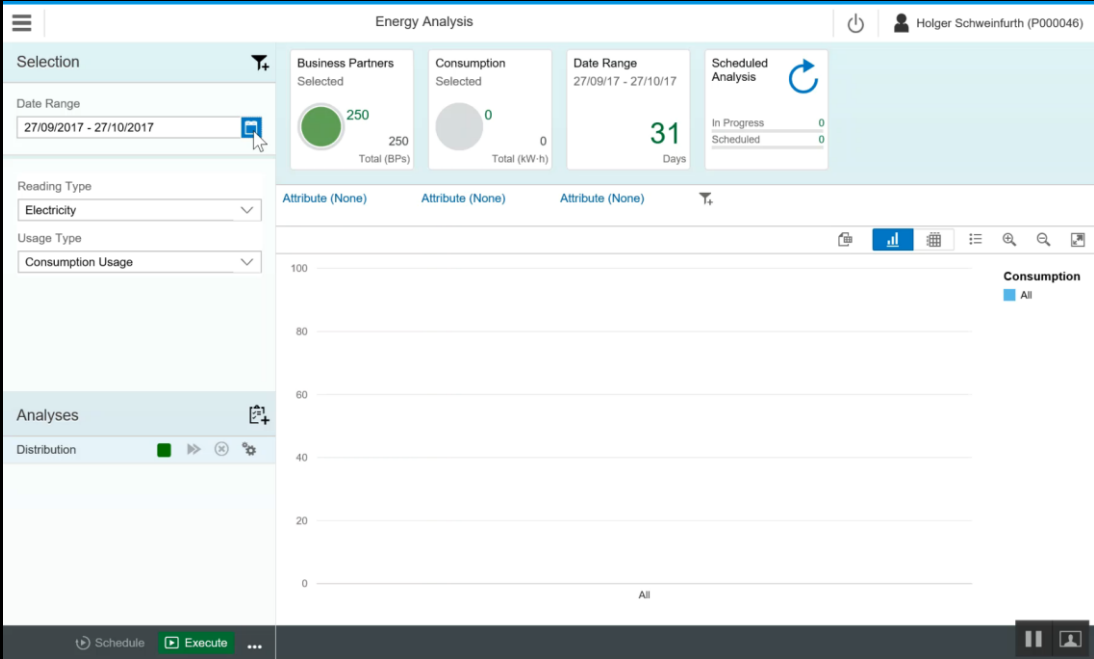
Source: Navigant Research

Estregia SAP para afrontar las necesidades de Transición Energética

- ❑ Complete E2E on premise: commodity and improved automatism.... “one instance for all” (regulated market)
- ❑ Complete E2E on cloud: “modular approach” role based “cloud for retailer” (liberalized market)
- ❑ Hybrid cloud - onmprem: for transition or agile evolutions

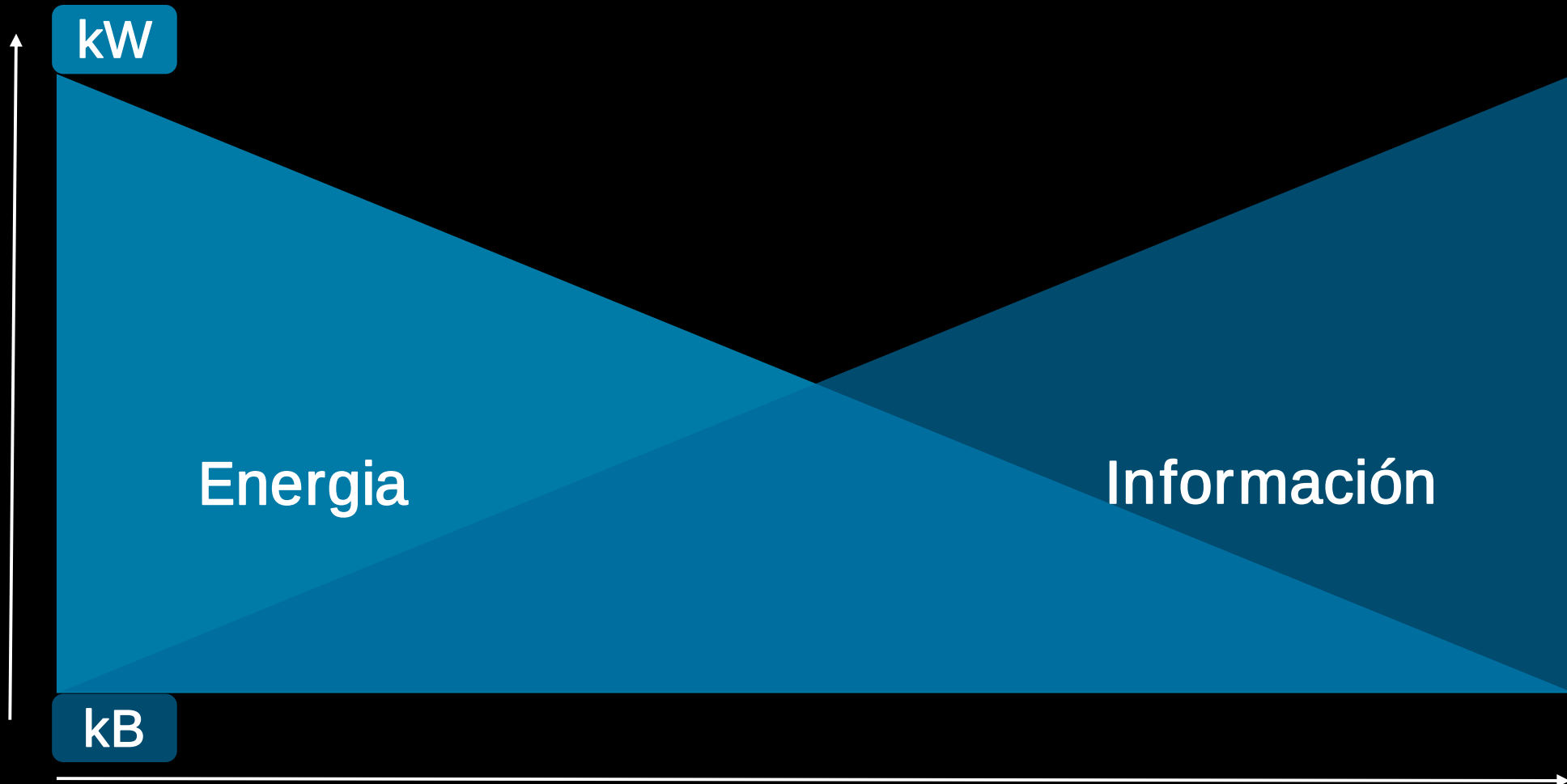


Ejemplo de escenario híbrido

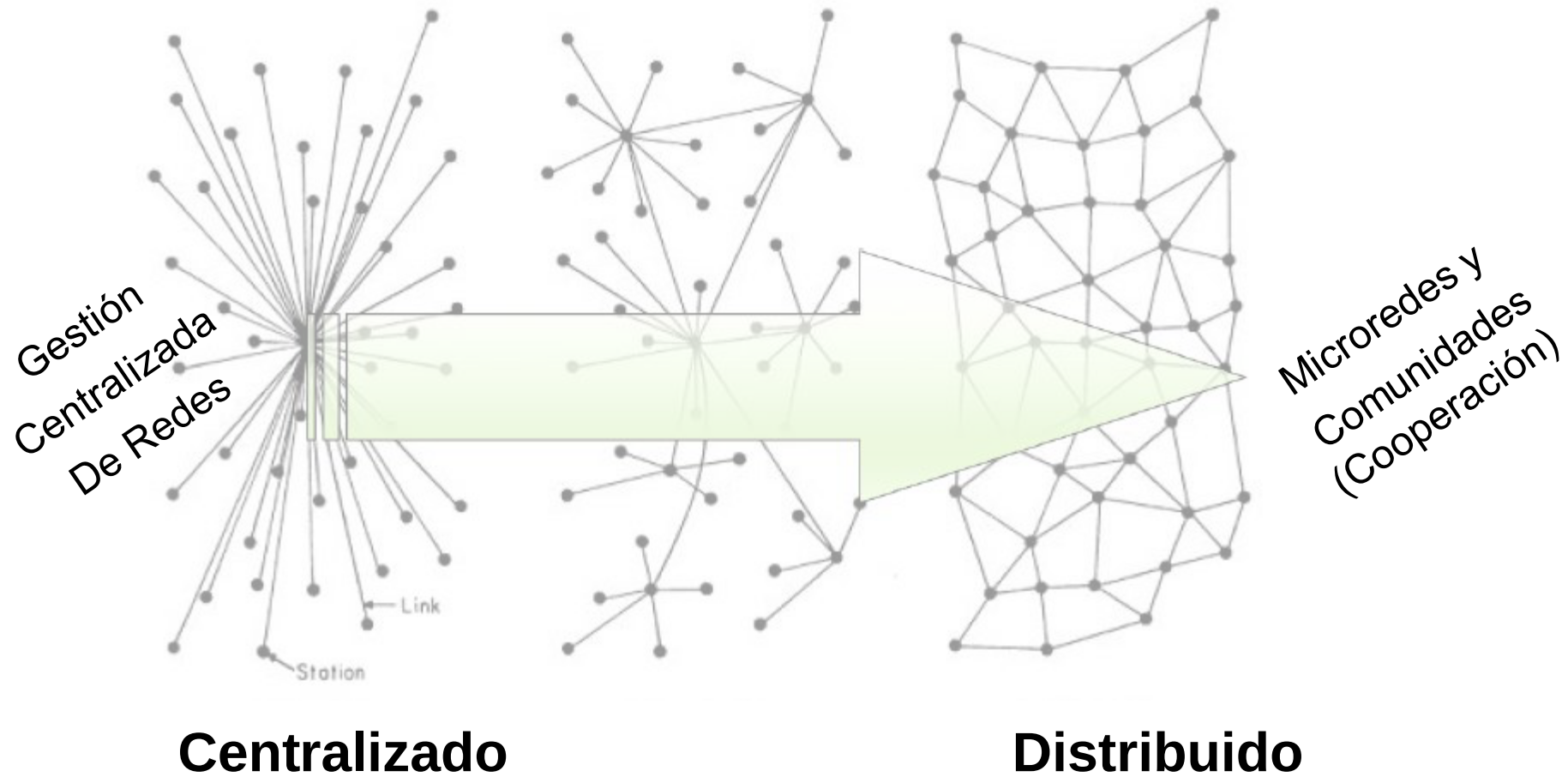


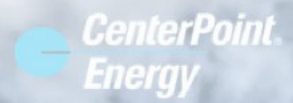
transición energética...transformación digital

Transición energética – transformación digital



transformación del paradigma energético (1): la infraestructura como síntoma





SAP HANA
Login

Log On

transformación del paradigma energético (2): de facturar un punto de suministro a identificar clientes

2000



Medida Facturación Cobro



Residential

Business



Electricity Services ▾

Gas Services ▾

Home Services ▾

Save Energy ▾

Products ▾

My Account

Welcome Tucker



0

A large background image showing a white wind turbine with red-tipped blades against a blue sky with clouds. In the foreground, there are rows of solar panels.

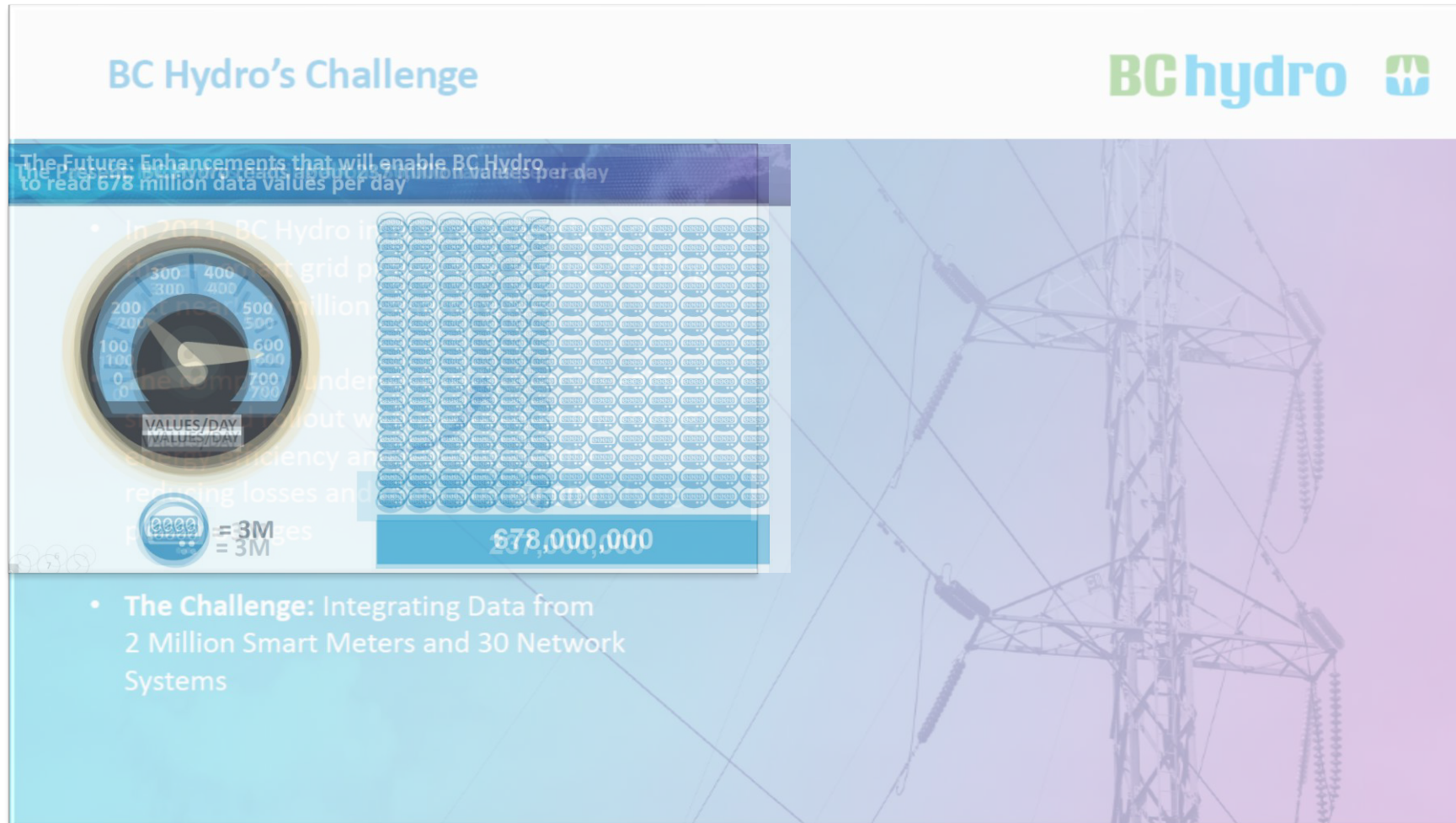
TUCKER KING, YOUR FIRST MONTH IS ON US

[SIGN UP TO ORANGE&BLUE](#)

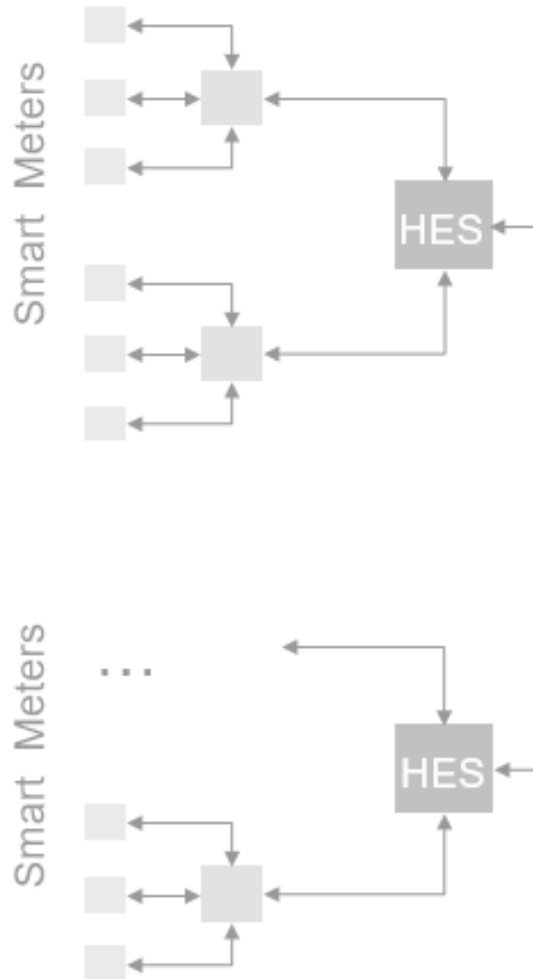
transformación del paradigma energético (3):



transformación del paradigma energético (3): Cual es el efecto de implantar medidores inteligentes?



transformación del paradigma energético (3): CUÁL ES EL ELEMENTO DISRUPTIVO?



Active Stream Breaking New Ground

10

Active Stream is on the cutting edge of technology – to provide the best customer experience at the lowest cost.



- Implement SAP Energy Data Management (EDM) integrated with smart meters (SAP's new "2-tier AMI architecture").
- 100% cloud based solution at AGL –access (RemoteApp), email (Office 365) and systems (Storm, SAP, Brave) are cloud based.
- Host enterprise systems on Microsoft Australia Azure cloud platform.
- Implement high availability SAP on Azure (using SISO/SQL 2012 solution).



Customers

> Digital Metering Overview
> Stephanie Bashir
> April 2015



All

50,518 GWh
Production

4,068 Units
Charging Stations

35,321 GWh
Consumption

12,840,808
Customers

[View Simulation](#)Renewable
Production

Customers



Infrastructure

Fine Dust

34.52
 $\mu\text{g}/\text{m}^3$

Grid Load

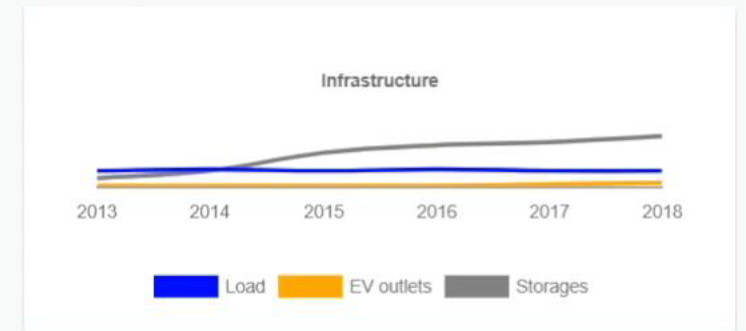
74.98
%

Electric Vehicles Share

1.99
%

Storage Capacity

768.01
MWh



Transformación de paradigma energético (4)

La estrategia digital de las compañías de suministro básico



What does the transformation to a digital business mean to Centrica Business?

Blurring Industry Lines

Centrica is no longer just a utility company
Retail / Insurance / Services / Telco...

New Business Models

Energy supply, Service, Products and
Connected Home, Franchises, Insurance

New Global Markets

Expansion beyond UK, North America and Ireland

Business Agility

Take advantage of new opportunities at speed

Customer Engagement

Digital processes need to be designed with customer at the heart

What does the transformation to a digital business mean to Centrica IT?

Speed & Agility

Platforms need to be modernised to enable innovation at speed

Microservices

Business process capabilities enabled with flexibility

Customer First

Address new and increased expectations to serve them better.

Simplification

Landscape delivers agility and speed at a lower operating cost

Relationships

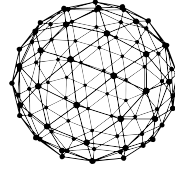
Get more value out of strategic relationships



Conclusión: solamente adoptando tecnologías disruptivas es posible afrontar el nuevo modelo energético



Mobile



Hyper
Connectivity



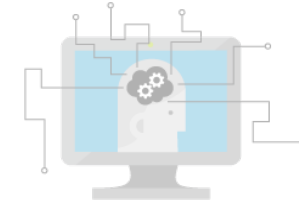
In-Memory
Computing



Internet
of Things



Big Data



Machine Learning



Social

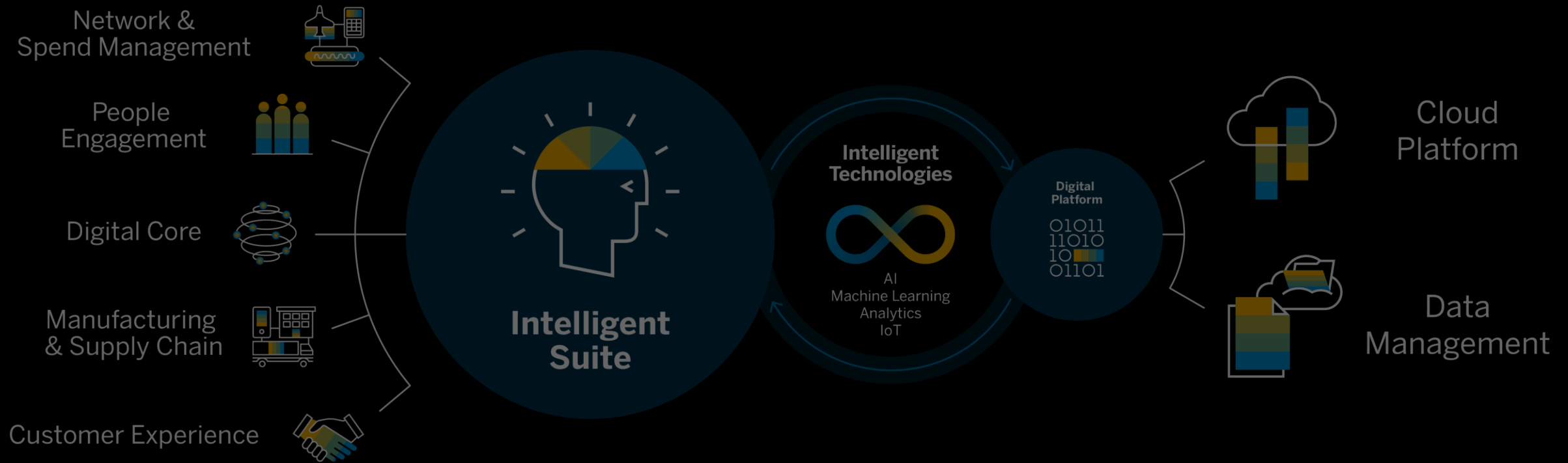


Cloud



Artificial
Intelligence

Intelligent Enterprise de SAP - portafolio de soluciones para la transición

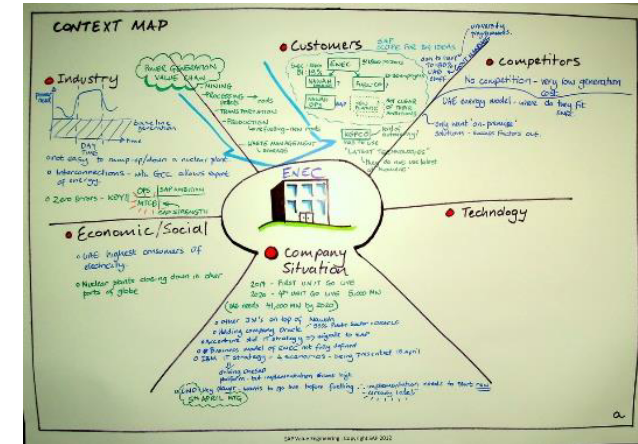


market standards to optimize
for speed and simplicity

differentiation to extend and
transform the business

**Transformación digital – ¿como puede ocurrir
en mi empresa?**

Value discovery using Design Thinking, DEWA use case



Design Thinking Se convierte en un entregable

SAP Point of View

Dubai Electricity & Water Authority
The Journey Towards a Best Run Smart Utility

Enabling Business Transformation for Enel
SAP Point of View

Prepared for 

SAP Point of View

SAP and Centrica
Helping British Gas Become a Best-Run Business

Duke and SAP
A Partnership for Growth

SAP Point of View

SAP for Smart Metering
Enabling Digital Transformation of K-electric

September 2015

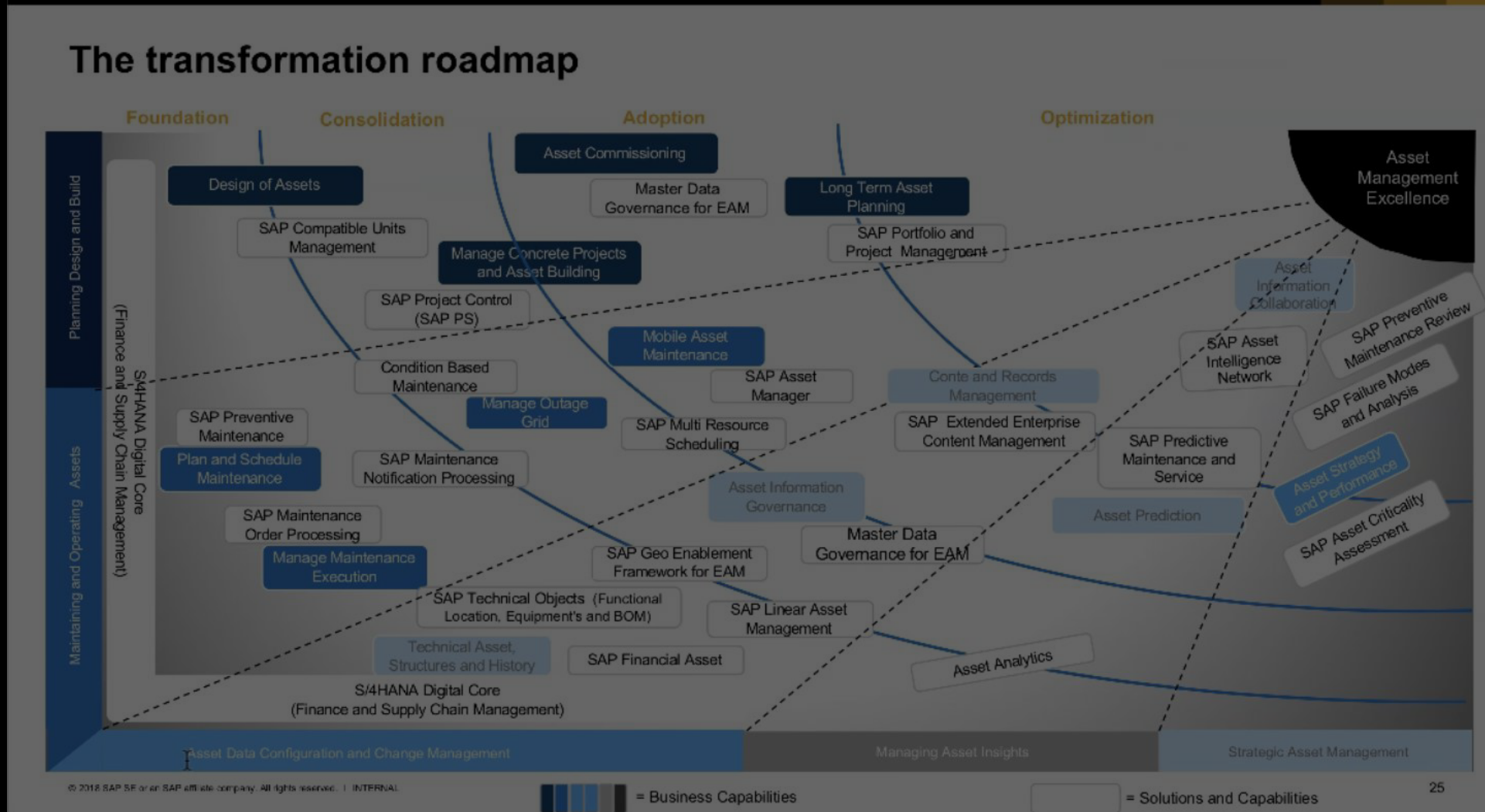


centrica



Mas de 20 años facilitando roadmaps de transformación

Ejemplo: Gestión de activos de la red



International SAP Conference for Utilities

2-4 April, 2019 – Milan Italy



Become an Intelligent Enterprise – Optimize. Extend. Transform.



We are delighted to invite you and your colleagues to the 2019 **International SAP Conference for Utilities**, taking place from 2-4 April – Milan, Italy.

The biggest names in the industry will join together at the MiCo - Milano Congressi to share industry and implementation best practice and guidance. To fit this new and exciting location, we plan to bring you our most innovative and content rich agenda yet. Packed full with customer case studies, SAP roadmap and solution updates, live demos, informative microforums, networking opportunities and more.

You and your team don't want to miss 2019's landmark event for IT and business professionals in the utilities community. If you have any questions or are interested in registering, please contact the T|A|C Events team on +44 (0)121 200 3810 or info@tacook.com.

Register your place today at: www.tacevents.com/saputilities

350+
Organizations

20+
Customer Case
Studies

10+
Deep Dive
Workshops

12+
Hours of
Networking

25+
Exhibitors

Gracias

Contacto:

Miquel Carbó