BrytEnergy



OUR COLLECTIVE ROLE IN POWERING A SUSTAINABLE ENERGY FUTURE

EVENT SUMMARY REPORT JUNE 2026

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The past decade has seen substantial, meaningful change in the energy industry. The energy transition has brought changes to the UK's fuel mix, through more renewable energy generation and increasingly decentralised sources, as well as increased electricity demand due to the electrification of various industries. The way that businesses consume energy has also evolved, as they become more involved in supporting the grid through flexibility, with on-site technologies playing a vital role in enabling consumers to shift, lower and increase consumption when needed. By engaging in flexibility optimisation to help balance the grid, businesses can also unlock new revenue streams and access cost-saving opportunities.

It's important that we facilitate conversations within our industry that drive change, which is why in June of this year we hosted our event for our strategic partners - 'Our Collective Role in Powering a Sustainable Energy Future'. Hosted at The Exchange in Birmingham, this event aimed to inspire positive action and build on the discussions from last year, from the changes we're seeing across our energy system to the ways organisations can take control and ownership within the energy transition, creating financial benefits for themselves along the way. Throughout the day, we brought together experts from across the energy industry. Here are their key insights and takeaways from the day.



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SESSION ONE: 2030 TARGETS - ACCELERATING PROGRESS TOWARDS A SUSTAINABLE ENERGY FUTURE

From regulatory changes to fast-paced developments in our energy system, the energy industry has seen a period of significant change and uncertainty. It's important that businesses have the information to fully understand this transition, to **help shape their energy and decarbonisation strategies**. In our first session of the day, introduced by our **Head of Sales Kerry Locke**, our speakers took a step back to explore our current landscape.



There's a current tension within organisations between wanting to take strides in decarbonisation, whilst also needing to prioritise affordability and the long-term resilience of their company.

Kerry Locke, Head of Sales at Bryt Energy

THE UK'S PROGRESS TOWARDS ITS 2030 TARGETS



Shauna Dubler, Senior Public Affairs Manager at Energy UK, was our first speaker of the day, and provided a wide overview of the current status of our energy landscape, and the progress required to achieve the UK's Clean Power 2030 targets.

KEY TAKEAWAYS

- We have moved beyond saying that there 'will be' an energy transition in the future – there is an energy transition happening, and we are currently living in it.
- The UK's grid mix has changed dramatically within the last few years, with 'clean' sources now making up over half of our electricity[1].
- Energy has moved to the forefront of mainstream attention, bringing new challenges and opportunities, and the sector is being measured against its deliverability.

Shauna began her discussion by acknowledging the impressive strides that the UK has taken in the energy transition already, decoupling economic growth from territorial emissions – in large part due to the decarbonisation of the energy sector. This means that while the UK's greenhouse gas emissions have been falling, the UK's GDP has continued to grow[2]. She noted that the UK now likely has fewer emissions from the electricity sector than from agriculture[3], and has completely phased out coal generation. This growth has also brought economic benefits, with 'green' jobs contributing £10.2 billion to the Scottish economy[4], and CBI Economics stating that the 'green' economy is now worth £100 billion a year and is benefitting every sector[5]. Shauna also highlighted that in 2025, wind farms cut electricity prices by almost a third[6].

Upon getting elected in 2024, the Labour party made Clean Power 2030 a mission of Government and it formed a cornerstone of their policy agenda. Whilst everyone across the sector recognises that it's a very ambitious target, it certainly galvanised the industry in a way that we hadn't really seen before, and we were able to open lines of communication with the Government and really drive this forward.

Shauna Dubler, Senior Public Affairs Manager at Energy UK

1 https://lowcarbonpower.org/region/United_Kingdom
2 https://www.gov.uk/government/news/uk-first-major-economy-to-halve-emissions
3 https://www.carbonbrief.org/analysis-uk-emissions-in-2023-fell-to-lowest-level-since-1879/
4 https://www.envirolink.org/2026/05/27/scotlands-green-economy-generates-10-2-billion-and-creates-over-105000-jobs/
5 https://www.theguardian.com/environment/2026/jun/02/uk-green-economy-worth-more-than-100bn-a-year-net-zero
6 https://eciu.net/media/press-releases/wind-farms-cut-power-prices-by-almost-a-third-in-2025

Shauna explained that, in part, this progress is due to the Government setting a clear ambition whilst taking early action to address some of the existing barriers, such as reversing the de-facto ban on onshore wind energy projects in England, or working to secure an uplift in the Department for Energy Security and Net Zero's (DESNZ) budget for the Spending Review 2025.

Shauna then focused on some of the most significant challenges that the industry is facing:

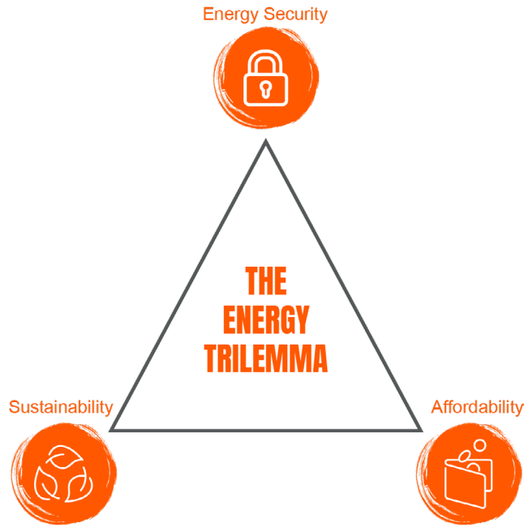
- Gas remains critical for the grid, but most of the gas fleet is aging, and the price of gas remains volatile.
- Whilst renewable energy growth is positive, it also presents challenges for connecting these projects to the grid and ensuring grid upgrades to facilitate this.
- Nuclear capacity is going to significantly reduce by the end of the decade, with four nuclear plants that will be going into decommissioning, reducing availability of supply.

Shauna then focused on the affordability of electricity, which is one of the biggest challenges the sector is facing. With electricity bills set to continue to increase due to the unpredictability of gas prices, the UK currently has some of the highest industrial electricity prices in the G7[7]. This is having a visible impact on the UK's industrial production, with output from the UK's energy-intensive industries at its lowest since 1990[8]. Businesses who are struggling with these electricity bills could be benefitted by more support at Government-level, Shauna noted.





Shauna highlighted the recent splintering of political consensus regarding energy security, sustainability and affordability, and how these different priorities can be secured. This is a growing challenge, and it's changing how people are engaging with the energy sector.



Nevertheless, Shauna drew attention to a growing understanding of the importance of energy security and the need to strengthen energy generation within the UK – and highlighted that increasing renewables and upgrading grid infrastructure are critical parts of this. There is a need to manage increasing cost from grid upgrade investments more fairly, but this investment is also an important part of ensuring long-term energy independence.

7 https://www.gov.uk/government/news/british-businesses-to-save-over-400m-a-year-as-government-slashes-electricity-costs
8 https://www.ons.gov.uk/economy/economicoutputandproductivity/output/articles/theimpactofhigherenergycostsonukbusinesses/2021to2024

CREATING AN ENERGY SYSTEM FIT FOR THE FUTURE

Emily Leadbetter, Head of Energy Insights and Analysis at National Energy System Operator (NESO), shared insights from NESO's **Future Energy Scenarios 2025** (FES 2025), summarising the necessary actions for the UK to achieve an energy system fit for the future.



KEY TAKEAWAYS

- Electricity is now the fifth largest sector for emissions and has been a major driver of decarbonisation to date – but other sectors must now pick up the pace[9].
- Investment in energy efficiency and engaging in flexibility will be critical to Great Britain's energy future.
- Upfront investment in the energy transition is expected to reduce operating costs further down the line.

Emily's discussion on the possible pathways towards net zero by 2050 began by highlighting NESO's flagship publication, Future Energy Scenarios (FES). FES provides an independent view of how our energy system could evolve from today to 2050, on the route to net zero, looking across the whole energy system, and modelling energy supply from different sources, demand across all sectors, emissions pathways, flexibility, and consumer engagement. It was the Holistic Transition pathway from FES 2024 that underpinned the advice that NESO gave to the Government on the Clean Power 2030 Plan.



Emily echoed Shauna's notion that positive progress has already been made, but now, the majority of the remaining emissions to meet net zero must come from outside the electricity sector, such as across transport and heat. Emily affirmed that net zero is possible with timely, bold and coordinated action to unlock the benefits of a low-carbon system.

Action will be needed in:

- Energy efficiency
- Demand flexibility
- Infrastructure and energy supply
- Adoption of low-carbon technologies, such as Battery Energy Storage Systems (BESS), heat pumps and solar PV

9 https://www.gov.uk/government/statistics/provisional-uk-greenhouse-gas-emissions-statistics-2025/2025-uk-greenhouse-gas-emissions-provisional-figures-statistical-release#provisional-greenhouse-gas-emissions-by-sector

Sometimes, the cost of delivering net zero is cited as a reason not to do it. However, it is also worth noting the economic benefits we could see, including a reduction in operating costs in the future, and protecting Great Britain from fossil fuel price shocks in the meantime.

Emily Leadbetter, Head of Energy Insights and Analysis, NESO



NESO HAS SET A TARGET OF 750MW OF ADDITIONAL I&C CONSUMER-LED FLEXIBILITY BY 2030[11]

Emily noted that energy efficiency measures will help to manage the growth in electricity demand and reduce operating costs. For example, appliance efficiency improvements could reduce peak electricity demand by 4GW, equivalent of four power stations, by 2035[10]. Demand flexibility - consumers adjusting their electricity usage in response to the grid's needs - will also be critical to reducing the cost of other forms of flexibility, putting consumers in control of their energy use and reducing their energy costs. Progress in this will be shaped by consumer engagement and digital solutions, such as Vehicle to Grid (V2G).



10 https://www.neso.energy/document/364541/download
11 https://www.neso.energy/industry-information/flexibility/power-responsive#Publications

THE PIVOTAL ROLE OF RENEWABLES IN AN EVOLVING SYSTEMS LANDSCAPE

Kevin O'Donovan, Senior Vice President Europe and Managing Director of UK and Ireland at Statkraft, explored the changing role of renewable energy within this landscape.



Statkraft

KEY TAKEAWAYS

- The UK is already in a positive position in terms of its progress in the energy transition – and we need to focus on this in order to bring people with us on this journey.
- A key challenge for technology developers is grid connection delays.
- The increasing efficiency of technologies will help to minimise the impact of these challenges.

Kevin affirmed that, from a European context, the UK has made positive progress already on the journey to a stable, decarbonised energy system. Statkraft itself currently has twelve projects in construction across the UK and Ireland, across various types of technologies, including solar farms, wind farms, battery storage and grid stability projects.

Whilst it is important to focus on how we are to achieve net zero by 2050, it's also important to highlight what we're doing right now, and how every renewable energy project connected to the grid takes us one step further towards a future that is more energy secure and stable, and less reliant on fossil fuels. Kevin noted that we're now seeing the resource crunch of making this all happen and explained some of the key challenges developers face in rolling out these projects. For example, different renewable projects going through the planning system are experiencing delays, as local authorities and planning officials face a backlog to review.

The fact is that the scale of what we have to do is really challenging, and we need to be realistic about our resources and what we can achieve.

Kevin O'Donovan, Senior Vice President Europe and Managing Director of UK and Ireland, Statkraft

The UK is in a very good position on its journey to achieving energy security, price stability and making the most of its own resources. It is possible for us to achieve something that is really going to transform the UK for everyone, benefiting consumers and the economy, and helping to tackle climate change.

Kevin O'Donovan, Senior Vice President Europe and Managing Director of UK and Ireland, Statkraft

Kevin finished by discussing the increasing efficiencies in technologies. This includes utility-scale battery storage systems, which are continuing to develop and improve. Kevin noted that these batteries have grown from only having half-hour storage to 4-hour storage batteries - and Kevin is hopeful that within the next 2-3 years, 8–10-hour storage batteries will be being built. The evolution in the efficiency of these technologies will help the UK overcome some of the challenge of grid delays and help us better use the system we currently have.

PANEL SESSION ONE:

Following Session One's discussions about the evolving energy landscape, and what still needs to be accomplished to meet the UK's climate commitments, our first panel session focused on the progress that the UK is currently making, and the role that consumers have within this bigger picture.



There were three key points that emerged during the discussion:

- The UK has made significant steps towards a decarbonised energy system, and this is now bringing a new set of considerations.
- Communicating the benefits of this transition to consumers is key to addressing concern over costs and miscommunication.
- Consumers can support the evolving grid and be rewarded for it – and the Government must work to support them in doing this.

IN YOUR REMIT, HOW IS THE UK ENERGY SYSTEM EVOLVING TO MEET ITS 2030 TARGETS?

From her position at NESO, Emily emphasised the sheer scale of the change that she has been observing, over the last 15 years, as the energy system transitions and evolves. She said that, in NESO's national electricity control room, they have introduced a raft of new products and services to manage the transition from a system with a stable, predictable electricity demand and flexible supply, to a more variable landscape, with changing demand profiles, more embedded (local) generation, and more renewable energy sources to manage. There has been significant, large-scale progress, Emily noted, with the electricity system recently having been able to operate with 98.8% zero carbon sources[12].

Shauna focused on the recent evolution of public perception. With the Government's 2030 targets, the sector has had to move at pace, which has also meant that actions have been under more public scrutiny. To best respond to this growing attention, it's important that we change the way that we talk about the energy transition, simplifying conversations for mass understanding and support.

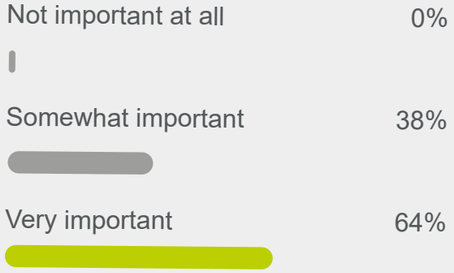
Kevin acknowledged that the UK's climate commitments present challenging targets but present a collective direction to work towards, together. The UK stands as global leaders in storage deployment, and the UK's energy sector has had an impressive journey – but we must continue to move at pace. Emphasising the progress that has already been made is key to bringing the British public along with us on this journey, Kevin stated.

ELECTRICITY COSTS ARE GROWING. HOW DO WE KEEP BUSINESSES WHO ARE STRUGGLING WITH THIS, ENGAGED IN SUSTAINABILITY?

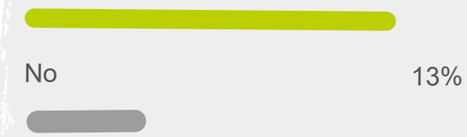
Shauna acknowledged that it can be challenging to keep businesses engaged, when they are juggling competing priorities, including affordability. However, it's important to highlight the facts about the long-term certainty and resilience of investing in homegrown renewable energy. The cost of achieving net zero is less expensive than a single energy price shock caused by increases in the cost of fossil fuels – which means that the short-term investments in achieving net zero will protect the UK's consumers from the impact of future global price shocks, creating long-term savings[13].

Emily concurred, citing a recent report from E3G that found the recent global price shock following Russia's invasion of Ukraine was more costly for the UK economy over the following four years than the annual funding of NHS England[14]. She said that investing in a sustainable energy system will limit the impact of fossil fuel price shocks in the future. Kevin highlighted the importance of emphasising that renewable energy is already shielding the UK from higher costs during these price shocks. Not only will the energy transition save the UK money in the future, but it is also saving the UK money now.

WE ASKED THE ROOM 'HOW IMPORTANT IS SUSTAINABILITY WITHIN BUSINESSES' ENERGY STRATEGIES?



GIVEN THE CURRENT FINANCIAL PRESSURES FOR CUSTOMERS, IS NET ZERO AT RISK?



12 https://www.neso.energy/britains-electricity-system-breaks-zero-carbon-record-gas-reaches-historic-low-and-solar-hits-historic-high

13 https://www.theccc.org.uk/2026/03/11/cost-of-net-zero-by-2050-less-than-a-single-fossil-fuel-price-shock-ccc/
14 https://www.e3g.org/news/cost-of-energy-crisis-in-uk-exceeds-nhs-england-s-annual-health-spending/

SESSION TWO: WITH EVOLUTION, COMES OPPORTUNITY - WHAT WE CAN DO TO TAKE CONTROL AND OWNERSHIP WITHIN THE ENERGY TRANSITION

Session One provided overviews of the significant factors that are impacting the UK's route to decarbonisation, at a policy and system level. Our second session, introduced by Stuart Taylor, our Head of New Business Development, focused on the 'positive and the practical' – the key considerations UK I&C consumers should be thinking about, and the tangible steps businesses can take today to create value and take back control.



Our ecosystem is evolving, widening, as the energy landscape moves from a linear to a decentralised system. That's why in this session we have market experts, sustainability consultants, system operators and technology providers, to show the various parts of the puzzle that need to fit together. Within this, everyone's got an opportunity to leverage energy as a key strategic asset and create value.

Stuart Taylor, Head of New Business Development at Bryt Energy

ENERGY TRANSITION PRIORITIES FOR I&C CONSUMERS

Duncan Dale, Vice President Customers Facing Business of Statkraft UK & Ireland, highlighted the exciting opportunities the energy transition is unlocking for Industrial and Commercial (I&C) businesses.



Statkraft

KEY TAKEAWAYS

- It is now much more mainstream for I&C customers to produce energy, as well as consume energy. Through adopting on-site assets, businesses can also participate in flexibility optimisation schemes and generate revenue from these.
- Electrification could lead to a constrained grid, which means that businesses will need to take more control of their usage through on-site technologies.
- Fundamental industry changes are occurring, and roles are evolving to adapt to the transition, as seen in the introduction of Virtual Trading Parties (VTP).

Duncan opened his discussion by noting that the usual image for the energy transition is of large renewable energy generators, but a lot of the energy transition is now happening in the I&C space. This is through a plethora of new opportunities for organisations, through technologies like rooftop solar photovoltaic (PV), behind-the-meter BESS, electric vehicle (EV) charging, heat pumps and e-boilers. Adopting these technologies can:

- Improve businesses' Environmental, Social and Governance (ESG) credentials
- Allow them access to new revenue streams
- Provide businesses with more freedom with their electricity usage and resilience than they would otherwise have

Duncan next highlighted the business case for on-site technologies. The delivered cost of power has increased enormously over the past decade, with rising gas costs and increasing transmission and distribution charges, whilst the cost of on-site technologies has been decreasing; solar PV has decreased in cost by 70%, the cost for batteries has more than halved[15], and these technologies are set to continue to decrease in the future. Duncan shared that if businesses build their own behind-the-meter generation (solar PV and battery), they could see a 4–6-year payback[16], which is an attractive prospect for investors.

This contrast has contributed to a steep increase in investment in on-site technologies.

There is also now a significant increase in I&C customers' electricity demand, largely due to the electrification of transport and heating. With such significant electricity demand, the timing of when businesses in these industries use electricity from the grid will be critical, to avoid peak charges and reduce system strain. This increase in demand means that many I&C large-scale projects are experiencing years-long delays in exporting or importing electricity to the grid, due to a lack of

15 Figures are from Statkraft's internal and external estimates.
16 Figures are from Statkraft's internal and external estimates.

connections on the distribution networks[17], which risks them not being able to access the electricity they need. This means that many businesses will need to take electricity generation into their own hands, relying less on the grid by generating energy through rooftop solar PV, and managing this electricity generation as they use it within their operations. This investment can also allow businesses to provide flexibility to the grid in times of strain and delays, and they can be financially rewarded for their efforts.

Duncan then highlighted the changing roles that we will all have to adopt within the energy transition. He focused on the introduction of Virtual Trading Parties – which now includes Bryt Energy. The introduction of VTPs means that consumers can use a third party to manage the optimisation of their energy generation and usage – without needing to have an electricity supply contract with them. Through this, businesses can set a baseline for their usage to be optimised against, and that power can be traded in the wholesale electricity market, which can make a big difference financially for businesses.





As an industry, we need to make adopting on-site technologies as easy as possible – a no-brain decision – for the I&C customer. This isn't easy, because this is all very complex. We need to help them fully understand the opportunities that exist so that they invest in them.

Duncan Dale, Vice President Customers Facing Business, UK & Ireland, Statkraft

THE BUSINESS IMPACT OF OUR CHANGING ENERGY SYSTEM



Samuel Bird, Associate Director at Carbon Trust explored the implications of a changing energy landscape for businesses' energy and decarbonisation strategies.

KEY TAKEAWAYS

- Energy has shifted from a cost line to a strategic priority, with common challenges emerging across every sector.
- The focus is shifting from sustainability to resilience, as businesses factor both physical and transition risks into their energy strategies.
- Evolving carbon reporting frameworks are increasingly central to consider for businesses' future energy strategies.

Samuel began by acknowledging that, with the increasing complexity of the energy market, businesses have needed to move away from looking at energy as a simple purchasing decision, but instead as part of a broader, holistic energy strategy. The energy agenda has now expanded across departments, as more than just cost is considered; resilience, security, carbon emissions, and compliance are also key considerations. Sustainability has become embedded in businesses' operations in recent years, with organisations thinking about resilience to climate risks and protecting from energy price spikes. They are integrating these risks into their decision-making framework and considering the cost of inaction when making choices around electricity procurement and investment in on-site technologies. Samuel highlighted that businesses in different sectors face unique challenges. However, some common themes exist across sectors, including aligning cost with transition strategies, evolving procurement approaches, and securing internal stakeholder buy-in.

The discussion also explored recent changes within the evolving carbon reporting landscape. The Greenhouse Gas (GHG) Protocol is updating its suite of corporate standards for the first time in over a decade, with the draft Scope 2 guidance signalling a move towards hourly matching of electricity. The Science Based Targets initiative (SBTi) has since published Version 2 of its Corporate Net-Zero Standard. Samuel noted that the role of Renewable Energy Guarantees of Origin (REGO) certificates may be changing within these frameworks. In response, businesses are likely to move away from annual REGO matching towards longer-term commitments, such as CPPAs or on-site generation.

When we're working with businesses, we're trying to emphasise the idea of using energy procurement as a strategic lever, not just a simple cost transaction. They must think about where they want to get to in the next 10-15 years and the decisions required to get there, and then build the business case internally to secure those decisions. Cost must be managed alongside sustainability, not separately - and businesses need to be prepared for changes in the regulatory and reporting landscape.

Samuel Bird, Associate Director, Carbon Trust

17 https://www.energylivenews.com/2026/07/16/grid-delays-are-threatening-industrial-growth-and-net-zero-plans/

FLEXIBILITY PARTICIPATION - A KEY TOOL FOR SUCCESS

James Kerr, Engagement Lead at NESO Power Responsive, covered the opportunities for businesses to benefit from flexibility schemes, changing how and when they use electricity to help balance the electricity grid.



KEY TAKEAWAYS

- There are various services and systems to maintain supply and demand on the grid, many of which consumers can be rewarded financially for participating in.
- NESO's Demand Flexibility Service (DFS) has seen recent changes to ensure that it is fully utilised and accessible for more consumers.
- Conversation and collaboration will be crucial in encouraging uptake of these schemes and services.

James introduced NESO's role in helping to balance supply and demand on the grid:

> *One of our core roles is to make sure that we keep the transmission system always running, and to do this, we need to balance supply and demand. The system has already moved from one with a few large, highly flexible power plants - and consumers that were not very flexible - to a much more decentralised system, with more renewables on the grid. To support a balanced electricity system, we need flexibility, both on the supply and demand side.*
>
> ***James Kerr, Engagement Lead at NESO Power Responsive***

BENEFITS OF THE DFS:

- **Low entry requirements**
- **Simple participation model, without complexity**
- **Financial rewards for consumers**

To ensure that the system is balanced at all times, NESO relies on various services:

- Demand Flexibility Service - The most accessible entry point for flexibility providers, which works to reward consumers for shifting, reducing or increasing their electricity use during peaks on the grid. Consumers can participate directly through NESO or through third-party aggregators.
- Local Constraint Market - Constraint management for Scotland, to utilise excess renewable energy.
- Balancing Mechanism - NESO's primary tool to balance supply and demand on GB's network.
- Reserve Services – Provide extra power in the form of either increased generation or demand reduction. This enables NESO to manage a greater than forecast electricity demand on Britain's transmission system.
- Response Services – Utilising fast, automated response to frequency changes that assist with grid stability.
- Capacity Market – Designed to ensure that the grid has a secure and sufficient supply by providing financial payments for reliable sources of energy capacity.

The Demand Flexibility Services (DFS) has changed over the years, from something that was more of a contingency service to one that can be used on a more regular basis. It is now operational all year round, with the opportunity to participate in both demand turn down and demand turn up events. There are now more routes to participation, with more active providers that businesses can participate with, and there are now lower entry thresholds (lowering from 1MW to 0.1MW), providing more opportunities for businesses to participate.

There are also now more chances to earn money, as it's not only about reducing demand at peak times anymore, James highlighted – consumers can also be rewarded for using more energy at certain times, making use of renewable energy when levels are high on the grid. There's no obligation to participate after registering, so it's a risk-free service for consumers.



UNLOCKING VALUE THROUGH TECHNOLOGY

Stephan Marty, CEO of Wattstor, explored the opportunities that on-site technologies can provide businesses, including Battery Energy Storage Systems (BESS), solar PV, heat pumps, and electric vehicles (EVs). Stephan also explained the key considerations for businesses looking to install these technologies, and the value they can provide for organisations.



KEY TAKEAWAYS

- ‘Hardware’ and ‘software’ technologies all provide unique benefits in helping customers generate, manage and benefit from their electricity usage.
- Sites must be looked at holistically, and needs must be thoroughly considered, before investing in the right kinds of technologies.
- It’s important that the potential value of these technologies is fully conveyed to organisations.

Stephan discussed the benefits and considerations of on-site technologies for businesses, outlining the various ‘hardware’ and ‘software’ assets that are available to help organisations manage their energy usage. ‘Hardware’ assets refer to tangible, physical technologies that can generate, store or shift electricity usage. Examples include solar PV, BESS, heat pumps and EVs. In contrast, ‘software’ technologies refer to non-physical systems that can optimise and control energy, such as automated trading, market access, and forecast and optimisation engines.

Some key considerations for businesses who are looking to invest in some of these on-site assets were outlined by Stephan:

- It’s important to consider whether an organisation wants to self-invest, as payback varies, and the customer should have good market expertise and understand the technology to do this.
- Whether the customer is a large or small electricity consumer is also a vital consideration, as different Government schemes can be applied to help organisations with their electricity bills, depending on their consumption levels.
- Organisations should also consider their electricity load profile, including peaks, shifts and weekend usage, and the space that they have available on-site for the technologies.

Stephan highlighted that solar PV combined with BESS creates significant savings and long-term value. According to Wattstor, the end-customer and the technology installer usually see roughly 50% of the value from the technology each[18]. By emphasising this potential for long-term value, customers can be helped to see the benefits of investing in these technologies.





> *We need to look at an organisation’s sites holistically, thinking about what works best for their needs and long-term vision, and what technologies could best work together at this site and suit their operations.*
>
> ***Stephan Marty, CEO of Wattstor***



18 Figures are from Wattstor’s internal and external estimates.
19 Figures are from Wattstor’s internal and external estimates.

PANEL SESSION TWO:



Our four panellists for Session 2 continued their focus on businesses' priorities and considerations within their panel discussion. Their questions revolved around key considerations for I&C customers, alongside the risks of inaction for their businesses.

There were three key points that emerged during the discussion:

- Businesses need to look far ahead for their long-term energy strategies and embed these strategies across their operations
- Communicating the opportunities of the energy transition is key to getting businesses on board, through simplifying complex language.
- Businesses that invest now in the energy transition can take advantage of various financial opportunities, and shield themselves from the impact of energy price shocks.

WHAT ARE THE TOP THINGS THAT I&C CUSTOMERS SHOULD BE CONSIDERING IN THEIR STRATEGIES, TO STAY AHEAD OF THE ENERGY TRANSITION?

Stephan and Samuel agreed that businesses should adopt a long-term vision when developing their energy strategies, advising them to look ahead and plan forward for their organisation's key priorities. Then, it's important to have a holistic strategy to address these aims, considering how technologies will be impacted by future changes in their site and operations.

James advised that it's important to be curious about what your operations have the potential to do. Often businesses will believe that their operations do not allow them to be flexible, but most of the time, there are processes that can be flexed, and the shift might be more subtle than you realise. James advised customers to go and investigate what their options are with the assets that they have, whether this be through manual or automatic optimisation.

Duncan noted that language around the energy industry is not always going to be widely accessible and easy to understand for businesses – businesses will need clear advice and support to encourage engagement and adoption.

WHAT NEEDS TO HAPPEN TO BRING I&C CUSTOMERS' KNOWLEDGE OF THE OPPORTUNITIES OF THE ENERGY TRANSITION UP TO SPEED, IN ORDER TO ENCOURAGE CHANGE?

Duncan began with acknowledging that it's difficult to find one party that has expertise in all areas of businesses' energy strategies – including supply, optimisation and installation. Often, different partners will need to be employed to work together for different aspects of a business's energy strategy. Samuel highlighted that it's important that we all identify what skills we each have, and identify useful partners to provide support systems for customers.

Stephan acknowledged that many businesses will not be energy experts, which is why this cannot be made complicated for them. James agreed that it should be presented to them in a format that they understand, with easy-to-understand language, whilst the complex behind-the-scenes actions can be dealt with by experts. It needs to be made simple – otherwise we risk losing businesses' engagement because the opportunities available aren't made clear to them.

WHAT RISKS DO BUSINESSES FACE IF THEY DON'T ADAPT THEIR STRATEGIES?

The energy price shocks of the last few years is a significant risk to businesses, Samuel answered. If businesses are not looking at alternative procurement strategies to hedge against these price shocks, such as on-site generation, it is likely that there will be further price disruptions that will impact them.

James and Stephan added that another big risk to businesses is missing out on the revenue-generating opportunities that are available to them, and Duncan emphasised the competitive advantage that electrification can enable for growing businesses.

HOW MANY OF YOUR CUSTOMERS ARE CONSIDERING ON-SITE SOLAR AND/OR BATTERIES, TO COMPLEMENT THEIR ENERGY PROCUREMENT?

Most are considering them	25%
Some are considering them	75%

HOW IMPORTANT IS FLEXIBILITY WITHIN YOUR CUSTOMERS' ENERGY STRATEGIES, AS A WAY TO UNLOCK VALUE AND OPPORTUNITIES?

Not important at all	13%
Somewhat important	15%
Very important	38%

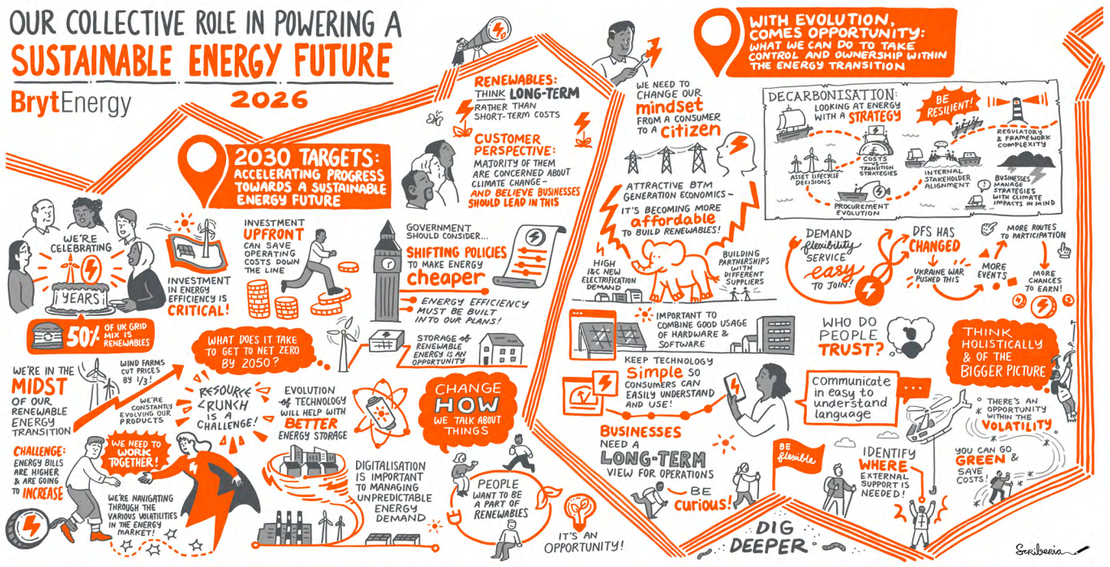
COMMUNICATING CLIMATE CHANGE

In between the important discussions from our speakers, we wanted to ensure that we also utilised various forms of communication to drive these conversations forward, bringing fresh perspectives and levity to the day.

We were delighted to welcome back climate comedian, **Stuart Goldsmith**, who entertained attendees with topical and thought-provoking humour surrounding climate change and how we can all take sustainable action as individuals. His comedy set was a true highlight of the day, acknowledging the ways that the climate crisis can impact us, and how it's important to turn our apprehension about the future into action.

We also welcomed back **Scriberia**, who cleverly illustrated the day's discussions and insights. Seeing the end-result, capturing our speakers' important takeaways, was the perfect end to the day. You can see a glimpse of the day's takeaways through the final art piece, below:





CONCLUDING THOUGHTS FROM DAVID TAYLOR

"Firstly, we have made some huge progress across all parts of the industry over the last 10-20 years. There has been a massive reduction in the carbon intensity of electricity that is being consumed, due to the strong progress made by the energy sector.

There are still some big challenges on every level, for nations, organisations, and individuals. We know these challenges will have an impact, and we can't say with absolute certainty what those impacts will be. What is clear is that one of these big challenges is cost, and this is having a significant impact on organisations. We've talked about it a lot today – the cost of achieving net zero, the cost of electricity, the cost of technologies, the cost of upgrading the system. But something that we still need to talk about is the cost of doing nothing – financial, environmental and socioeconomic costs to keeping the system as it is. The development of renewables has already sheltered the UK from further price shocks that come from fossil fuels, with 50% of economic slumps since 1970 having been caused by fossil fuel shocks[20]. That's the price of doing nothing – which is why it's so important to make a change now.

We need to think differently about how we define sustainability – it's not just about decarbonisation, but also about long-term resilience, security, accessibility and affordability. These factors don't have to be mutually exclusive. It's also important to take an approach to problem-solving that looks at things more widely, with factors like policy, grid, generation, storage, and supply all being interconnected, and often requiring coordination to happen consecutively.

Our ecosystem is expanding, with roles changing and business networks and partners widening, and we all need to find a way to work much more closely together to achieve the UK's cost, security and climate goals.

And finally, there are real opportunities that are emerging. There are opportunities for training, better working relationships for supply chains, and real opportunities for organisations to get involved in better understanding and managing electricity consumption, which can create real value.

Demand flexibility underpins each of the FES scenarios. It's clear that flexibility will no longer be an option going forwards – it will be a necessity to engage in, to keep the grid balanced and costs down. For us at Bryt Energy, it's no longer just about supply – although this is still important. There are many other things that we need to be working on, including behind-the-meter generation and storage, to support the transition to a sustainable energy future. As an optimiser of flexibility, operating as both a renewable electricity* supplier and a Virtual Trade Party, we are ready and prepared to expand our offerings to help customers take advantage of the exciting opportunities the energy transition can offer."

David Taylor, Strategy and Innovation Director, Bryt Energy



20 https://committees.parliament.uk/oralevidence/17777/html
*Please visit www.brytenergy.co.uk/100-renewable-electricity/ for more information on our products and services



THANK YOU

We want to thank our wonderful speakers for their time and sharing their insights with us all, and to express our gratitude to everyone who attended. We hope that you continue to drive these conversations forward into new directions in the future.

To hear more from us about the opportunities that businesses can access within the energy transition, visit **here**. Or if you'd like a conversation with one of our friendly team of experts, click **here**.

Bryt Energy

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