

**Welcome to the
XI Latin America Smart Grid
Forum
2018**

São Paulo, September 17th & 18th, 2018

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Belief, Passion and Contribution

More than 15 years ago I started to firmly believe that energy business were critically and rapidly being transformed by a set of technologies that challenged the traditional status quo, and would also contribute to the health and well-being of mankind.

Since then I decided to engage myself working to improve energy services by employing better technologies, innovation, contract intelligence and regulatory knowledge and evolution. And passionately I have been working to provide greater efficiency, profitability and reduced costs in the final use of energy by society.

Because of this, in order to share my experience and knowledge in a broad international professionals network, I structured and organized the Latin American Smart Grid Forum, which aims to put into practice and accelerate the introduction of new technologies and innovations in energy, in a sustainable way, in Brazil and in the Latin American countries.

21st. Century Society

- From Profit



Foto: Divulgação

Controlling



Planning

Privacy



- To Purpose



works

Empowering



Experimentation



Transparency



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11º FÓRUM LATINO-AMERICANO DE SMART GRID

17 e 18 de setembro de 2018

Smart Grid Forum Latin America

- Pioneer initiative in 2008.
- Open periodic and systematic information exchange and policy formulation – **focus on articulation and synthesis.**
- **Collaboration** with other similar initiatives around the world.
- **Neutral, independent and inclusive (non exclusive)** vehicle to include the broader possible matrix of stake holders on the debates.
- Seeks for **modernization** achievable in a **sustainable way** considering technical, economical, environmental, political, legal and societal aspects.
- **No fees:** meetings are self sustainable, by the annual meeting or case by case.
- **Edition number ELEVEN Starts TODAY !!**



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Smart Grid Forum Latin America

- **Business oriented perspective** for technology deployment
- **Up to date worldwide progress review**
- **More focus on the next steps** rather than on past achievements
- **No easy answers or silver bullets:** the Forum commits to raise and debate **the fundamental basic questions for the next building blocks to move forward** in the LA region
- **The work does not finish after the Conference** - it really starts – every Conference is a **new set up of the relevant questions** for the region's next year's debate and progress
- This 11th edition will tackle **the Utilities of the Future & Smart Cities**



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Smart Grid: Dramatic Electricity's Sector Technological Transition

Traditional Industry

New 21st Century Industry



Declining Technologies
Heavy Assets – Capital Intensive
Monopoly
Centralized Operative Platforms

Emerging Technologies:
Decentralization = DERs + Open Platforms
Digitalization = Connectivity + AI + Analytics + IoT
De-carbonization = Renewables + Electric Mobility

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Traditional Industry

New 21st Century Industry

Discontinuity: a New Electricity Generation...



Why and How Business Model is changing worldwide?

Traditional Business Model	Smart Grid Business Model
Infra-structure Concessions, based on public tariffs	Free and ad-hoc access to technology, build your own energy infra-structure
Captive Market and Unique Energy Supplier from Power Plant to final use	Multiple Energy Sources, from multiple users & owners working
Capital Intensive Use, focus on Energy and Demand growth	Competitive Costs, focus on Energy Efficiency and Demand Management
Investment Return in decades, 30 years	Investment return in less than 10 years
Prices policies defined on required investments and scale (Sales Volumes), political cross subsidies inside	Prices defined by the user case, required reliability, technology and efficiency
Main Products: kWh and kW	Main Products: Usage Management

21st Century Energy: Distributed Energy Resources

- Better Practices over:
 - Energy efficiency
 - Demand side management
 - Renewable small scale and distributed generation
 - Co-generation
 - Back up power - CHP
 - Building & Processes Automations
 - Micro grids
 - Energy Storage & Demand Flexibility
 - Other coming tools & disruptive technologies....

Fast Development & Grow

- Massive Investments & faster than expected market penetration
- Technology evolution, convenience and market prices speeds up client's adoption
- Penetration will change dramatically the traditional utility business model based on scale and permanent growth = Disintermediation

The combined use of DER & ITC technologies provides leveraged and much faster return of investments compared with individual cost benefit assessment

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Thank You!

And

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