

Customer-focused Innovation



Presync

Ben Waters

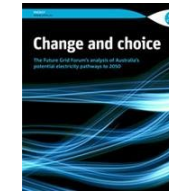
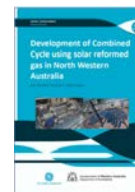
26 February, 2016

Our ideas have been forming for a while

Hudson Worsley



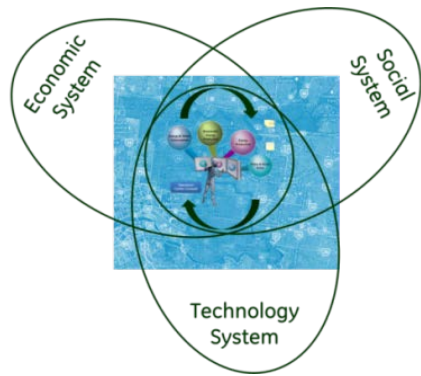
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Local, integrated infrastructure solutions

Distributed Energy

means supplying/substituting electricity/thermal energy close to the load

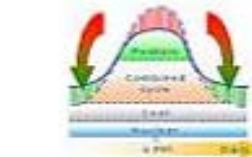


*Holistic,
systems approach*



Distributed generation

+



Smart microgrid

+



Most efficient end-use

Similar approach has value for water, waste management, transport infrastructure...

Precincts are the optimal scale for distributed energy

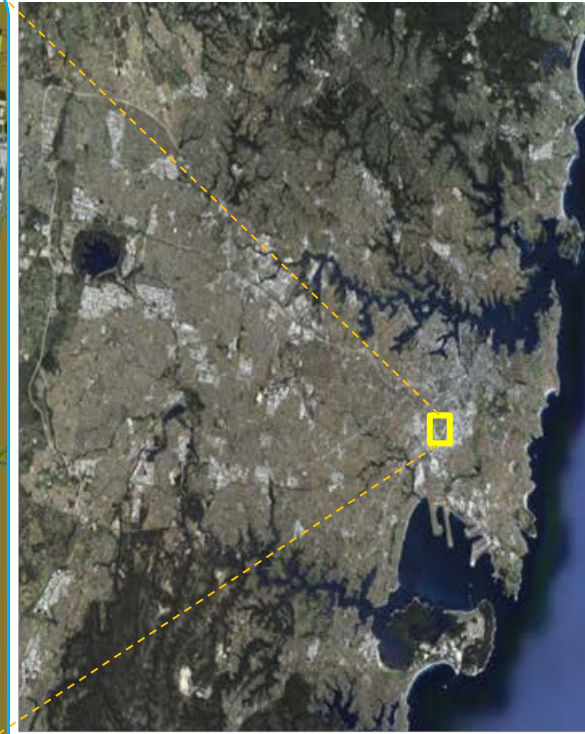
Impact from distributed energy solutions is maximised at the **precinct scale**



Undersized
Sub-optimal
Tokenistic
Low impact

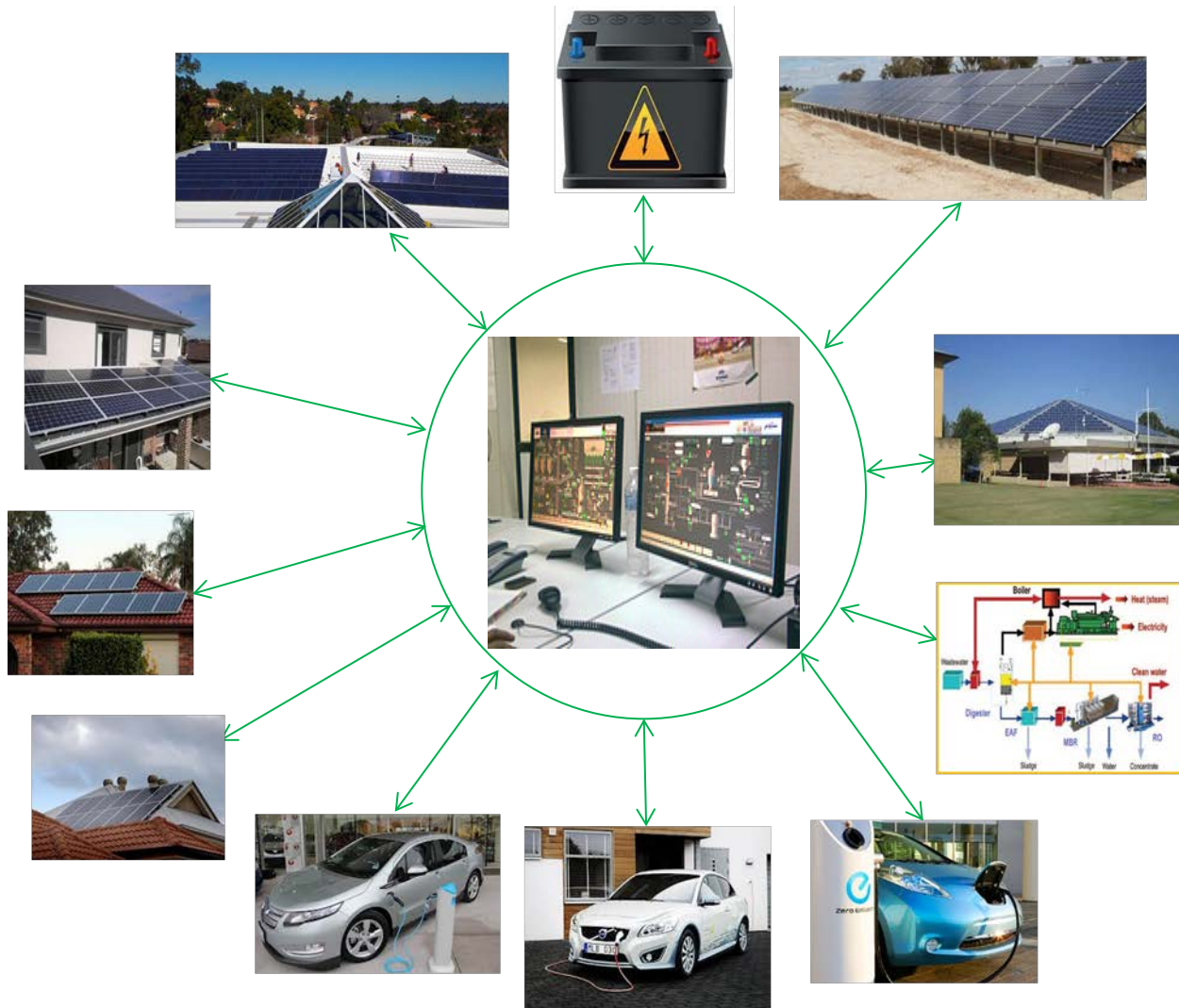


Master planned
Integrated
Few key stakeholders
High impact



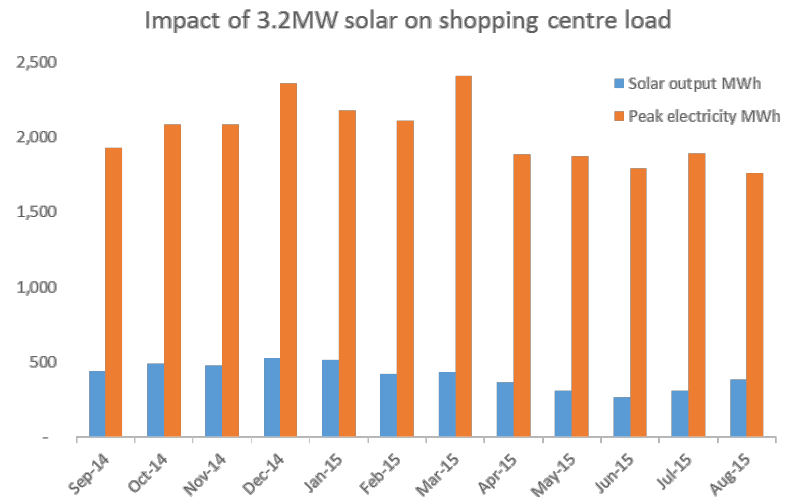
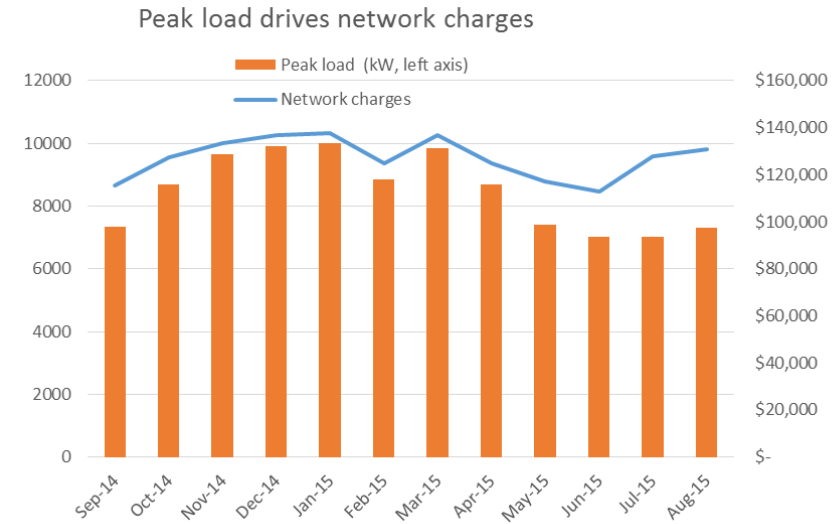
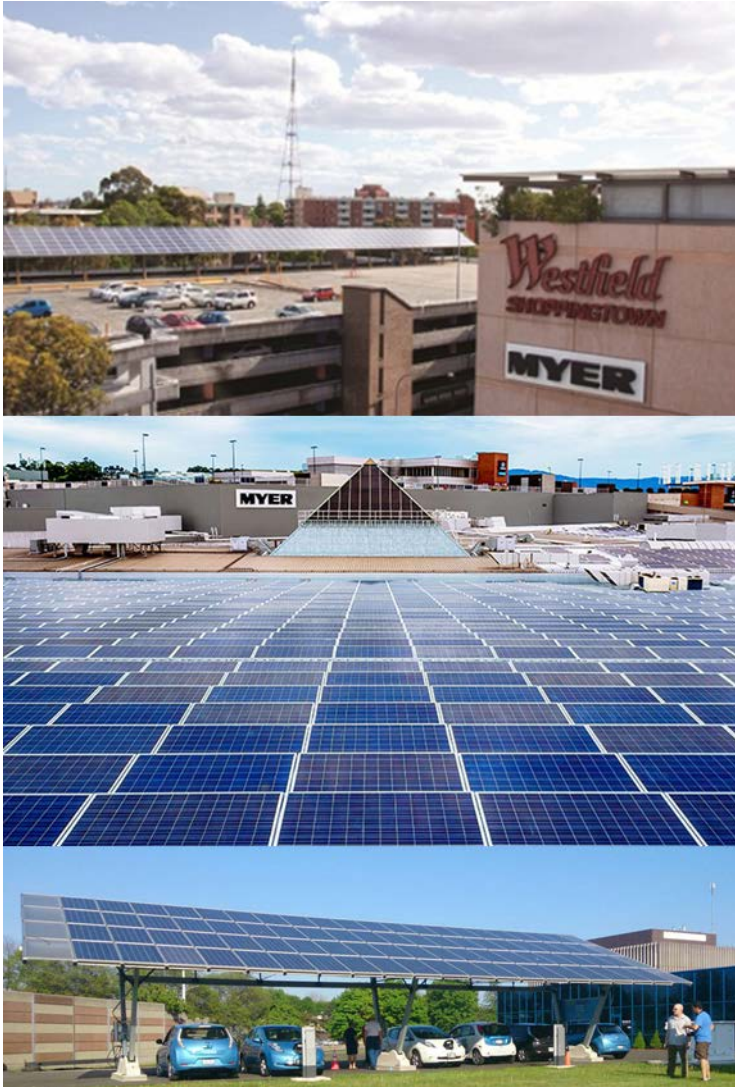
Uncoordinated
Unmanageable
Many stakeholders
Low Impact

Microgrids: new precinct infrastructure model



- Smart microgrids federate multiple sources of generation, storage and dynamic loads
- Then balance system optimally in island or grid-connect mode
- Integrating existing standby generation and distributed renewables
- Allowing the modular deployment of further generation to increase self-sufficiency

It's more than residential

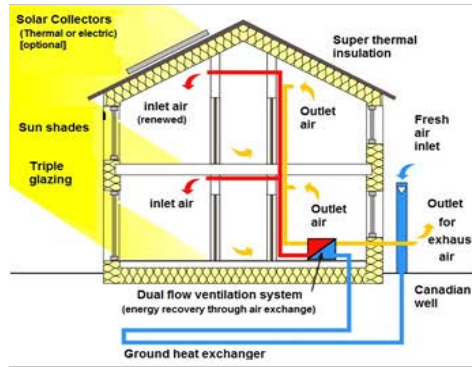


Local energy works well for commercial/industrial

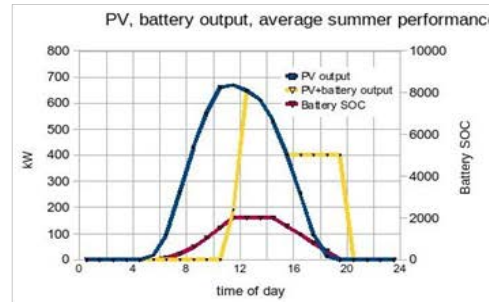
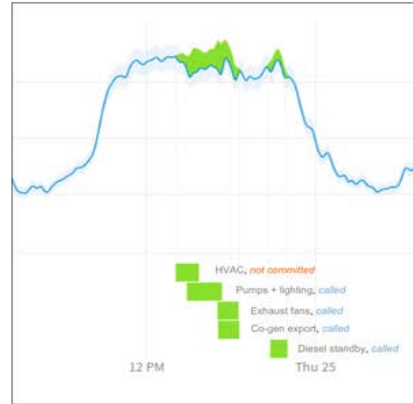


Particularly cold stores, distribution centres, logistics hubs etc...

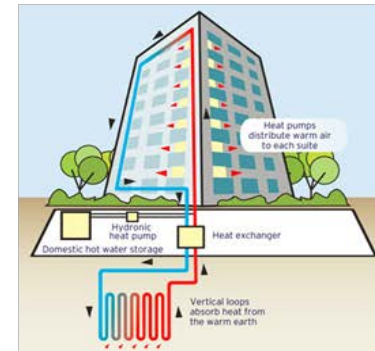
It's more than solar



Use less energy



Manage it well



Generate locally

*Interconnected
and empowered
by information*

*Minimise grid
connection
scale*

Our ecosystem of partners...



GREENSYNC

**t:dae
solar**



-chargepoint+

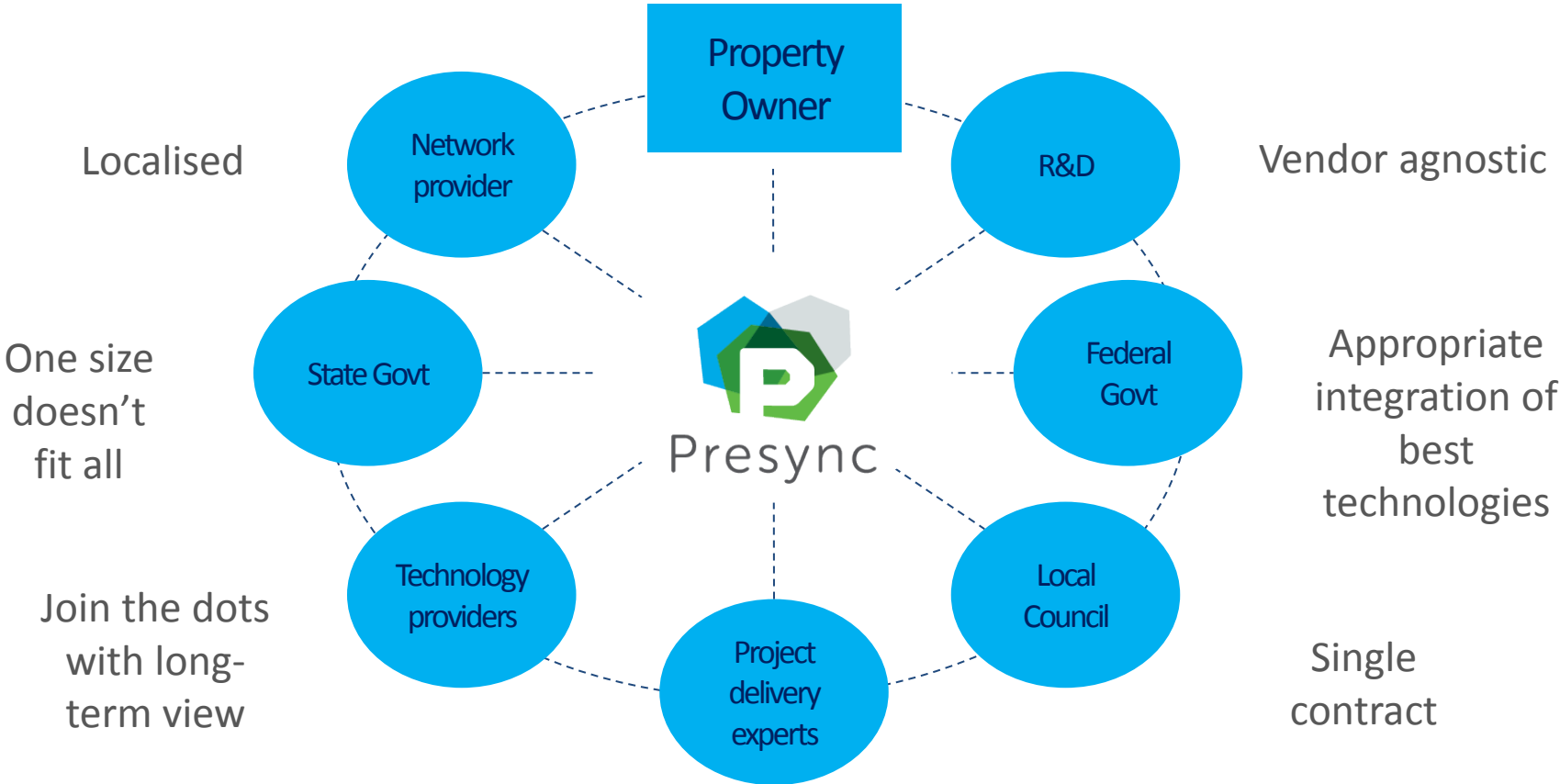


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pitt&sherry



Holistic solution needs systems approach, long-term thinking



Presync guides you from early planning through detailed design, delivery and into operation

Thank you



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