

Advisory services in 'new energy'

'Old' energy		'New' energy
Centralised	⇒	Distributed
Carbon intensive	⇒	Low carbon
Commodity sales	⇒	Service-orientated
Meter points	⇒	Customer centric
Value is upstream	⇒	Value is downstream



Heat is really hard!

Market analysis	Customer and installer research
Electricity and gas value chains	Policy analysis
Technology assessments	Business model innovation Customer centricity



Why should the customer change?



How will the supply chain deliver?