

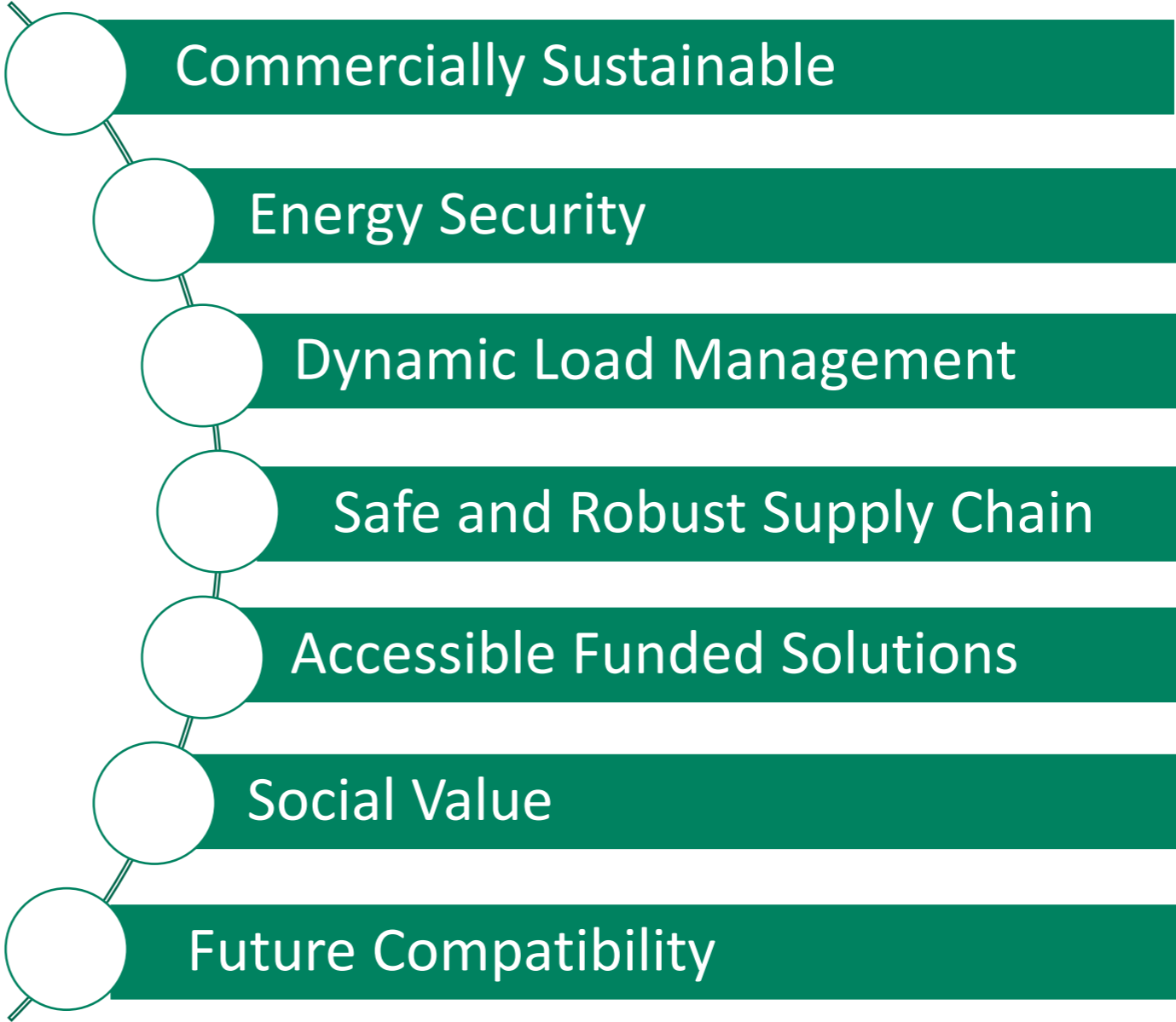
# BtM Generation: Customer Needs & challenges

Heather Steel

Commercial & Asset Director



# Common Customer Needs



# Social Housing

## Social Housing Challenges

### Achieving fairness across all residents

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Not all social housing properties are suitable for PV solutions - with many of the residents being fuel poor – how can solutions be achieved that share the benefits of combined solar generation?

Average home system generation consumption is between 50% and 70% with the remainder going to export.

Social housing providers would like to see this benefiting the community members that are unable to have solar installed, They would also like easy to deploy solutions for solar sharing for their flats and maisonettes

Having the ability to create local energy networks within a community would assist achieve these goals.

Deployable solutions available today, though they can prove quite complex and require future regulatory certainty for widescale deployment



# Public Sector

## Public Sector Challenges

### Creating Win-Win solutions

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Many high users of electricity within regions

Individually business cases may not be viable due to a number of reasons

- Consumption levels
- Usage patterns
- Grid reinforcement costs
- Service disruption risks

With a group of complimentary buildings combined, investable solutions can be achieved that deliver both generation and dynamic load management of the generation complimenting grid infrastructure

For widescale deployment, these types of scenarios would require improved frameworks between the networks and the asset managers





**SMS**  
2nd floor  
48 St. Vincent Street  
Glasgow G2 5TS

**[www.sms-plc.com](http://www.sms-plc.com)**