

Actility's Business Accelerator Program Accelerates your IoE Project

- ◆ **Customer Segmentation**
Per vertical sector: key considerations, typical capabilities. DR market specification. Review of full Use Cases
- ◆ **Flexibility Identification**
Methodology for estimating and validating. Flexibility assessment. Training on simulation tool
- ◆ **Customer Engagement**
Customer approach. Technical analysis. Flexibility identification. Commercial Proposal
- ◆ **Contracting customer**
Terms and conditions. Pricing, schedule. Penalty policy. Risk management.



- ◆ **DR development**
DR market analysis. DR product design. Curtailment procedure. DR service delivery validation & settlement
- ◆ **Platform operation management**
Applications & tools handling. Management Framework. Aggregator account management.
- ◆ **Interfaces and monitoring**
UI Provisioning & training. Customer connection (hardware) monitoring. Market interface
- ◆ **Preparation of the demonstration**
Demonstration on Use Case. Site selection. Timing, actions, End-to-End Service Monitoring.