

Green Energy

for Small and Medium Enterprises

decentralised – regenerative – co-operative

Own supply
permanently cheap and save
with en-solution

A common welfare
industrial consulting project
of CoopGo.Consulting eG



Harald Lesch

(* 28. Juli 1960 in Gießen) ist ein deutscher Astrophysiker, Naturphilosoph, Wissenschaftsjournalist, Fernsehmoderator und Hörbuchsprecher.

Er ist Professor für Physik an der Ludwig-Maximilians-Universität München und Lehrbeauftragter für Naturphilosophie an der Hochschule für Philosophie München.

»Es ist für mich ein völliges Rätsel, dass in einer Industrienation wie Deutschland es nicht klar kommuniziert wird, was es für eine herausragende Chance für die Industrie ist, jetzt diese Energiewende richtig anzutreiben!«

W e m e z e

The Opportunities for SME

Get your Chances:

- **Cost reduction:** Freeze your power price for long-term on a low level
- **Crisis resilience:** Get always enough energy for your actual demand
- **More Efficiency:** Reduce costs by comprehensive use of all forms of energy
- **Together strong:** Strengthen flexibility and independence by cooperation
- **Subsidised investment :** Replace increasing prices by a one-time investment



What Entrepreneurs ask:

- How do I secure the power supply for my business?
- What can keep power costs permanently low?
- Why change to renewable energies?
- What for and how much do I need to invest?
- How can I avoid dependencies?



The Answer is **en-solution**

Change from consumer to producer

Cooperate with neighbour businesses

Cover own consumption as far as possible

Equalise fluctuations in demand with a buffer storage tank

Market surplus energy together

- **Uncertain ongoing costs become plannable investments:
RoI 2-5 years, savings potential approx. 30-75%**



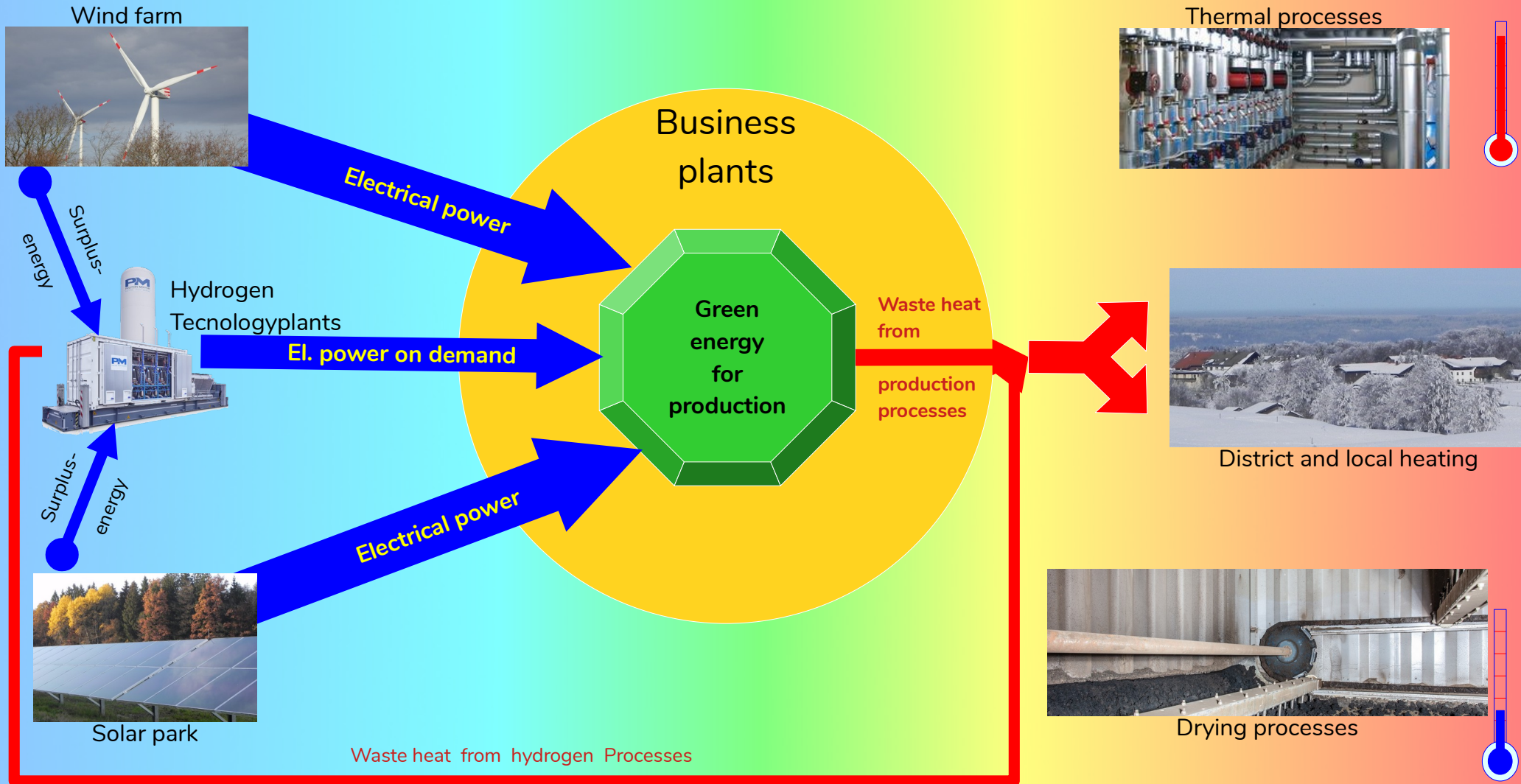
The Solution in a Nutshell

en-solution Integrates Production and Use of Energy

Harvest green energy






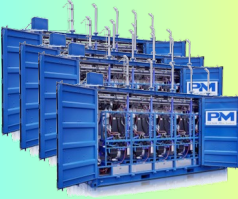




Produce with green energy

Use waste heat efficiently



en-solution, die Blaupause für die kooperative Lösung

CoopGo.consulting supports you with project services:

	Businesses as deliverer	Co-operative as coordinator	Production plants as user
<p>Analysis</p> <p>Who delivers/needs? Which kind of energy? Where are lacks?</p>			
<p>Planning</p> <p>Quantity structure Necessary facilities Co-operative organisation</p>			
<p>Implementation</p> <p>Control of tender and bids Organisation of deployment Monitoring start of operation</p>			

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The Cooperation Framework

Members

work together

and with third parties



Municipal services



Plants



Civil co-operatives



Local energy co-operative

operates:

Redox-batterie storage

Hydrogen components

Closed power grids

Marketing of heat and H₂



Members
(businesses) deliver
and use locally
produced energy



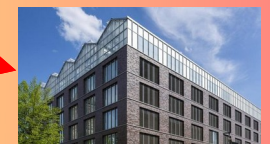
Process heat



District heating



Sludge drying



Local heat for
residential and
office buildings



H₂ for mobility of
municipal services

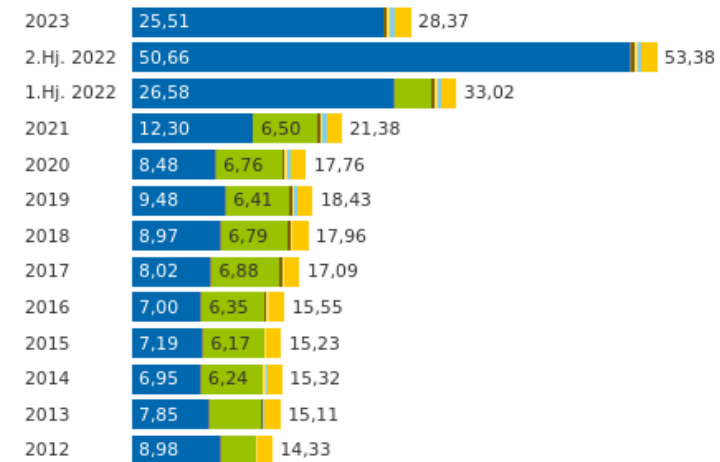
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From increasing power prices to low fixed costs

Development of industrial power prices *)

for example demand of 20 – 50 kW/h incl. taxes

- Starting price 2022 0,14€/kWh
- **From 2012 to 2023 more than doubled**
- Top price 2022 > 0,50€/kWh
- Average 2022 ca. 0,40€/kWh
- **Recently** approx. 0,30€/kWh



*) Prices given by Federal Grid Agency
average prices over all deliverers

Example of an investment in **en-solution** + current costs (bei 30kW/h und AfA 10a)

- Depreciation (linear 10 years) = 55.000,-€ p.a.
- Heat sales from waste heat ca. -5.000,-€ p.a.
- **Annual calculatory power costs 50.000,-€**
- **Savings without price increase p.a. ≈ 37% p.a.**
- **Ø savings at factor 2,14 in 10 years: ≈ 78% p.a.**

The Benefits of **en-solution**

For the public

- **Stabilises** the power grids (load balancing)
- **Minimises** the ecological foot print (climate protection)
- **Reduces** political and technical dependencies

For the co-operation partners

- Long term plannable **low energy costs**
- Save added value **for municipal heat supply**
- Reliable and independent **power supply**
- Transition to **energetic cyclic economy**
- Cost cutting by **investment instead of rising prices**

Who is responsible for **en-solution**?



Bodo Frommelt

- Jobs: Project manager with experience in planning and leadership (> 30 years of experience)
- Subjects: IT, digitisation, process design, regenerative use of energy
- Focal points: Link between humans, nature and technique, cooperation and creativity
- Education: Study of forest sciences and economics; additional training of informatics and project management (LMU Munich, ETH Zurich, FU Hagen)
- Degrees: Diploma forester (Uni) and postgraduate economics)
- Academic activities: Researcher at Bavarian Forest Research Institute; Lecturer at TH Rosenheim (Informatics)
Looking for a balance of ecology and economics to save our environment in a world of limited resources.



Alexander Demmer

- Jobs: executive manager, external consultant, IT- and lean management expert (> 30 years of experience)
- Subjects: Process enhancements, IT best practices, business transformation, business development
- Focal points: Digital transformation, company mergers, digitalisation of SMEs
- Soft Skills: Leading multinational teams, five languages (RO,D,F,UK,I),
- Degree: Business informatics (Uni Saarbrücken)

Well-connected personality with strong interpersonal and social skills. He wants to promote excellence in the SME sector.

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