The Energy and Sustainability Conference

How the Internet of Things (IoT) and sustainability are shaping the energy world of tomorrow

The Landmark, London
27-28 October 2016
The Energy and Sustainability Conference provides the forum for procurement professionals and demand or sustainability specialists to gain insight, share experiences and be at the forefront of new ideas and innovation within the global energy market.

Through our unbiased and independent market insight we provide the thought leadership to enable improved strategic decision making. Our in-depth analytics and forecasts provide a platform to understand the potential impacts and risks of commodities not just on your energy procurement, demand management and carbon legislation but across your organization.

As the leading independent global energy management company, Accenture is at the forefront of the constantly evolving and rapidly changing dynamics of global energy markets. Our bi-annual conference is the place to discover cutting edge developments, new ideas and innovation and benefit from our informed analytics and market insight.
The conference opens with us sharing our thought leadership and future energy vision to set the scene for deeper discussion in the specialist round table sessions. Our work streams cover the key areas of smart energy procurement, demand analytics, sustainability and category management.

The individual round table sessions deliver a focused approach to market insight, knowledge transfer and are hosted by a subject matter specialist. These innovative and informal sessions allow attendees to gain an in-depth insight and understanding of the area; an interactive and open forum for discussion to highlight opportunities and how to manage challenges while sharing experiences with fellow colleagues within the industry.

The outputs provide a solid understanding to facilitate participants to take away tangible actions that can deliver valuable business outcomes in their organization.

**Our Round Tables**

- Help to develop critical thinking.
- Highlight the multi-dimensionality of the issue under discussion.
- Facilitate clarification on key issues.
- Provide solid outputs that can be tactically applied to your organization to deliver business outcomes.

**Will help you to**

- Gain strategic insight from our subject matter specialist on key issues.
- Gain inspiration and preferred practice from our visionary leaders as they help to explain how the strategy can be implemented.
- Network with like-minded professionals.
- Share your opinion on pertinent topics.
- Debate alternative approaches and apply problem solving methodology.
- Be inspired by preferred practice.
- Harness innovative ways of implementing solutions in your organization to deliver tangible business outcomes.
Agenda

12:00      Registration
13:00–14:00   Welcome lunch and Chairman's Address
14:00–14:25  Future Energy Vision  25 Mins
14:30–16:00  Round Table: Session 1  90 Mins
16:00–16:30  Break
16:30–18:00  Round Table: Session 2  90 mins
18:00    Champagne Reception
18:45    Networking Dinner

13:00 - 14:00 - Lunch and Chairman's Address

CHARLES FENTON

Charles has over 19 years' experience in the energy sector. He has been pivotal in developing energy management strategies for a number of Europe's largest FMCG and manufacturing companies.

In the last 6 years he has built up regional knowledge hubs globally and established networks of energy buyers via regional workshops covering 89 countries. He has been a major advocate of centralization of energy management across organizations in order to implement best practice as markets have liberalized.

14:00 - 14:25 - Future Energy Vision
How the IoT & sustainability are shaping the energy world of tomorrow

- A digital revolution will mean a new operating model for companies.
- End of the utility model we see today; The new energy company landscape?
- Sustainability the tipping point for investment in operational efficiency.

JONATHAN LYDIARD-WILSON

Jonathan leads the Accenture energy management practice in EALA. A leading energy strategist and entrepreneurial CEO Jonathan has been at the forefront of the "energy revolution" delivering complex solutions to international companies from renewable energy, risk management, analytics, strategy development to carbon compliance.

Projects have included working with the Canadian Government Sustainable Development Technology Canada (SDTC) Fund, provided consultancy to global Aerospace, Defence and Security (ADS) companies in their transition into the energy markets, negotiated some of the world's largest renewable energy Power Purchase Agreements (PPAs) to working with global multinationals at Board level for delivery of innovative and smart solutions. Jonathan was also a Trustee of The Centre for Alternative Technology (CAT) which is regarded as one of the pioneering Charities within the renewable technology / adaptation movement.
Round Table Session 1

14:30 - 16:00
(Please pick one option to attend)

**Option 1**
How Sustainability is transforming an organizations supply chain
- How to identify value across your supply chain
- Building successful partnerships with non-traditional partners
- Platforms for delivery and stakeholder expectations

**SERGE YOUNES**
Serge is part of Accenture’s Strategy Sustainability Practice. He leads the Capability Network Sustainability team globally. His focus is supporting project delivery and origination globally on clean energy, intelligent cities, smart building & infrastructures and sustainability/innovation strategy across industries. With a PhD in Solar Energy Engineering and Economics. He has over 12 years' experience in renewables.

**Option 2**
The connected facility – digital transformation of facility, capital, maintenance and energy costs
- A model for driving down the total cost of operating a facility.
- IoT role in predictive analytics.
- Energy KPIs.

**MARIO VACIRCA**
Mario is responsible for delivering strategy solutions to improve profitability and effectively integrate sustainability measures into Facility and Energy Demand Management. He has over 10 years' experience in the area of Energy and Facility Management.

**Option 3**
Smart energy procurement
- Cutting out the supplier "middleman".
- Virtual power plant.
- Is it the end of energy procurement?

**COBB PEARSON**
Cobb is the de-regulated energy market lead responsible for procurement outsourcing work in competitive power and gas markets. He has in-depth knowledge and experience in the US markets.

**Option 4**
Building the business case internally for a global energy category
- Break down internal barriers.
- Models of collaboration.
- How to integrate demand and supply.

**HELEN WALLACE-FISHER**
Helen is the International Risk Manager for the energy practice. She has over 20 years experience in the energy industry specializing in developing risk policies and procurement strategies for large energy consumers.
## Round Table Session 2

16:30 - 18:00
(Please pick one option to attend)

### Option 1: Global Category Management – how to create alignment of policy, people, systems and processes
- System integration - paralysis or analysis?
- Change management for success.
- KPIs that deliver high performance.

**VINNY PATEL**
Vinny leads Accenture's Sourcing and Procurement business in EALA. His accountability spans sales, solutioning, mobilization and service delivery. He has over 25 years' experience in the procurement industry.

### Option 2: Demand Analytics – savings today
- How to get from analytics to outcomes.
- Predictive Analytics and Machine Learning.
- Moving from "connected" to "aware".

**GARY LANDSBERG**
Gary leads the Energy Demand and Carbon Management practice globally, helping clients to drive down energy consumption and optimize the organization's energy assets. He has over 15 years' experience in managing complex programs and leading advanced analytics teams across multiple industries.

### Option 3: Building a green energy portfolio
- How to make green targets profitable.
- Bottom line enhancing?
- How to make sustainability pay.

**FRANCISCO IGLESIAS**
Francisco is a Global Strategy Manager he specialises in outlining energy procurement strategies, setting up risk policies and developing risk models.

### Option 4: How to capitalize from newly deregulated markets in Europe, Americas and Asia
- From Polish gas to Japanese electricity what model can be applied for maximum optimisation.
- Signs of market development and how to respond.
- I don't speak the language but can I help?

**COBB PEARSON**
Cobb is the de-regulated energy market lead responsible for procurement outsourcing work in competitive power and gas markets. He has in-depth knowledge and experience in the US markets.

**ROBBERT JOBSE**
Robbert has specialist knowledge of energy markets both in EALA and globally. His experience has enabled him to help large energy users shape their renewable on site and off site Power Purchase agreements.
Network at our Dinner

On the evening of Day One you are invited to join our champagne reception and informal networking dinner.

Previous conference attendees

The second day focuses on in-depth analysis of current energy market dynamics. Markets are analyzed from not only a market fundamentals perspective, but also from a policy, regulation, economics and commercial standpoint. Together these factors serve as inputs for the detailed 5 year price forecasts accompanying the conference. Collectively these key market drivers in the oil, gas, power and carbon markets are outlined both individually and within the context of their impact on other commodities. Each presentation is given by a leading subject matter specialist in a clear, concise and accessible manner without sacrificing depth or intellectual rigour. Conference attendees benefit from being able to apply the in-depth analysis of market dynamics and resultant price forecasts within the context of their own energy buying and budget planning processes.

Our in-depth Analysis provides

- Insight on key currently prevailing energy market dynamics.
- Understanding of the likely impact and magnitude of market fundamentals, policy drivers and regulatory decisions.
- Quantification of the 5 year outlook for energy prices.
- Explanation of the evolution of the macro-economic picture and the impact on energy prices.
- Interpretation of the complex and convoluted energy market impacting on an energy buyer's strategic thinking.

Delegates are able to benefit from

- An authoritative set of 5 year price forecasts which will steer, inform and calibrate your energy budgeting process.
- Access to world leading energy specialists.
- Opportunities to network with other energy buyers sharing your concerns and problems.
- Filtering of irrelevant distractions in the wider energy industry.

Places are allocated on a first come, first served basis. We will try to accommodate your first choice topics, but reserve the right to allocate you to alternative tables should demand dictate.
Discover the latest market fundamentals enabling you to anticipate change, assess risk and face the future with confidence.

09:00 Chairman’s address

Charles has over 19 years’ experience in the energy sector. He has been pivotal in developing risk management strategies for a number of Europe’s largest FMCG and manufacturing companies.

JONATHAN LYDIARD-WILSON
Jonathan leads the Accenture energy management practice in EALA. A leading energy strategist and entrepreneurial CEO Jonathan has been at the forefront of the “energy revolution” delivering complex solutions to international companies from renewable energy, risk management, analytics, strategy development to carbon compliance.

CHARLES FENTON
Charles has over 19 years’ experience in the energy sector. He has been pivotal in developing risk management strategies for a number of Europe’s largest FMCG and manufacturing companies.

09:10 Global Economic and Oil Outlook

- The European economic prognosis.
- The impact of changing global macro-economic drivers.
- Oil price dynamics and their impact.

SPENCER WELCH
Spencer is a director in the IHS Oil Markets and Downstream team. He leads the crude oil valuation and marketability studies for Europe, Middle East and Africa region. He has over 20 years of downstream technical, operational and economic experience to his role.

JAMES TAVERNER
James is a Senior Principal Researcher at IHS, he specializes in global gas markets with a particular focus on China and global LNG. His experience includes quantitative analysis and model building of supply and demand fundamentals, gas market development, price trends, storage flexibility and spot market liquidity.

10:00 Gas Price Forecast and Outlook

- Is Europe still the residual market?
- Prognosis for oil price indexation.
- End User Price impact of LNG.

10:50 BREAK

11:20 Sourcing Energy Efficiency

- How the energy efficiency market is changing.
- Advantages and disadvantages to typical market approaches to energy efficiency cost reduction.
- In-source or Out-source the resources required.
- Lessons learned when engaging vendors to for energy efficiency.

BRIAN WALSER
Brian is responsible for delivering a comprehensive set of outsourced services and strategy support in the demand practice. He has over 20 years experience in energy & sustainability.
**Agenda**

**11:50 Market Structures and Policy Drivers**
- European Carbon pricing - will policy intervention increase prices?
- Power Market Reform - the growth of capacity mechanisms.
- The gas target model - will price harmonization continue?

**DEBORAH MANN**
Deborah is a specialist in European power, gas and renewables, energy business strategy development and market projections. She specializes in evaluating the impact of new technologies on European energy markets.

**12:20 LUNCH**

**13:30 US Market Update**
- Overview of US regulated and de-regulated models.
- LNG Export update.
- US Natural gas production.

**COBB PEARSON**
Cobb is the de-regulated energy market lead responsible for procurement outsourcing work in competitive power and gas markets. He has in-depth knowledge and expertise in the US markets.

**14:10 BREAK**

**14:40 Power and Carbon Price Forecast and Outlook**
- Price effects of evolving market fundamentals.
- Carbon markets as a power price driver.
- Market coupling and price convergence.
- The price impact of decarbonisation.

**CORALIE LAURENCIN**
Coralie is a Director at IHS specializing in the impact of policy and strategy on power markets and renewable energy investments.

**15:30 CLOSE**
### Annual Subscriptions (Bi-annual Event)

<table>
<thead>
<tr>
<th>Subscription Packages</th>
<th>Price (Additional Subscribers)</th>
<th>Package Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>☐ Package 1</td>
<td>£990 (£700)</td>
<td>• Day 1 - Round tables only &amp; Dinner</td>
</tr>
<tr>
<td>☐ Package 2</td>
<td>£1,990 (£1,200)</td>
<td>• Day 1 - Round tables only &amp; Dinner</td>
</tr>
<tr>
<td>☐ Package 3</td>
<td>£2,990 (£1,750)</td>
<td>• Day 1 - Round tables only &amp; Dinner</td>
</tr>
<tr>
<td>☐ Package 4</td>
<td>£3,990</td>
<td>• Day 1 - Round tables only &amp; Dinner</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Day 1 - Dinner</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Day 2 - Conference</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• 5 year Forecasts</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Non-energy Cost Forecast Quarterly</td>
</tr>
</tbody>
</table>

### SUBSCRIPTION PERIOD START DATE

The subscription period runs for a minimum period of 12 months and successive 12 month periods (with 30 days notice before the anniversary of signature) until terminated and includes 2 conferences.

Start date: \[\square - \square - \square\]

### ANNUAL SUBSCRIPTION FEE

Main Subscriber Fee

Additional Subscriber Fee

Sub Total

VAT (or equivalent)

Total Amount Payable

Please supply your VAT (or equivalent) number

### PAYMENT OPTIONS

- ☐ Company Invoice
- ☐ BACS Transfer

**Company Invoice**

- Send me an invoice for the total amount payable to the address shown on the registration form.
- I have included our VAT (or equivalent) number above.
- (If your invoice address is different please inform us.)

**BACS Transfer**

- ☐ Sterling Bank Transfer quoting company name.
- Bank Details: Bank of America, 2 King Edward Street, London, EC1A 1HQ, United Kingdom.
- A/C Name: Accenture UK Ltd.
- A/C No: 62824076
- Sort Code: 16-50-50
- Swift Code: BOFAGB22
- IBAN: GB80 BOFA 1650 5062 8240 76

### CONFIRMATION

In wishing to subscribe to the Accenture Energy Price Forecasting Service from the Subscription Period start date for the period stated, I confirm I have read and understood the Terms and Conditions as attached to this document under which a subscription is granted. Upon execution of this agreement 100 per cent of the annual subscription will be paid and on each subsequent anniversary thereafter. I and any additional subscribers, whom I am responsible for, agree to be bound by all the Terms and Conditions as detailed in this document.

Signed

Name

Date

Company

Submit form
About us
Accenture is a global management consulting, technology services and outsourcing company, with more than 373,000 people serving clients in more than 120 countries. Combining unparalleled experience, comprehensive capabilities across all industries and business functions, and extensive research on the world’s most successful companies, Accenture collaborates with clients to help them become high-performance businesses and governments.

About IHS
IHS’s Energy Group is a premier multi-fuel consultancy who provide a range of subscription and consultancy services for the oil, gas, coal and power sectors. Their forecasts of markets, prices and costs are internationally recognised and provide a solid and independent basis for marketing, planning and business development.

With offices in London, Paris, Frankfurt, Milan and the United States, IHS has advised some of the world’s largest energy companies on issues of supply, demand, infrastructure and environmental policy.

“Excellent presentations with a lot of detail and very helpful to see outlooks by true experts. Helps to understand the fundamental drivers of today’s development in European energy markets”

Procter & Gamble
Existing Subscribers

Secure your places today, complete the application form by clicking here.

New Subscribers

Complete the application form by clicking here, call +44 (0) 20 7605 1049, or email diana.cuza@accenture.com