



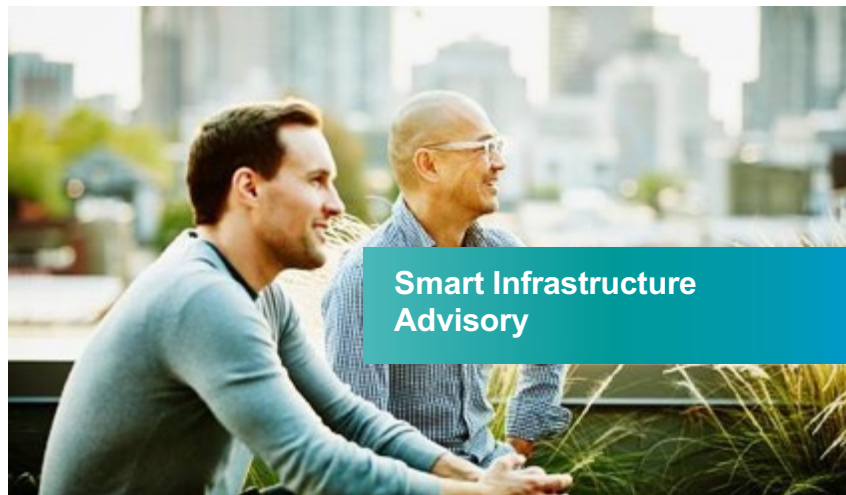
Digitalization and Transformation Strategies for DNO Insights into Siemens' Smart Grid & Digitalization Compass Approach

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Siemens Energy Business Advisory Snapshot



Digital Business Strategy & Transformation



Smart Infrastructure Advisory



Implementation and Solution Advisory

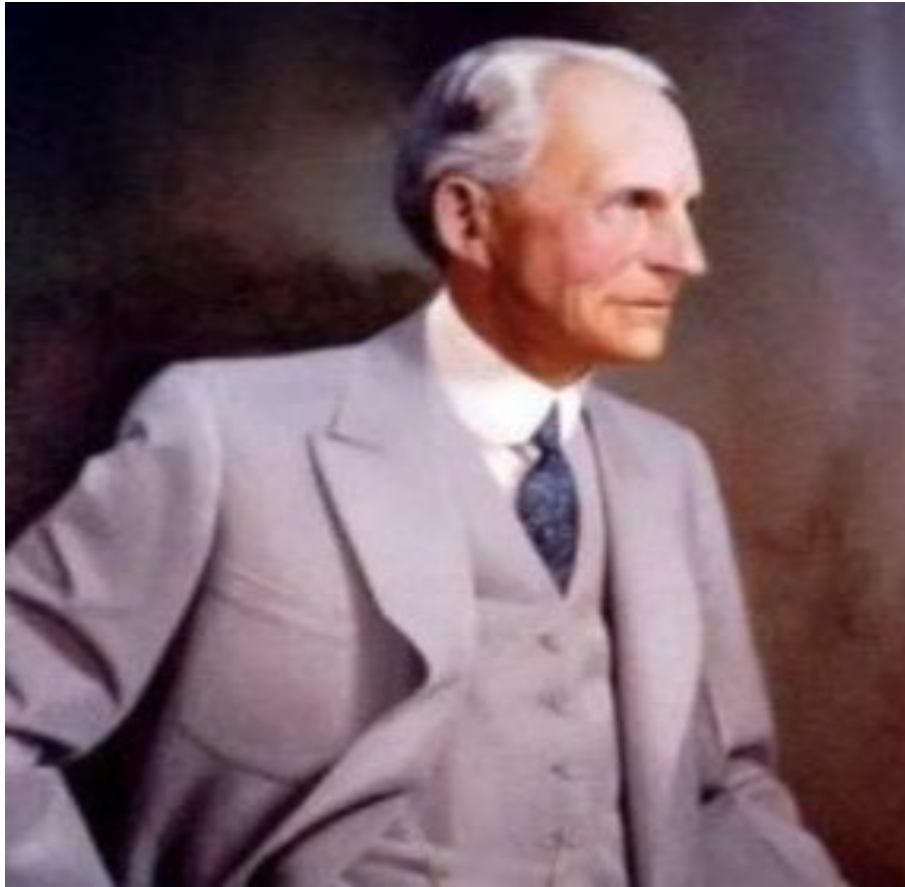


Planning and Regulatory Advisory

- Management Consulting for the Energy Business Eco-System of Power Utilities
- > 100 projects world wide since 2012
- Offices in
 - Germany
 - United Kingdom
 - USA
 - Canada

What are your expectations from digitalization of the grid?

What are your expectations from digitalization?

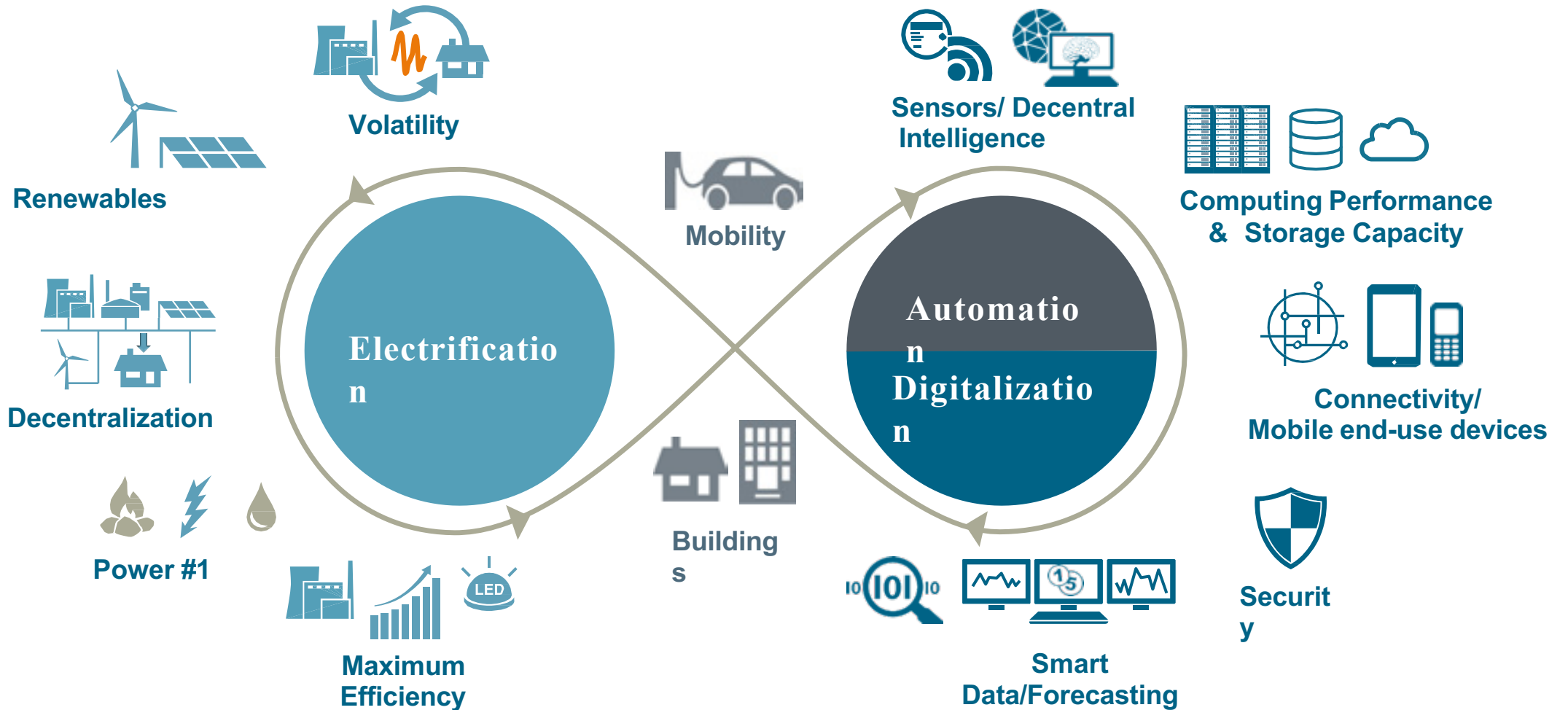


“If I had asked people what they wanted, they would have said faster horses.

”

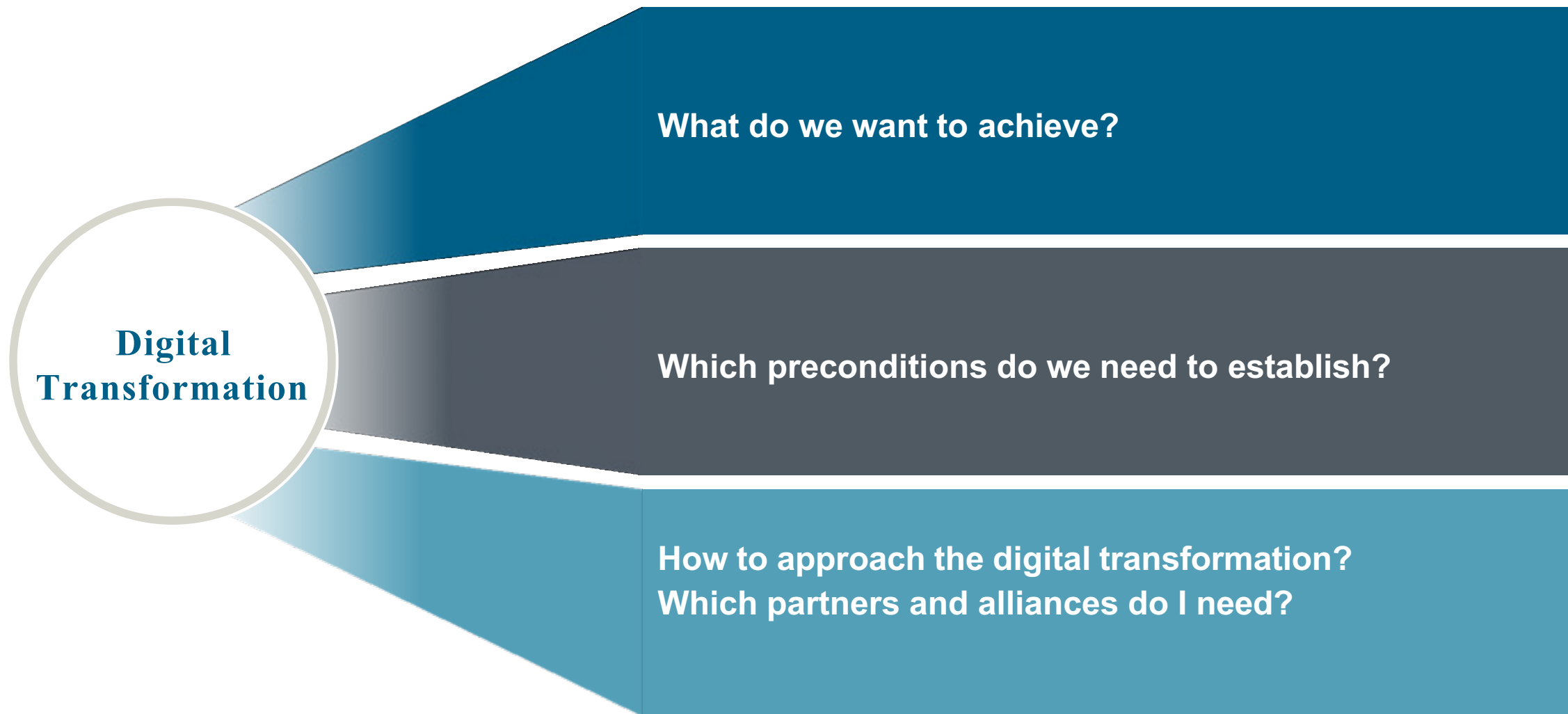
Henry Ford

Historical System borders are diluting – a new integrated system is emerging

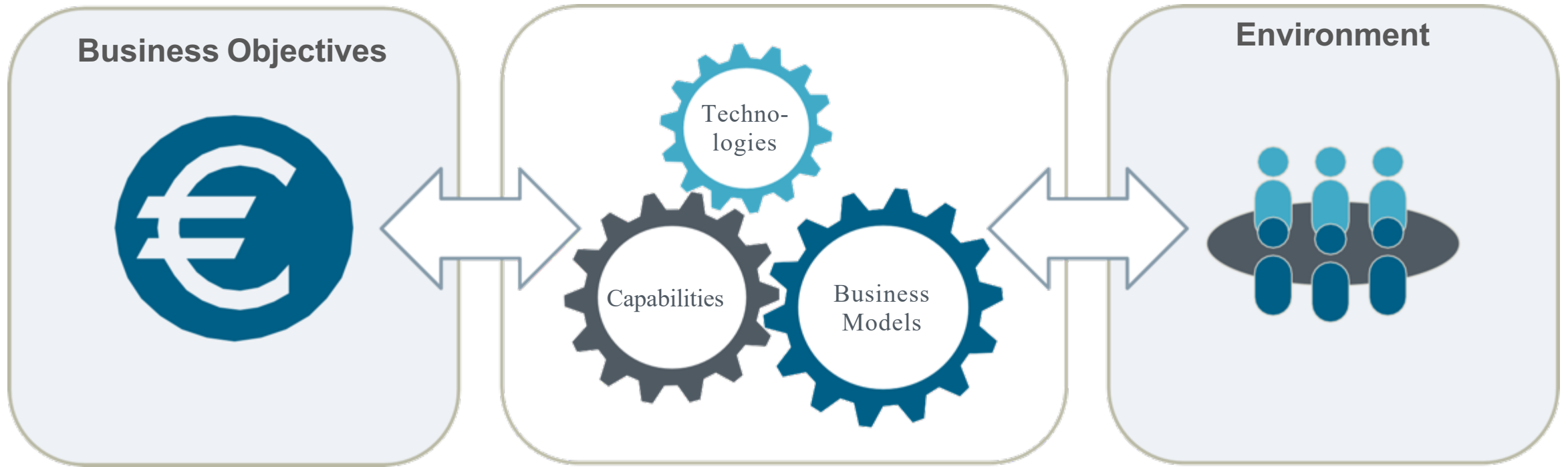


**How to start digital
transformation?**

To determine the right strategic direction, companies have to face fundamental questions



Understanding the of the system context is key to succeed



The development of a transformation strategy with clear targets and well defined initiatives is primordial to master the complexity

**A framework is
needed**

Digitalization Compass - the framework to enable value oriented utility business transformation



Compass Dimensions



Objectives – What am I trying to achieve?
Business objectives an organization wishes to Achieve



Business Capabilities – How can I do this?
Different ways an organization can execute a different activity depending on the extent of their smart grid implementation

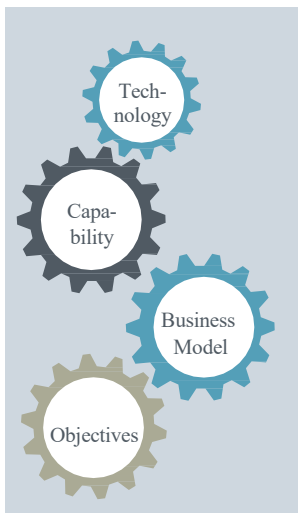
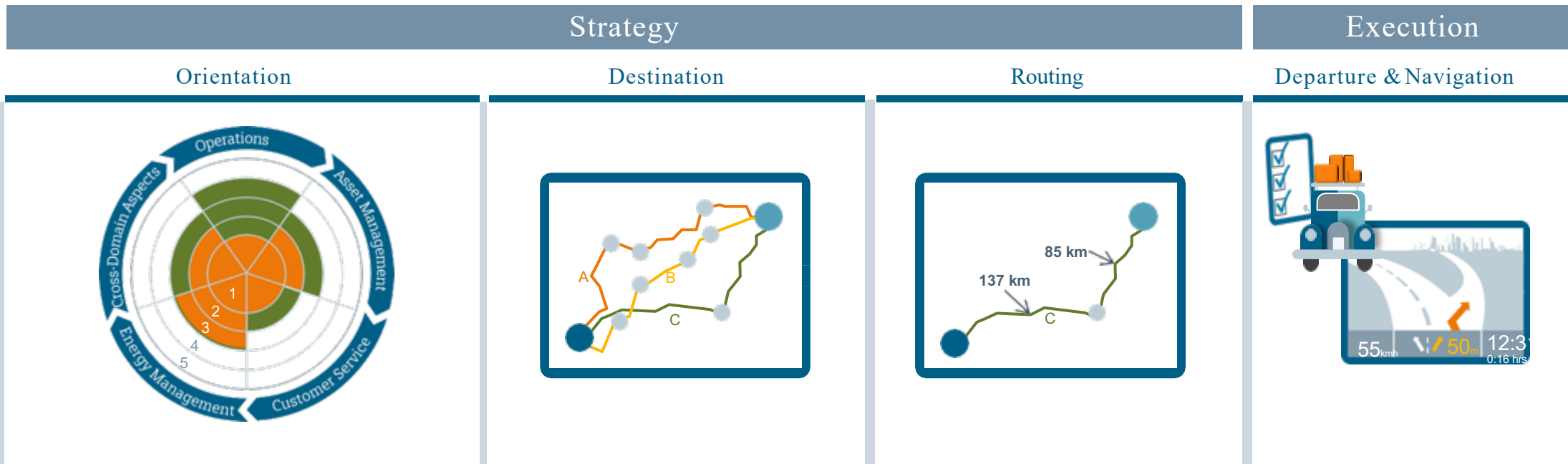


Technologies – What do I need?
Different smart grid technologies



Value – What is the value add?
Translate transformation into business value

A structured approach guides the utility on its way to become a utility of the future



The planned work aligns very well with the existing framework and delivery methodology

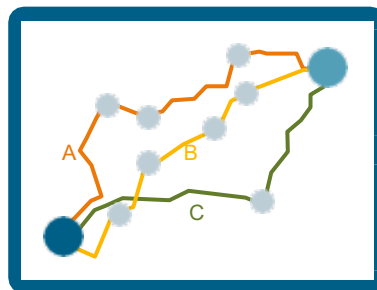
Strategy Execution

Orientation

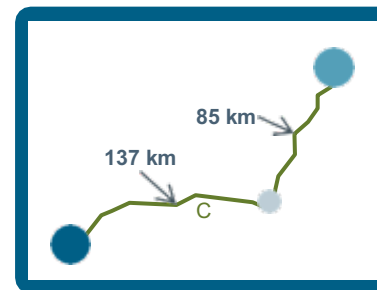


▶ Status-Quo ▶ Aspiration

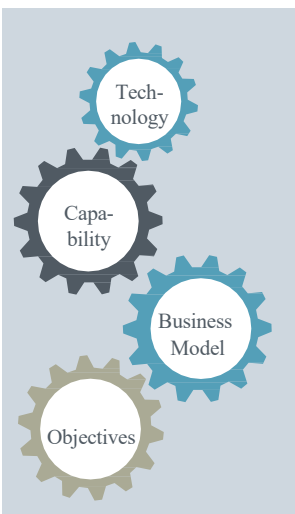
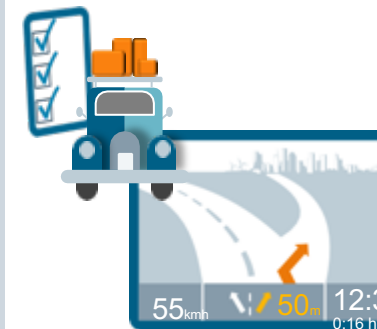
Destination



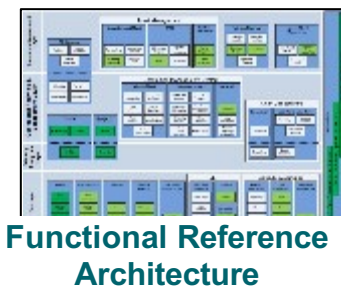
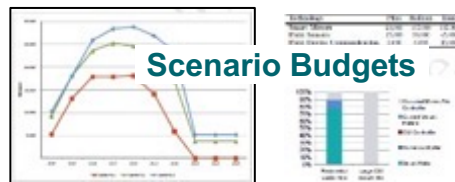
Routing



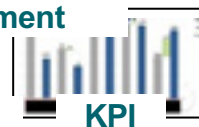
Departure & Navigation



Deliverables (illustrative)



HR Resource Requirements



KPI Impact Chain

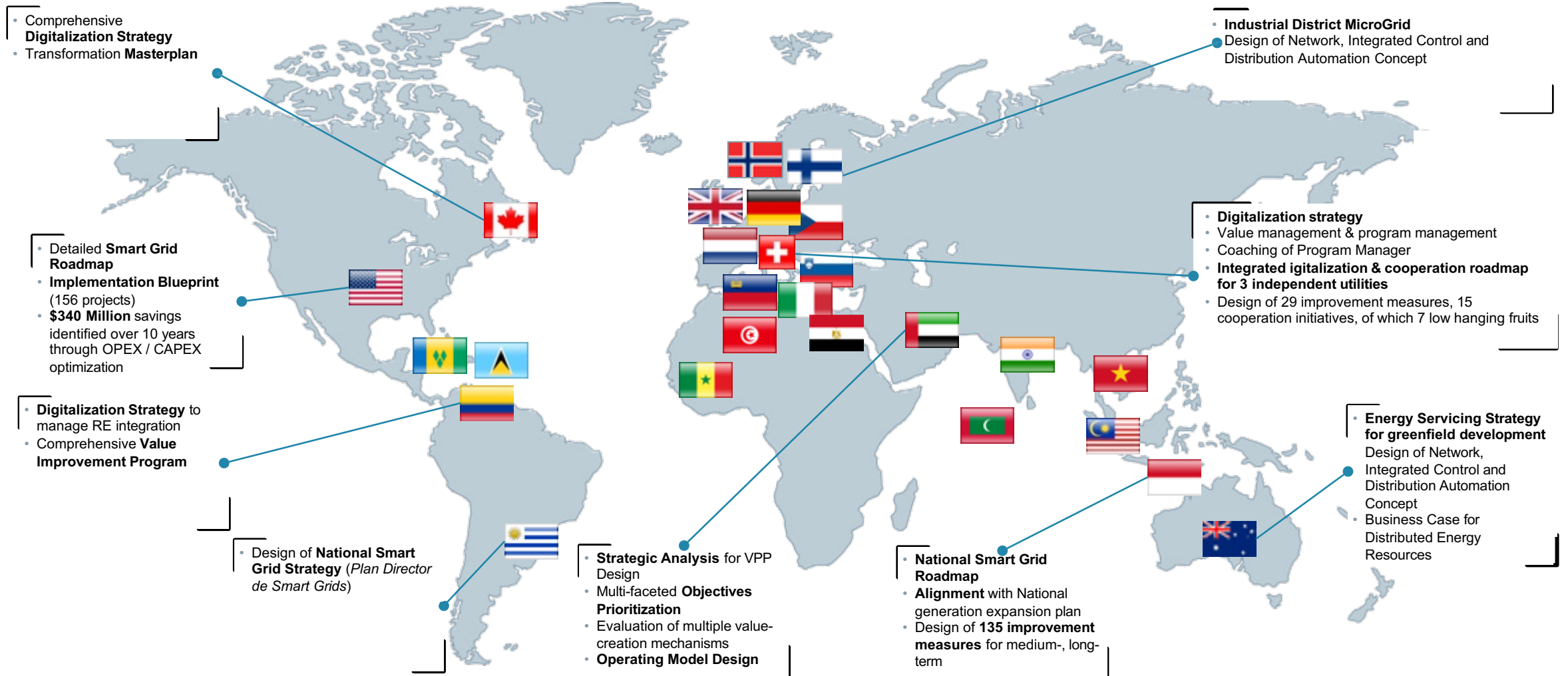


Program Management



Value Management

Digital Transformation Consulting in the Energy Sector – selected references



If you want more information – reach out to me!



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**Muchas gracias
por su atención**

