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Cracking the flexibility code

Aleksandr Sepp
Head of Strategic Partnership

How we solve
the energy crisis

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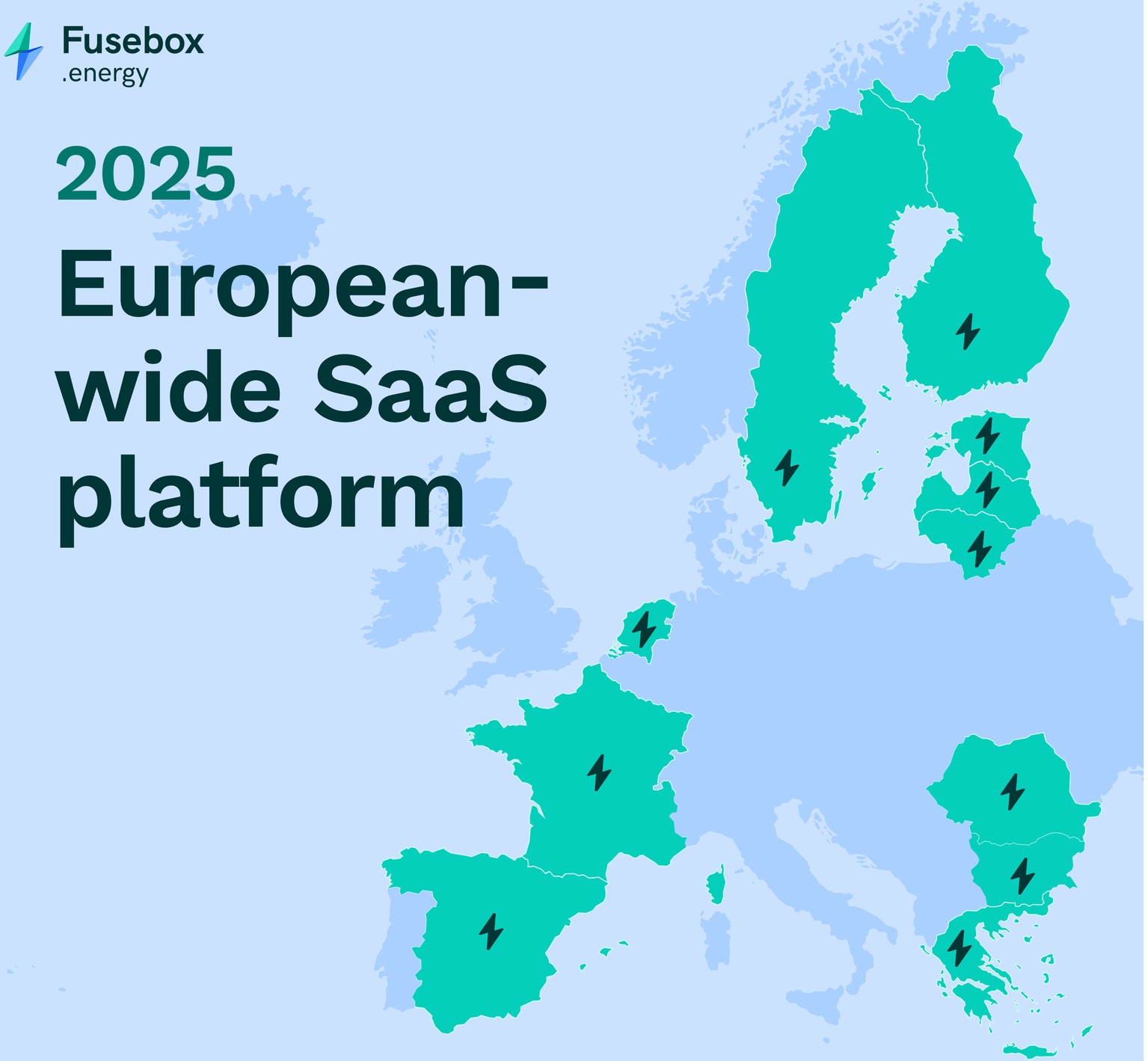
2025
European-wide SaaS platform



- **10+ Years** of **Flexibility management and 3 years of SaaS Expertise**
- Connection to **8 TSOs**
- **Clients most assets connected: 800 assets**
- **Clients biggest portfolio: 300 MW connected**
- Active in **mFRR, aFRR, FCR, but also FCR-N and FCR-D in Nordics**
- **Proven Across Europe**
- **White label SaaS**

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Modular solution under one platform

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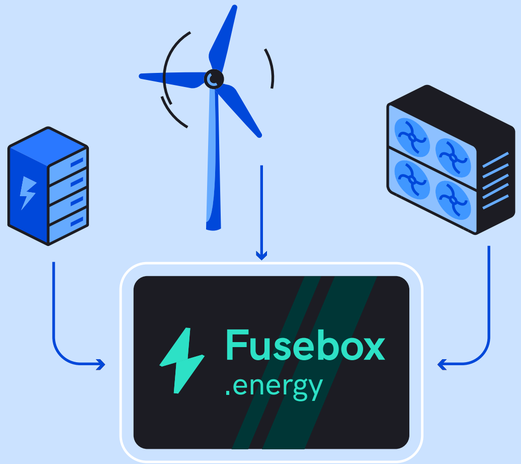
On-site optimization module

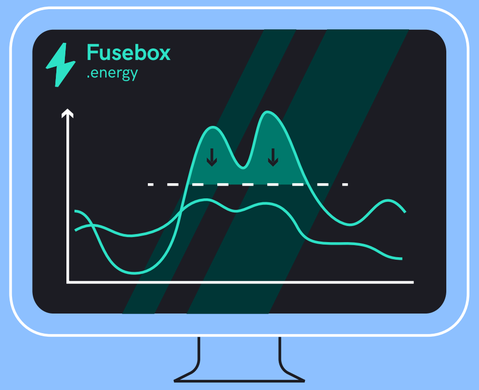
Assets integration and control



Facilities managers, EPCs, OEMs

Aggregation module

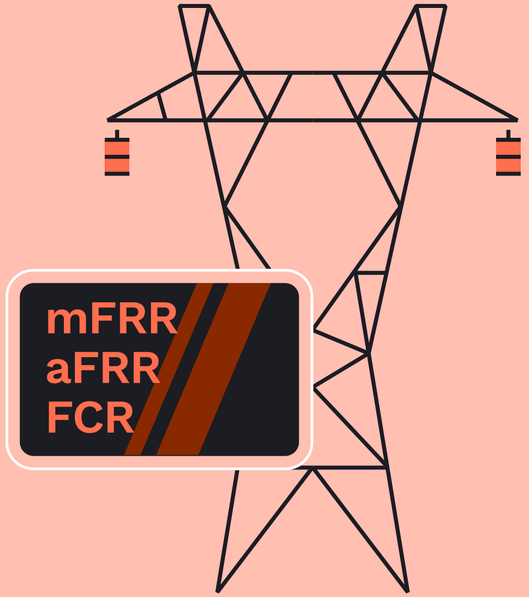
Smart aggregation and activation



Energy companies and Portfolio managers

Energy and Ancillary markets module

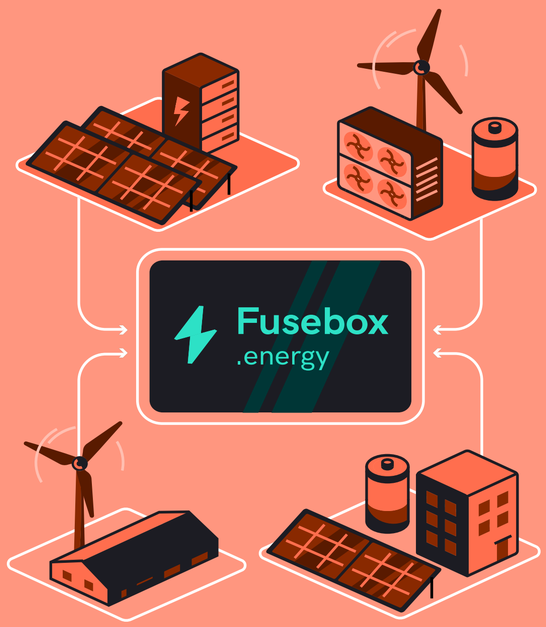
Trading desk or TSO integration



Energy companies and BRPs

Additional integrations via API, MQTT or IEC104

Production, ETRM, Algotrading desks



Who want to go beyond standard solution

Assets and portfolio management

Bidding and Trading optimization

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On-site optimization

Challenges and opportunities:

- Balances PV, consumption, and battery
- Maximizes energy utilization
- Takes into account connection point limitations
- Integrates with local RTU
- Adhere to 0-to-grid rules
- Enable access to ancillary markets from ancillary markets

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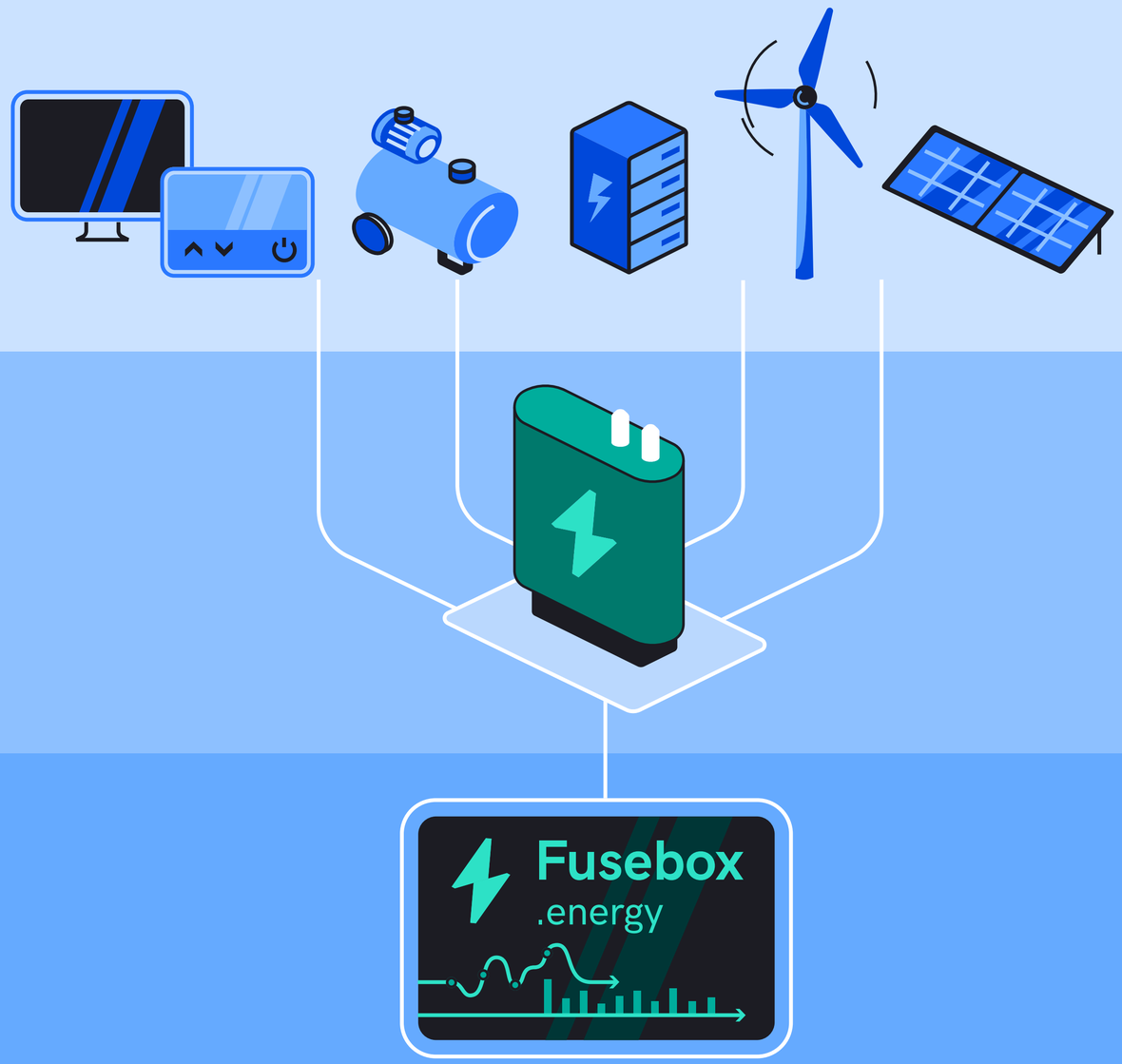
Assets integration and control



Turn assets into revenue

100+ asset types from homes to large-scale C&I:

- renewable generation
- industrial & commercial loads
- IoT devices

Seamless Integration

- Full onboarding support
- Use Fusebox or 3rd-party controllers
- Cloud-to-cloud connectivity
- Cloud-to-device connectivity

Real-time control

- Monitor & control distributed assets
- 1-second insight resolution

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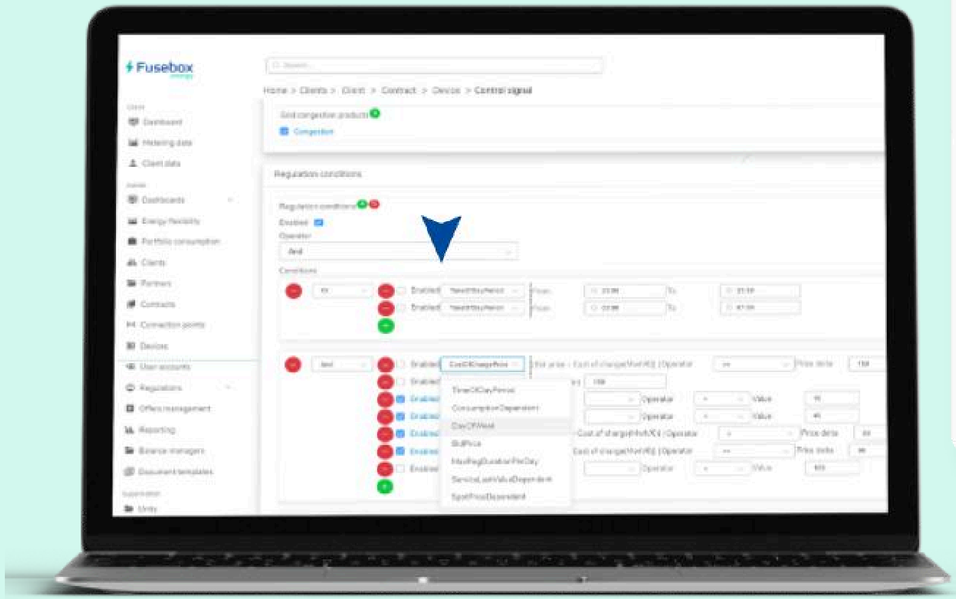
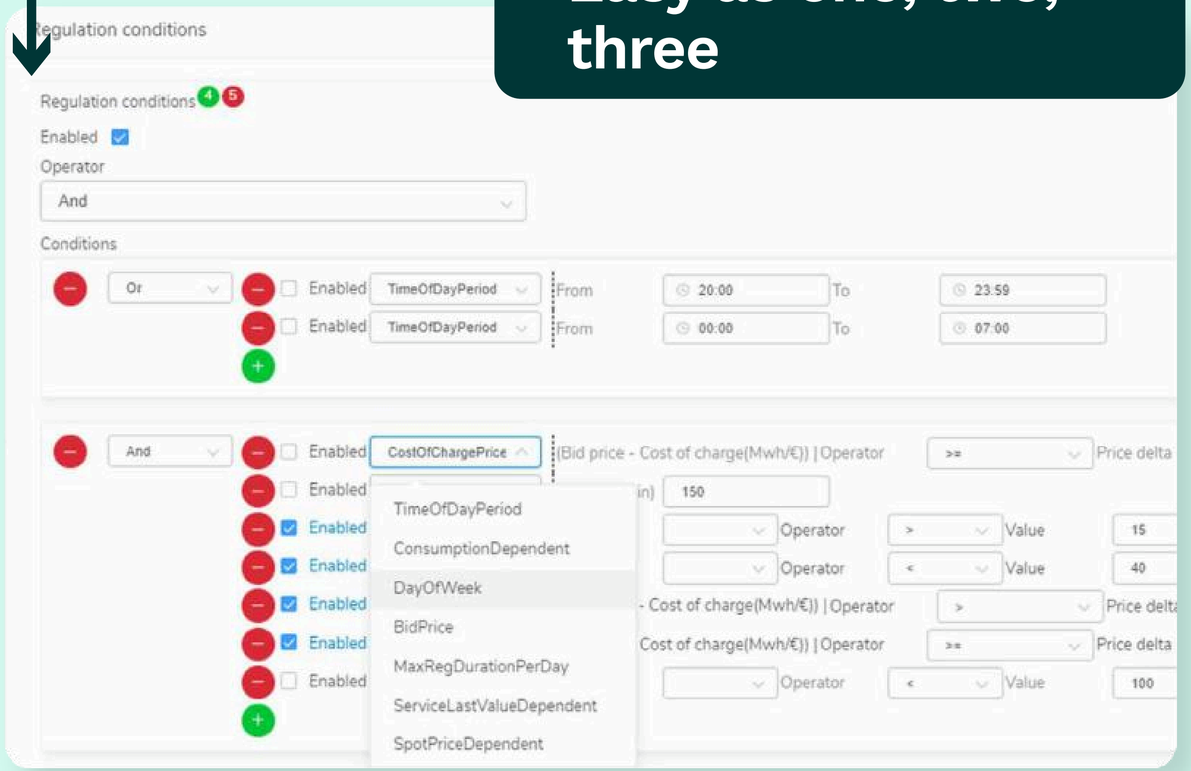
On-site optimization

Configure rules for behind-the-meter asset limits

Time of the day, Day of the week, State of Charge, Bid or Spot price, Cost of cycle and others

Easy as one, two, three





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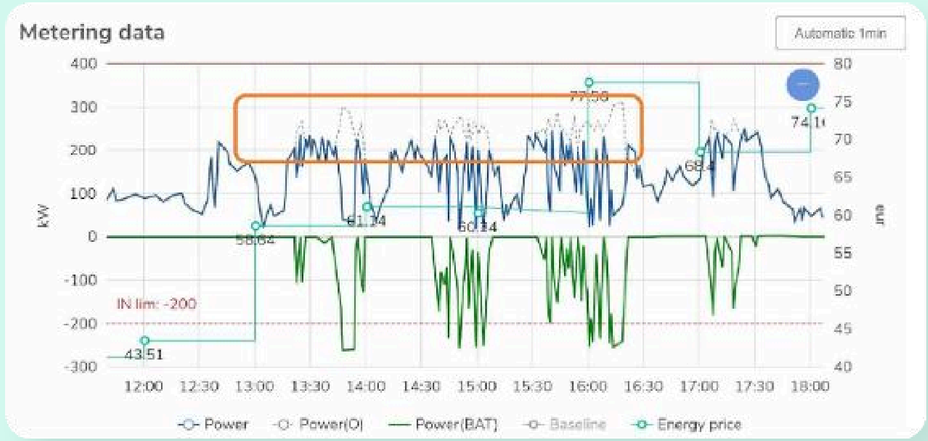
On-site optimization

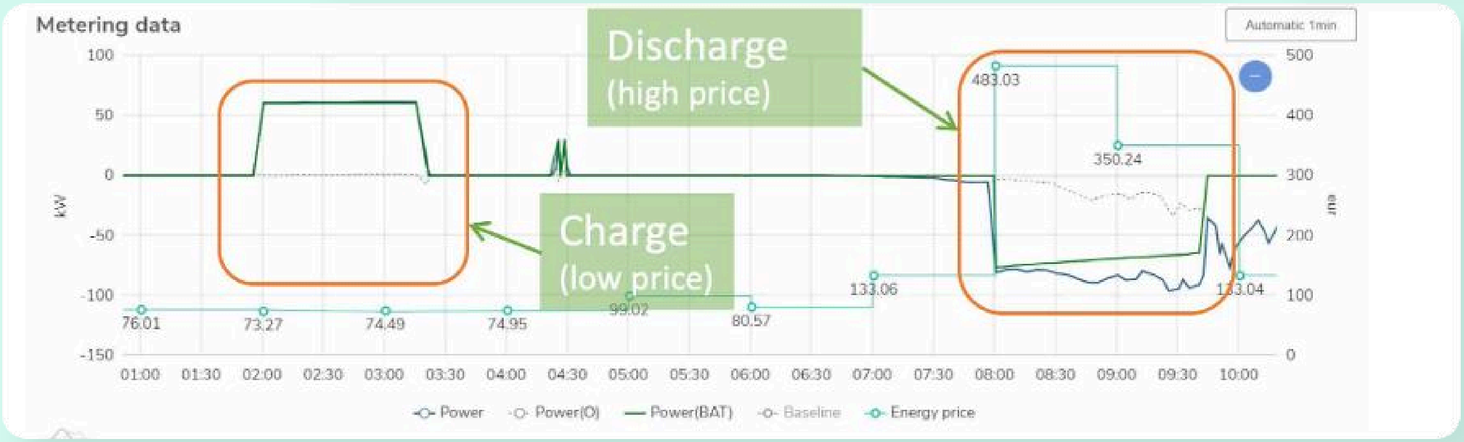
Load shifting

Using stored energy during high day-ahead hours

Peak shaving

Using BESS or just curtailing





Price arbitrage

Automatically charge / discharge by the day-ahead price fluctuations

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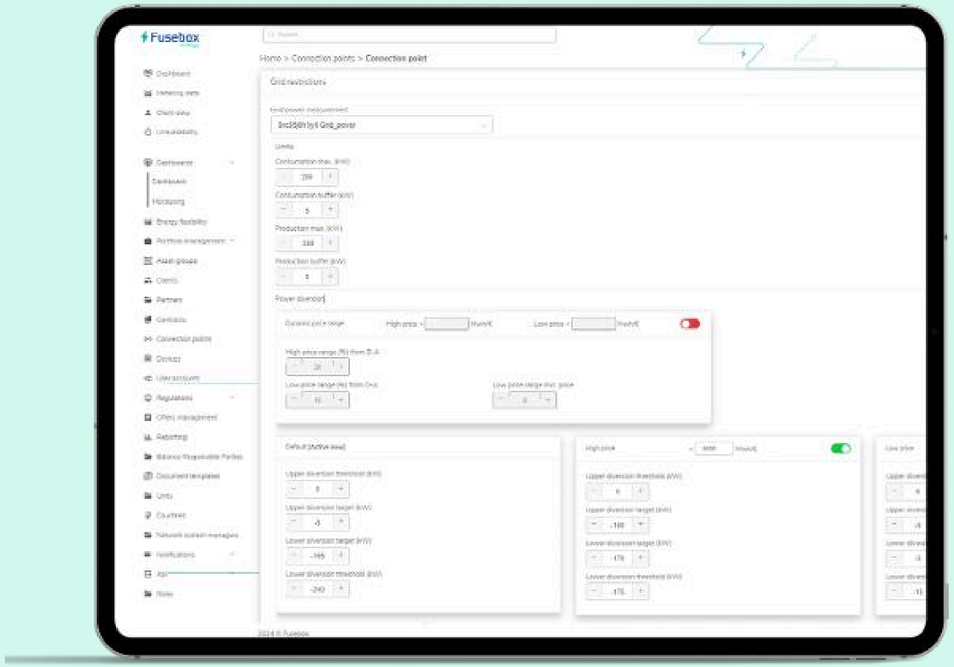
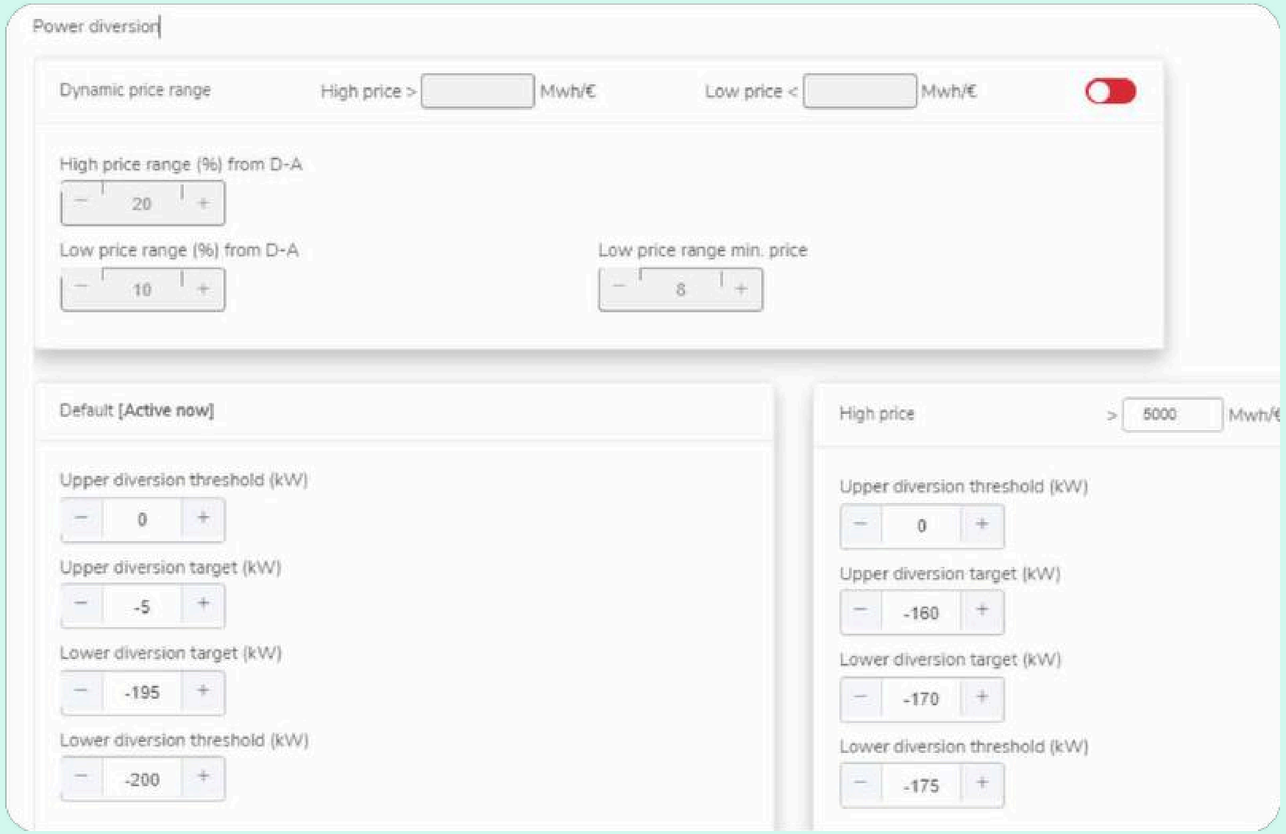
On-site optimization

Connection point limits

Hard limits of your connection point, both directions





Grid tariffs optimization

Setting up power diversion thresholds

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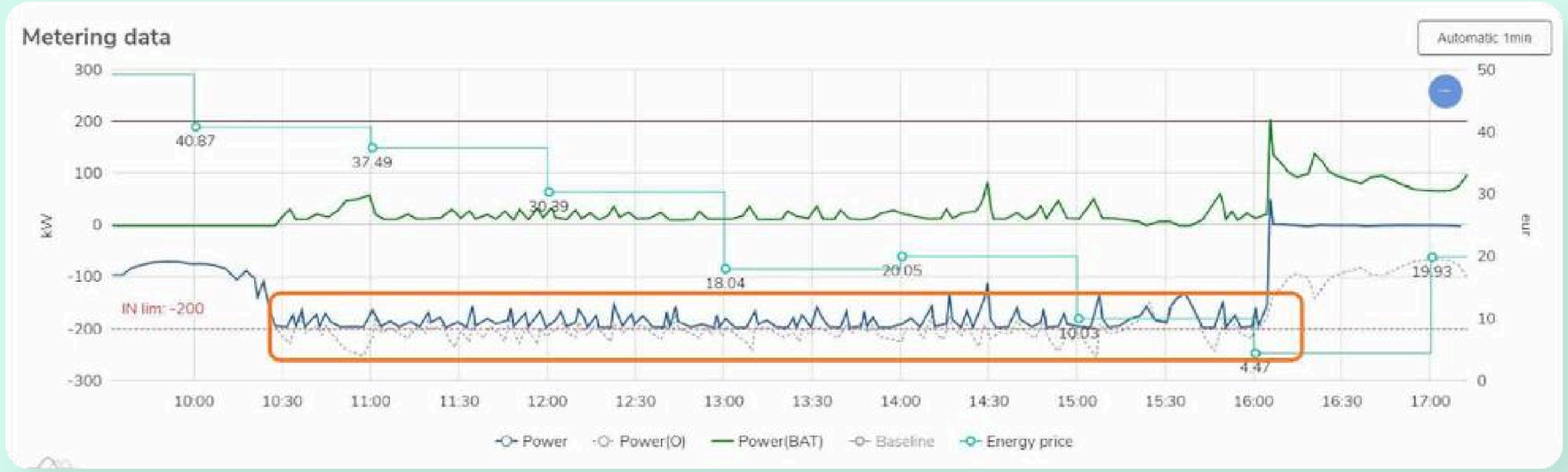
On-site optimization



Connection point limits

Hard limits of your connection point, both directions

Zero-to-grid rule

Reduce grid tariffs, cover self-consumption

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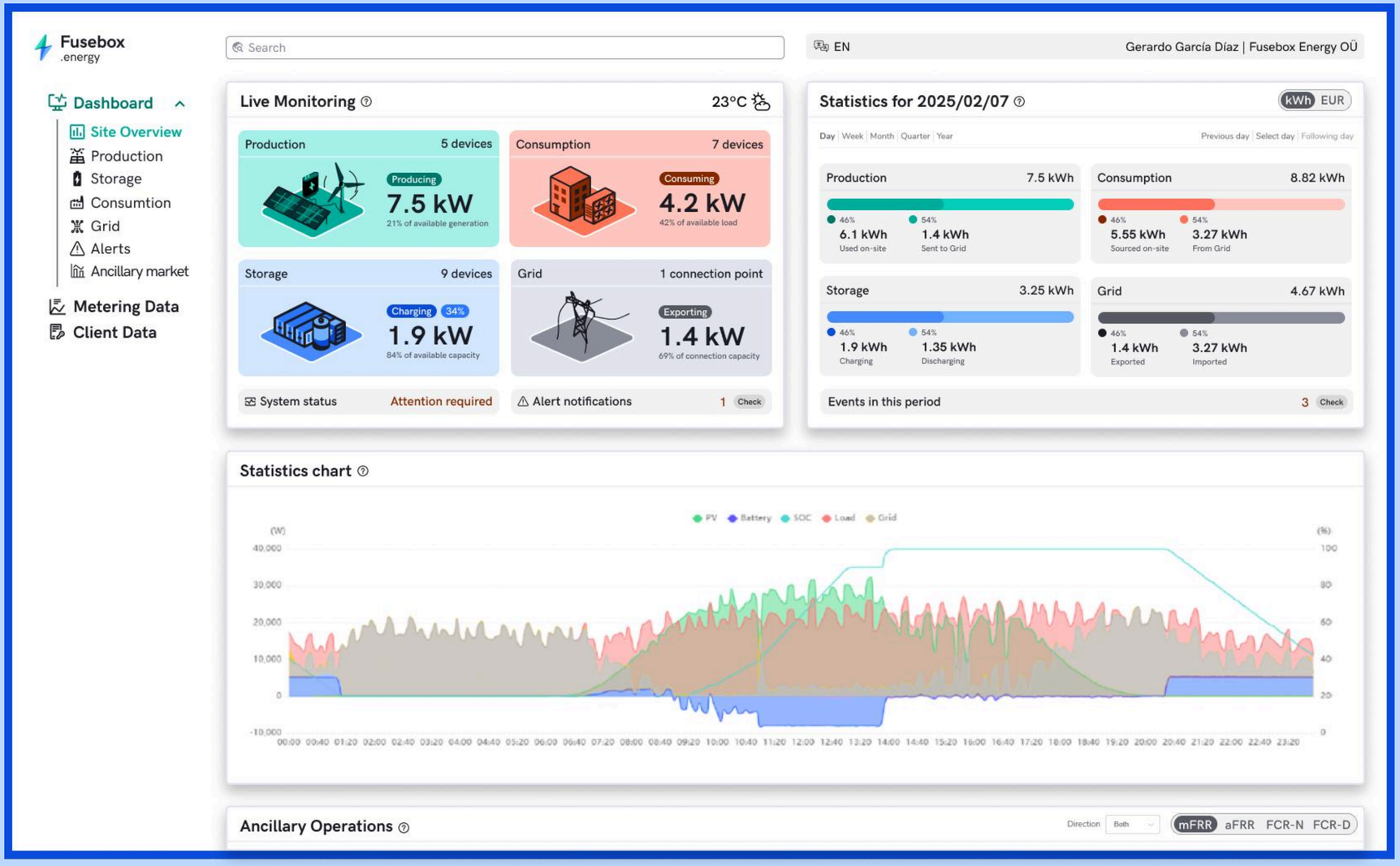
On-site optimization



End-user dashboard

full transparency of the results

Live logs of the results

Real-time results as well as historical data

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Smart aggregation and activation

Next step in your portfolio management:

- Aggregate assets into portfolios
- Put bidding logics for different markets
- Set up activation logics for your portfolio
- Create prioritization list, rotation logic or activate assets in a cascade mode
- Adjust buffers for each portfolio and each market separately
- Send your portfolio availability to your or 3rd party trading desk

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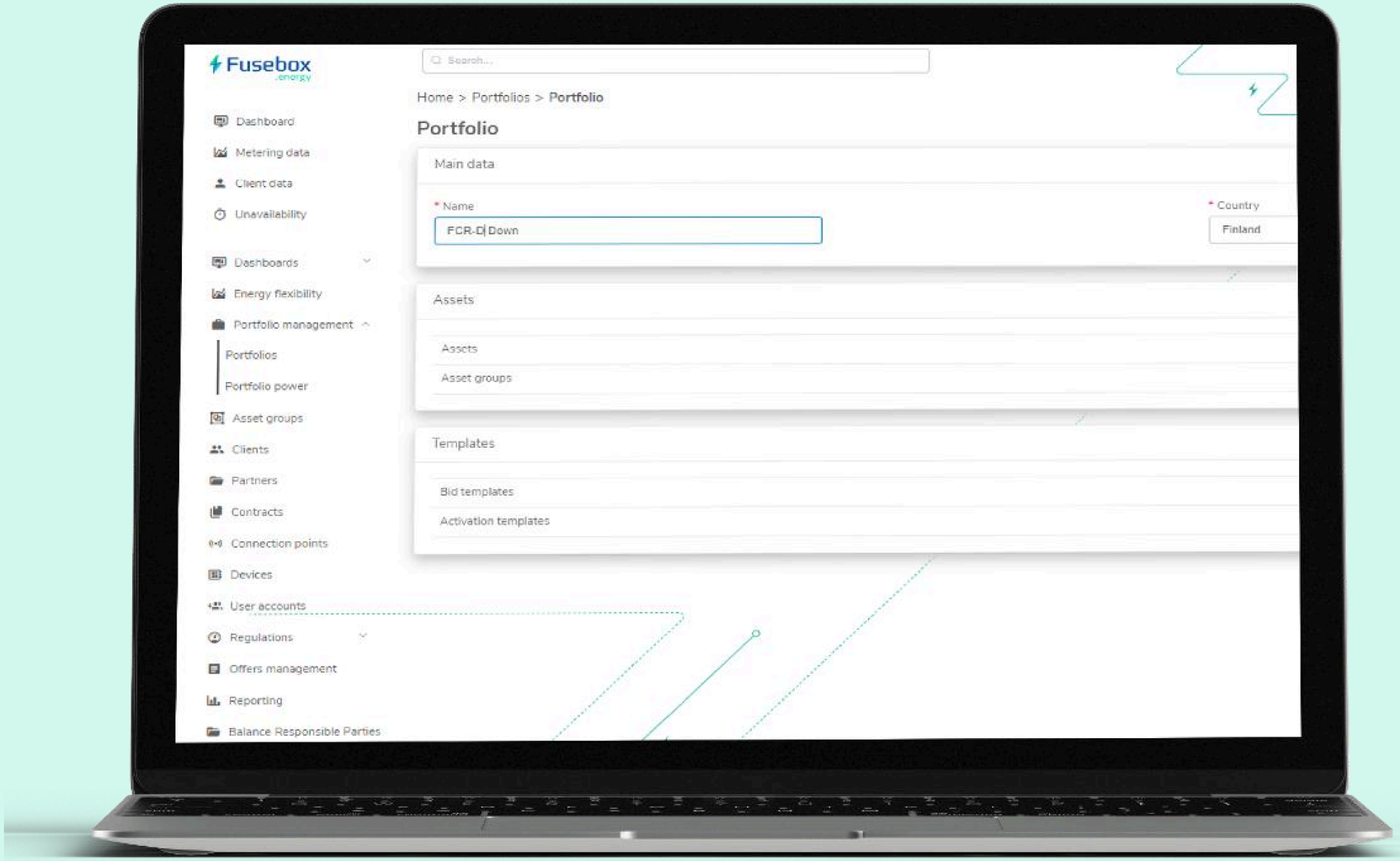
On-site optimization



Group assets and create portfolios

Hundreds of assets in portfolio or one asset = one portfolio

Set up your bidding logic

Use preconfigured bidding strategies to automatize your activity

Portfolio reliability limits

Set each portfolio buffers and limits

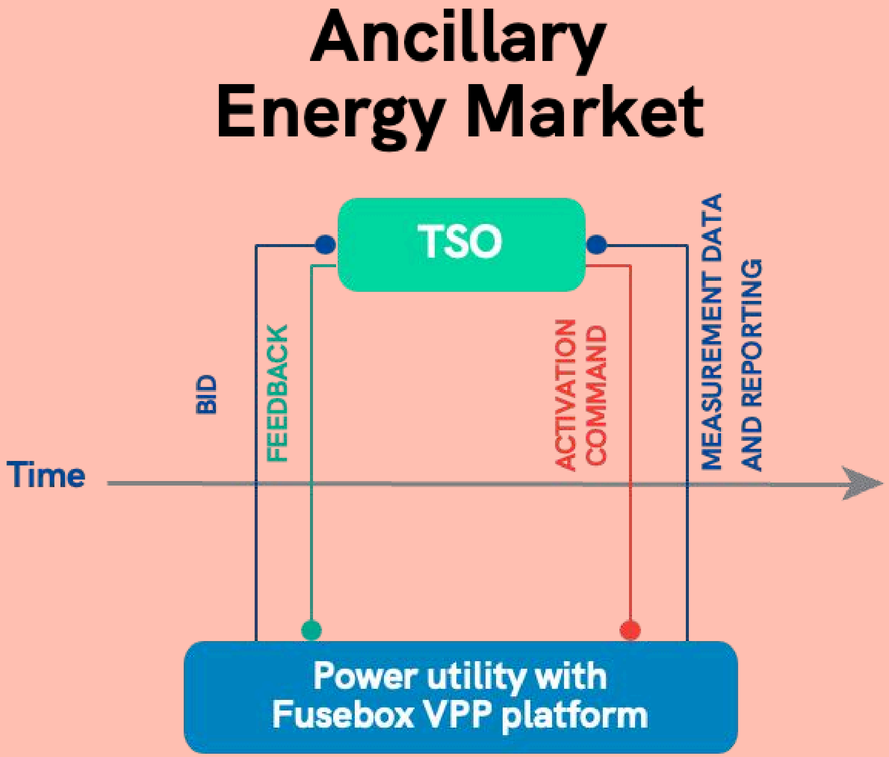
Create activation logic

Use our template to set up priority logic within the portfolio

Markets integration

Integration to the TSO data exchange environment:

- Fully automated TSO integration for seamless operations the ancillary market, including:
  - price strategy, bidding, market result monitoring, and scheduling;
  - dispatch and regulation; reporting, settlement, and billing
- Manage different portfolios/assets across different markets.
- CombineGrid-scale assets with small ones
- Automate bidding logic linked to internal or external prognosis models
- Create a merit order for the assets activation logic



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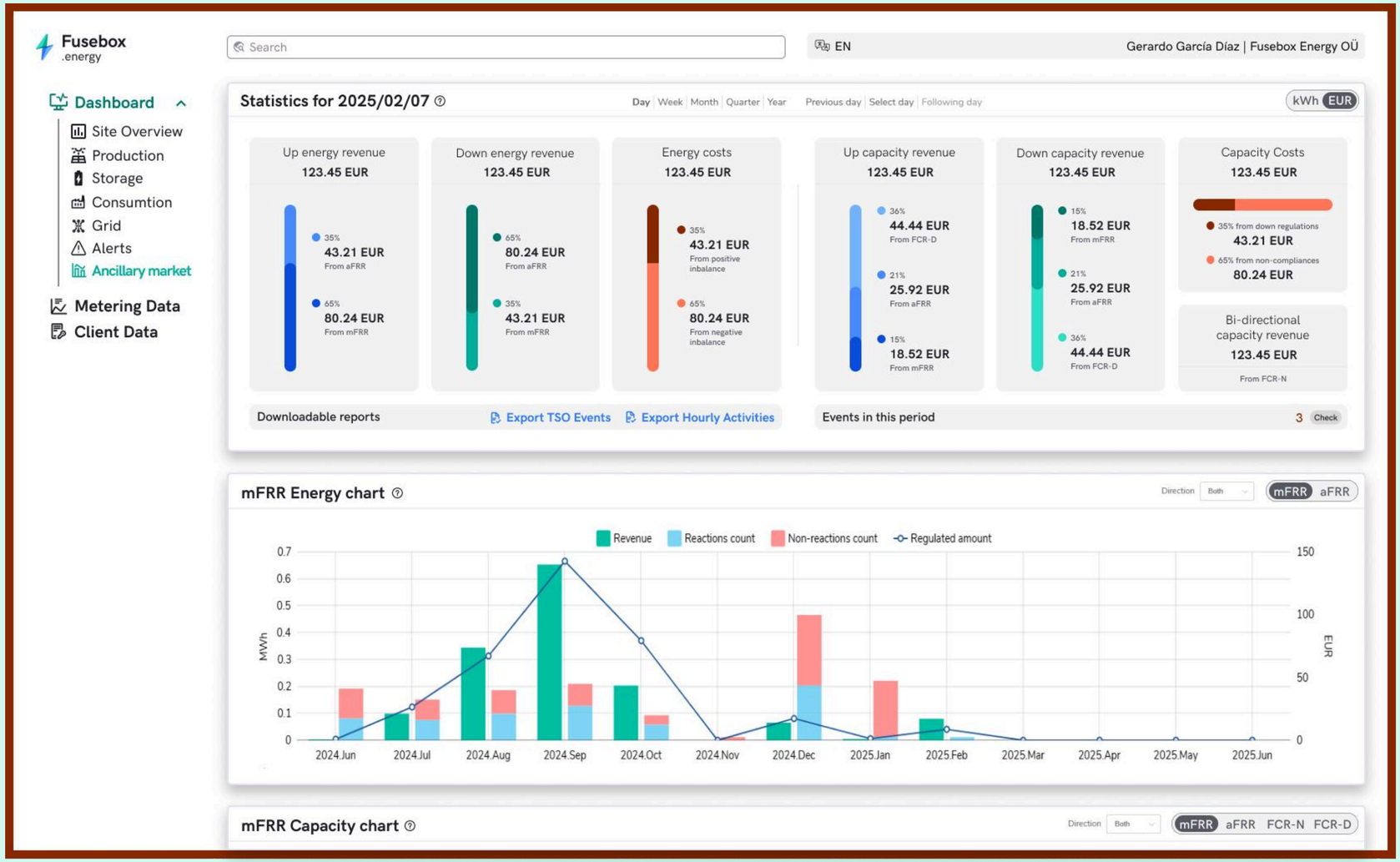
Markets integration



Portfolio performance metrics and results

Revenue, regulated amount, participation logs

Every market separately or summarized view

Per each market and direction, or country view

Activity logs

Extract them in xlsx or csv formats

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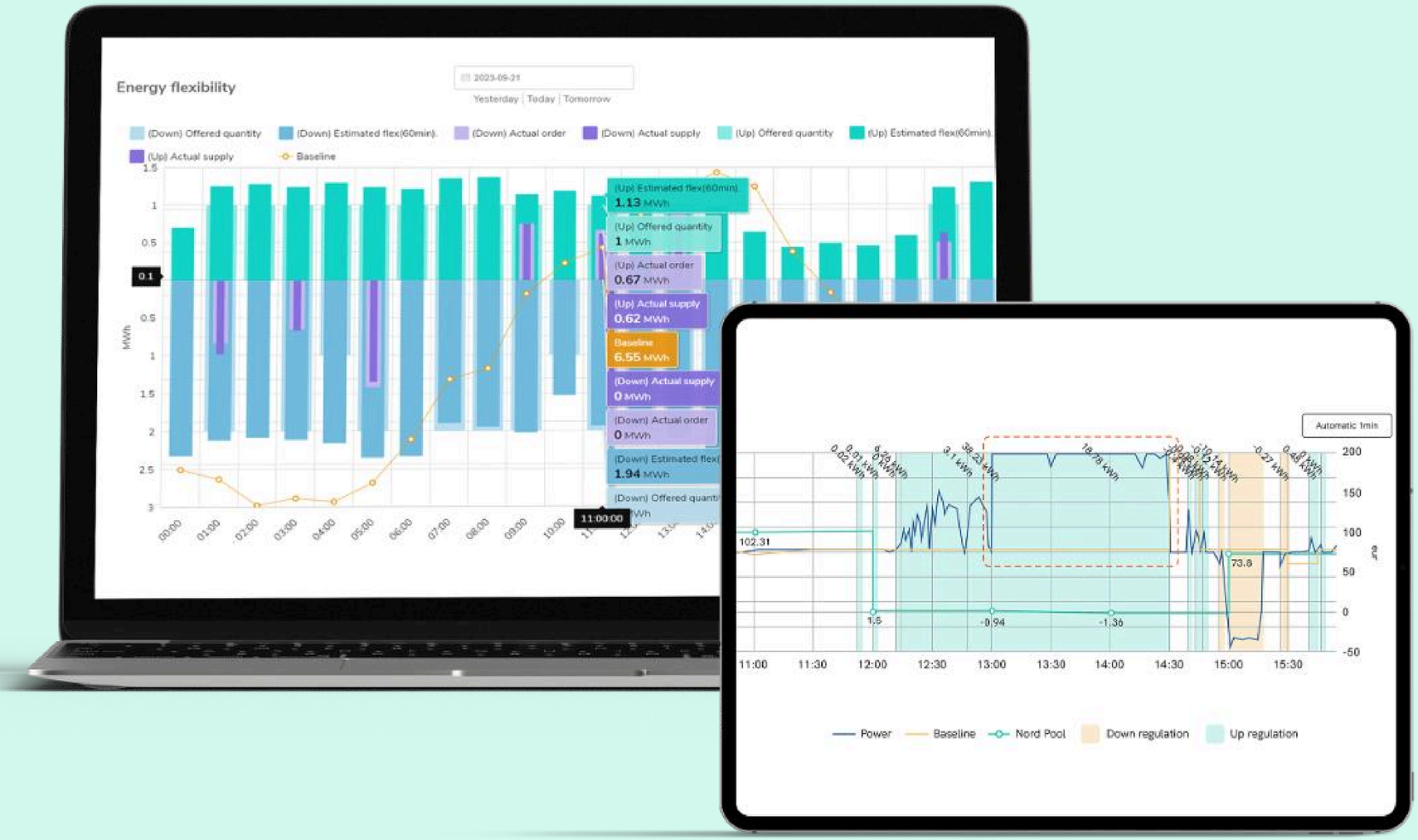
Markets integration



Flexibility availability machine learning

Optimizes assets availability and dispatches efficiently

Overview of each activation

Visualize the performance of the portfolio once it is activated

Operational insight

Visualization and log of activation goes down to the asset level

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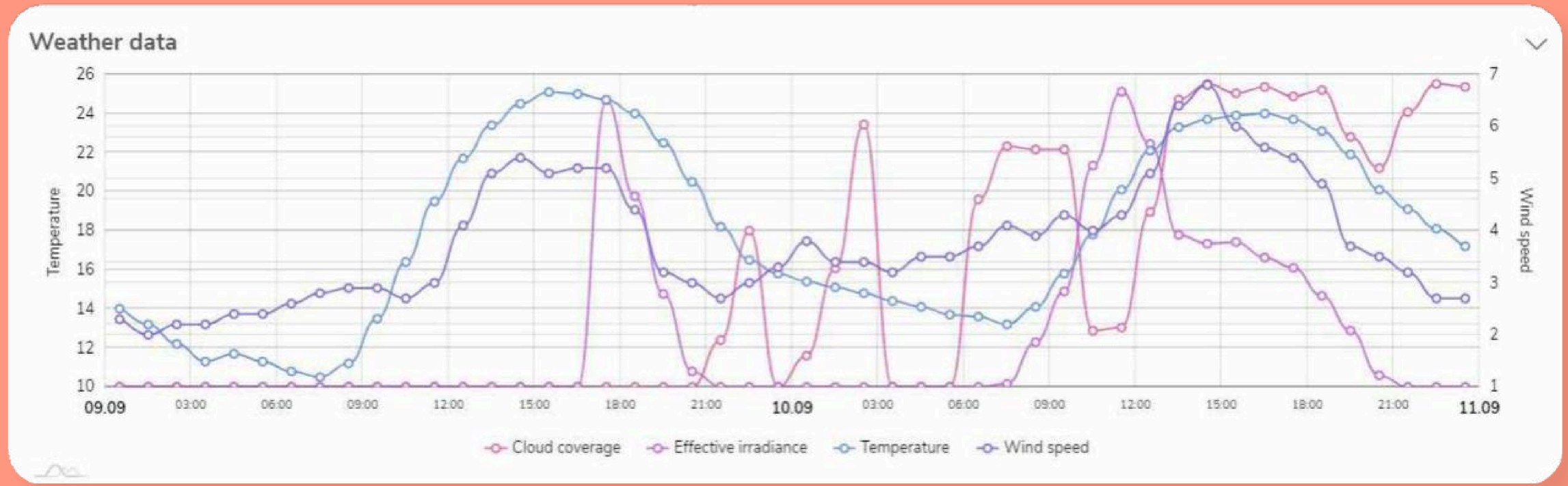
Integration to the external desks

Forecasting models

Can be within the standard solution or imported from the external models



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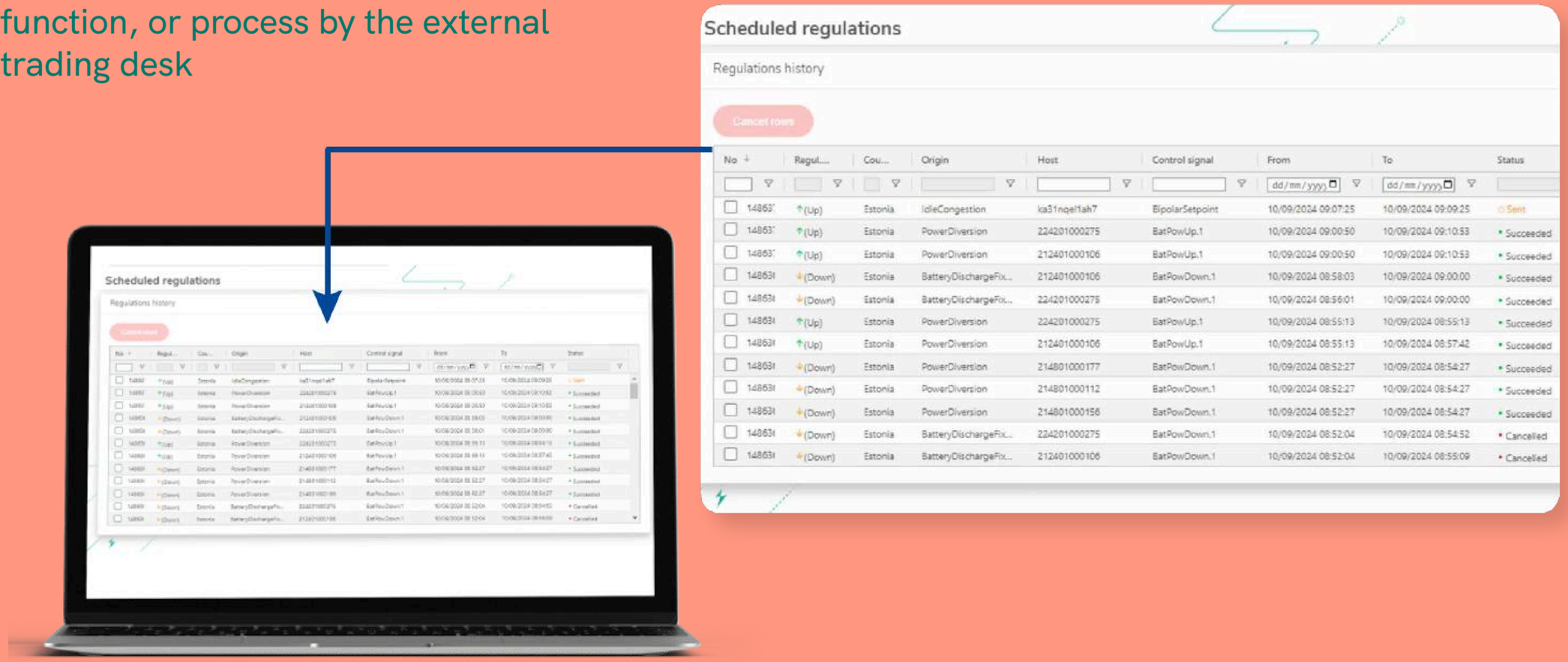
Integration to the external desks

Scheduling models

Internal manual dispatching function, or process by the external trading desk



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Modular solution under one platform

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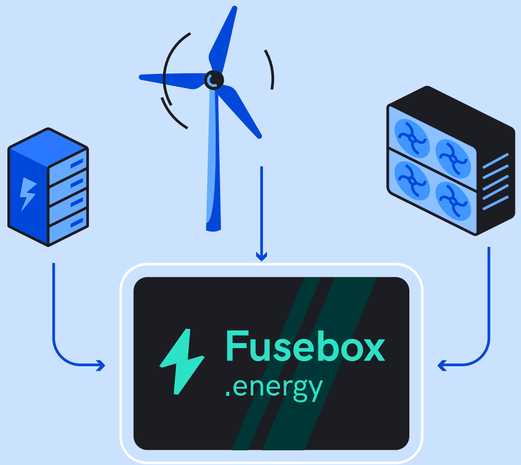
Week 1

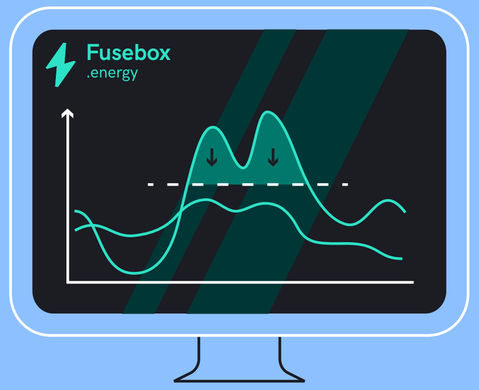
Assets integration and control



PV, BESS, HVAC, CHP, EV, Hydro

Month 1

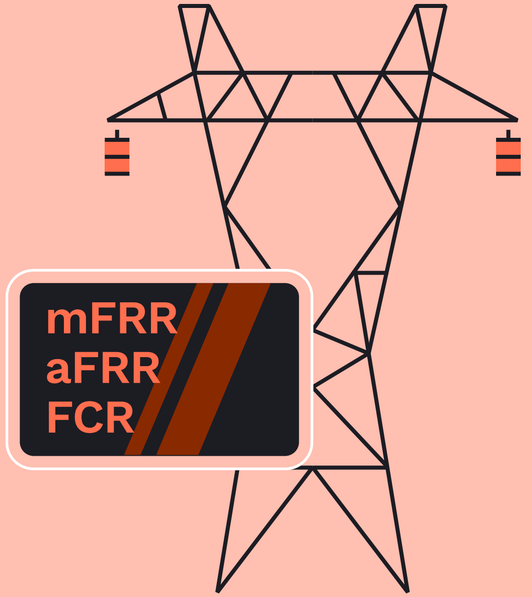
Smart aggregation and activation



Create asset groups and portfolios

Quarter 1

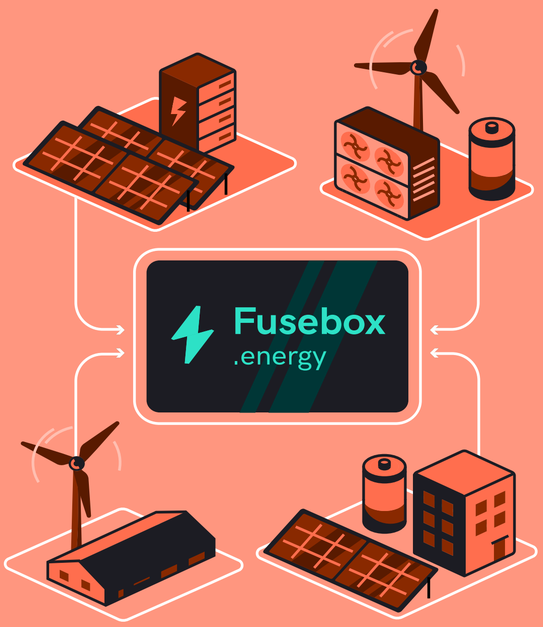
Trading desk or TSO integration



mFRR, aFRR, FCR, FCR-D, FCR-N

Year 1

Further expansion



New business segments or countries

Assets and portfolio management

Bidding and Trading optimization

Thank you!

Interested to know more?

Drop us a line

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