

Disruptive Trends in the Traditional Utility/Energy Space

How Utility Business Model is Evolving

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Board Member, Internet of Things, Asia

Member, IEEE PES and US Energy Policy

IEEE Power and Energy Society Event

August 20, 2015

Time: 5:45 pm to 7pm

Location: Puget Sound Energy -Auditorium



Speech Outline and Discussion Points

“It’s far better to create your own future, than to wait for external forces to dictate your choices” Jim Collins



A clean, secure and cost effective supply of energy is essential for the future of economic growth and enablement of a sustainable society. To effectively address the future, we need to face the on-going paradigm shift in the areas of new customer services to be provided by non-traditional competition; electricity price affordability based on socio-economic diversity; distributed and flexible demand and supply requirements reducing dependency on traditional utility business models; environmental pressure, and many others. The complexity of these changes require a new way of thinking about business, technology and customer innovation across the entire value chain; that means, “step-change/disruptive” and integrated approaches unlocking X-factor performance at a fraction of the cost.

During this seminar, Dr. Bartosz Wojszczyk will address practical aspects of:

- Global industry disruptive and innovation trends forcing a “new normal” for energy stakeholders.
- Non-traditional competition and start-up ecosystems that will potentially change (and/or are currently changing) the energy landscape.
- How disruptive trends are changing existing (regulated) utility business models.
- Customer engagement strategies for utilities to stay relevant in the “new normal”.
- Global examples of disruptive/innovative businesses and technologies.

About Dr. Bartosz Wojszczyk

Business and Technical Acumen

Accomplished senior executive with over 20 years of industry experience



AREAS OF EXPERTISE

Technical

- ✓ Corporate Technology Strategy
- ✓ Technology RDD&D | Design & Engineering
- ✓ New Technology Due Diligence & Rapid Prototyping
- ✓ Smart Grid | AMI | Smart City
- ✓ Clean-Tech (Distributed & Renewable Generation, Energy Storage, E-transportation, Waste to Energy, etc.)
- ✓ OT/IT | Software Integration
- ✓ Big Data | Internet of Things
- ✓ Transactive Energy
- ✓ Nexus of Solutions

Business

- ✓ CxO | International P&L Operations (Engineering, Sales, Marketing, Consulting)
- ✓ Board Member | Advisor
- ✓ “Step Change” Innovation
- ✓ Regulated & Unregulated Corporate Strategy
- ✓ Regulatory Rate Case | Business Case
- ✓ Business Development | M&A
- ✓ Start-Up | Acceleration
- ✓ VC/PE Business Due Diligence
- ✓ Teaching | Mentoring

Currently

- ✓ **Founder, President & CEO of Decision Point Global, LLC**
 - Global incubator, accelerator and operations for “disruptive/step-change”/innovation businesses and technologies (*10 start-ups: Americas, Europe, APAC, MEA*)
 - Emerging markets entry, positioning, growth strategy and execution (*currently supporting 2 small enterprises with technology market entry/growth and 3x business expansion*)
 - New (innovative) technologies “scouting”, rapid prototyping, due diligence
 - Energy infrastructure modernization, operation strategies and execution roadmaps, etc.
- ✓ **President of Global Solutions, subsidiary of GDP Group Company:** development & deployment of sustainable nexus of solutions for “communities and nations at-risk”

Past Experiences:

✓ **Global Fortune 500 companies with sales up to \$2 Billion annually:**

- GE Energy Management: Managing Director, Global Growth and Strategy; Business Leader for Solution Selling
- Accenture: Global Director, Smart Grid Solutions and Services
- Quanta Technology (Quanta Services): Senior Director (Executive Advisor), Head of Protection and Automation P&L
- Legrand (Europe): General Manager, Technology Marketing (including technology strategy and RD&D)

✓ **Electric Utilities in North America and Asia:**

- MERALCO (Generation, Distribution, Retail, EPC, Telecomm): Chief Innovation Officer, Head of Corporate Strategy
- Potelco (Quanta Services)/Puget Sound Energy, USA: Engineering Manager

✓ **Advisor (Board Advisor):** business and technology strategy (innovation) development, technology due diligence and rapid prototyping and execution roadmaps for governments, regulators and private energy stakeholders in Europe, Asia-Pacific and the Americas

Industry Thought-Leadership



- ✓ Adjunct Professor at University of North Carolina in Charlotte, USA.
- ✓ Innovation Advisor at AGH University of Science and Technology in Krakow, Poland.
- ✓ Board Member, Internet of Things (IoT), Asia.
- ✓ Co-authored 3 books, over 30 papers and 8 international reports:
 - “Smart Grid – Infrastructure, Technology and Solutions”, CRC Press, 2012.
 - “Electric Power Substation Engineering” 3rd Edition, CRC Press, 2012.
 - “Electrical Transmission Systems and Smart Grids”, Springer 2013.
 - “Energy Technology Perspective – 2013, 2014, 2015 ”, International Energy Agency.
 - “How2Guide for Smart Grids in Distribution Networks”, International Energy Agency.
 - “Technology Roadmap – Smart Grids”, International Energy Agency.
 - “Technology Actions Plan – Smart Grids” the Major Economic Forum on Energy and Climate (MEF) for the G20 Summit in Copenhagen, 2010.
 - “Betting on Science – Distributive Technologies in Transport Fuels”, 2010 and “Accelerating Smart Grid. Investments” 2009 prepared by the World Economic Forum.
- ✓ Member of the IEEE Power & Energy Society and IEEE-USA Energy Policy Committee:
 - Technical Chair for IEEE Energy Development and Power Generation Committee.
 - Chair for IEEE International Practices Subcommittee.
 - Past Secretary for IEEE Distributed Generation and Energy Storage Subcommittee.
- ✓ Member of Advisory Board for DistribuTech and PowerGen Asia.
- ✓ MS and Ph.D. in Electrical Engineering from Wroclaw University of Technology, Poland.

Industry Spokesperson



- ✓ Industry spokesperson for business and technology innovation and industry transformation (e.g. CNBC, Bloomberg, DW-TV, etc.).
- ✓ Selected seminars and workshops:
 - “Disrupt or Be Distributed – Industry Transformation and Impact on Utility and Regulation Business Model” workshops for Utility C-level, Energy Regulators.
 - “Innovation Business Cased and New Business Models” workshops for Utility C-level, Energy Regulators.
 - “Building the Culture of Innovation” workshops for Utility C-level.
 - Various Smart Grid & Technology Innovation Workshops for Utilities around the world – part of engagement with International Energy Agency (IEA).
 - “Distributed and Renewable Generation – Utility Best Practices & Lessons Learned around Planning, Engineering, Integration & Operation” Utility University at DistribuTech.
 - “South Korea Smart Grid Strategy and Roadmap” Ministry of Knowledge Economy and KEPCO
 - “Smart City Strategy” (various cities).
 - “Renewable Energy Sources: Massive Integration and its Impact on Power System Design, Operation and Performance”, Renewable Energy World Conference & Expo, North America.
 - “Distribution Automation: Strategies for Success”, Utility University seminar presented at DistribuTECH.
 - “Energy Storage Technologies”, Southern California Edison.
 - Others

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