



**Fereidoon Sioshansi**  
of the Menlo Energy Economics, California

## **Behind and Beyond the Meter, Digitalization, Aggregation, Optimization, Monetization**

Bologna, Facoltà di Ingegneria, Piazza Risorgimento 1,  
giovedì 20 febbraio, ore 15-17  
aula 2.7B

The seminar will address the new most recent developments taking place in the electricity industry. The historical ways in which electricity was generated in large central power plants and delivered to passive customers through a one-way transmission and distribution network – as everyone knows – is radically changing to one where consumers can generate, store and consume a significant portion of their energy needs energy locally. This, however, is only the first step, soon to be followed by the ability to share or trade with others using the distribution network. More exciting opportunities are possible with the increased digitalization of BTM assets, which in turn can be aggregated into large portfolios of flexible load and generation and optimized using artificial intelligence and machine learning. It will be discussed the latest advances in digitalization of behind-the-meter assets including distributed generation, distributed storage and electric vehicles and – more important – how these assets can be aggregated and remotely monitored unleashing tremendous value and a myriad of innovative services and business models. The speaker will examine what lies behind-the-meter (BTM) of typical customers and why managing these assets increasingly matter. He will describe how smart aggregators with intelligent software are creating value by optimizing how energy may be generated, consumed, stored or potentially shared or traded and between consumers; prosumers and prosumagers (that is, prosumers with storage). He will explore new business models that are likely to disrupt the traditional interface between the incumbents and their customers.

### **Biography.**

Fereidoon Sioshansi is President of Menlo Energy Economics, a consulting firm based in San Francisco, California, with over 35 years of experience in the electric power sector. He advises domestic and international clients on strategies to respond to the rapid transformation of the electric power business including utilities, energy intensive industry, innovators, start-ups and companies engaged in electricity delivery supply chain, regulators and policy makers.

Dr. Sioshansi is the editor and publisher of EEnergy Informer, a monthly newsletter with international circulation, now in its 30th year of publication. His professional experience includes working at Southern California Edison Co. (SCE), Electric Power Research Institute (EPRI), NERA, and Global Energy Decisions.

Since 2006, he has edited 12 books published by Academic Press including the following:

- Behind & behind the meter: Digitalization, aggregation, optimization, monetization, 2020
- Consumer, prosumer, prosumager: How service innovations will disrupt the utility business model, 2019
- Innovation and Disruption at the Grid's Edge, 2017
- Future of Utilities, Utilities of the Future, 2016
- Distributed Generation & its implications for the utility industry, 2014