

# Digitalisation & Solar

## Bruce Douglas

### Deputy CEO, SolarPower Europe

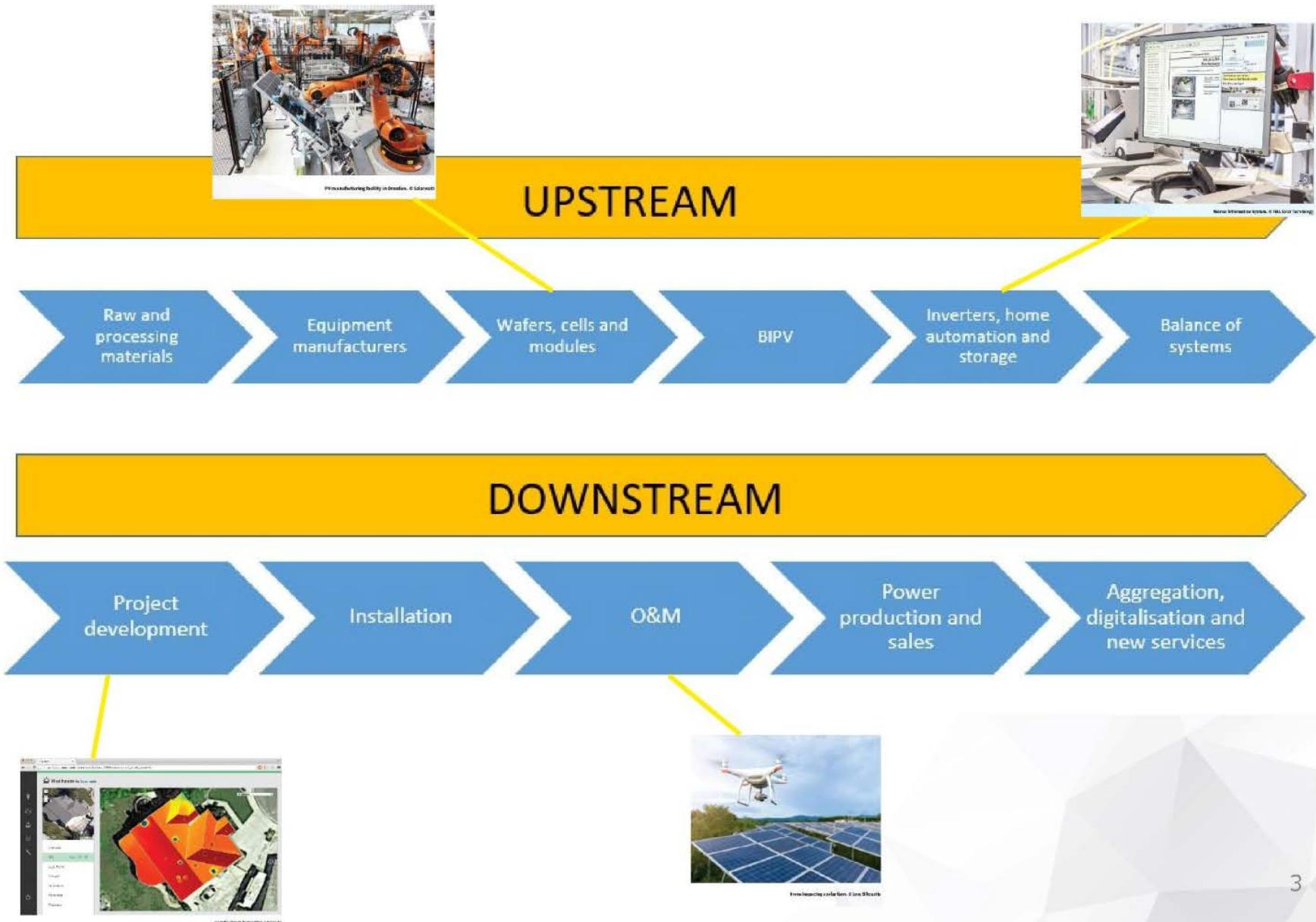
# The opportunity of digitalisation: new business models

- 1. Smart building packages**
- 2. Combining solar with digital services**
- 3. Collective self-consumption**
- 4. Grid-connected microgrids**
- 5. Peer-to-peer trading**

We are transitioning to platform-based business models that facilitate prosumer transactions.

We've seen Software as a Service,  
this is Solar energy  
as a Service.

# Go digital to reduce costs across the PV value chain



# Thank you

Bruce Douglas  
Deputy CEO  
SolarPower Europe  
[b.douglas@solarpowereurope.org](mailto:b.douglas@solarpowereurope.org)

