

An aerial night view of a city, likely Lima, Peru, with a digital network overlay. The overlay consists of glowing blue and orange lines connecting various points across the city, representing a smart grid or digital infrastructure. The city lights are visible in the background, and the sky is a mix of orange and blue.

GIZ Péru - Webinario # 3

Digitalization and Transformation Strategies for DNO

Insights into Siemens' Smart Grid & Digitalization Compass Approach

07.09.2021 | 09:00 AM (GMT – 5) |
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Siemens Energy Business Advisory Snapshot



- 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?

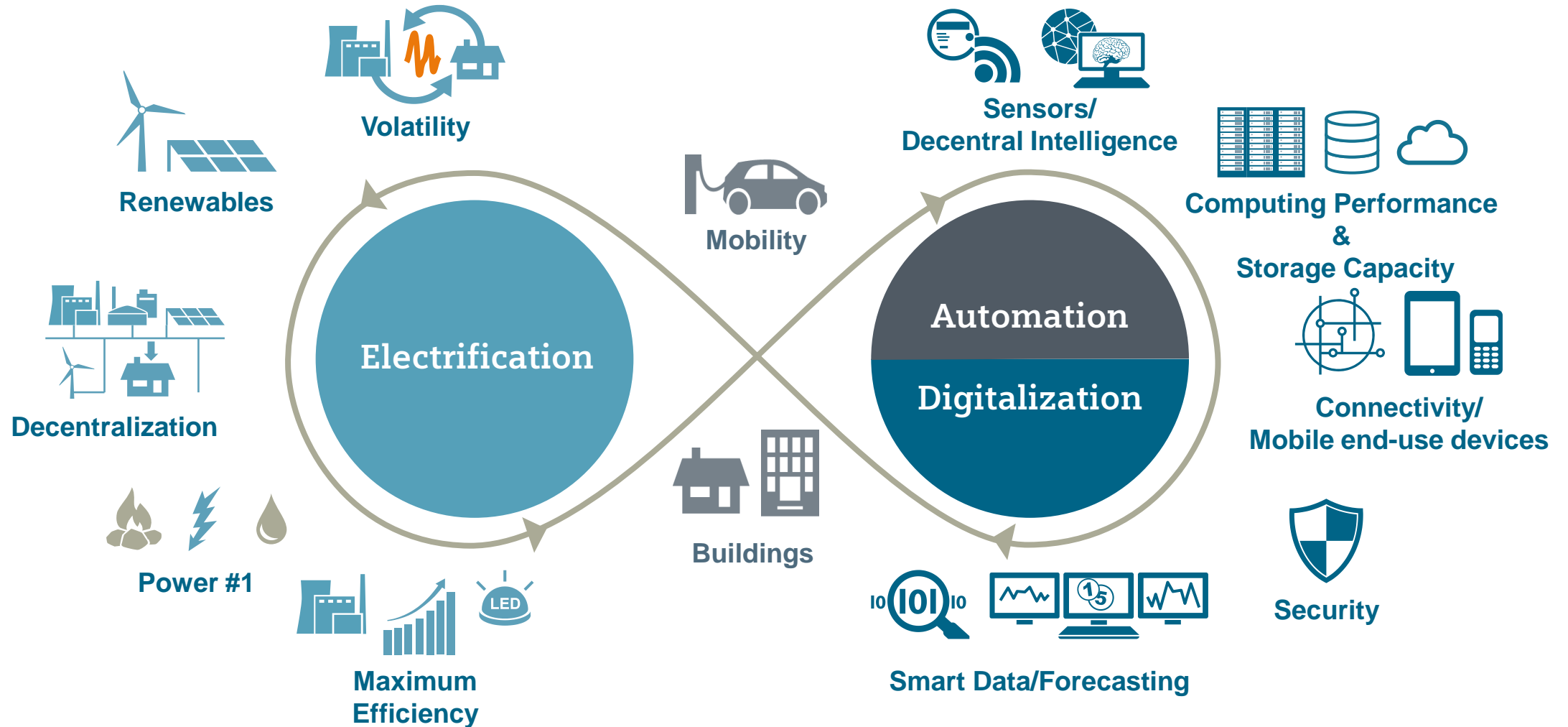


**“If I had asked people what they wanted,
they would have said faster horses.**

”

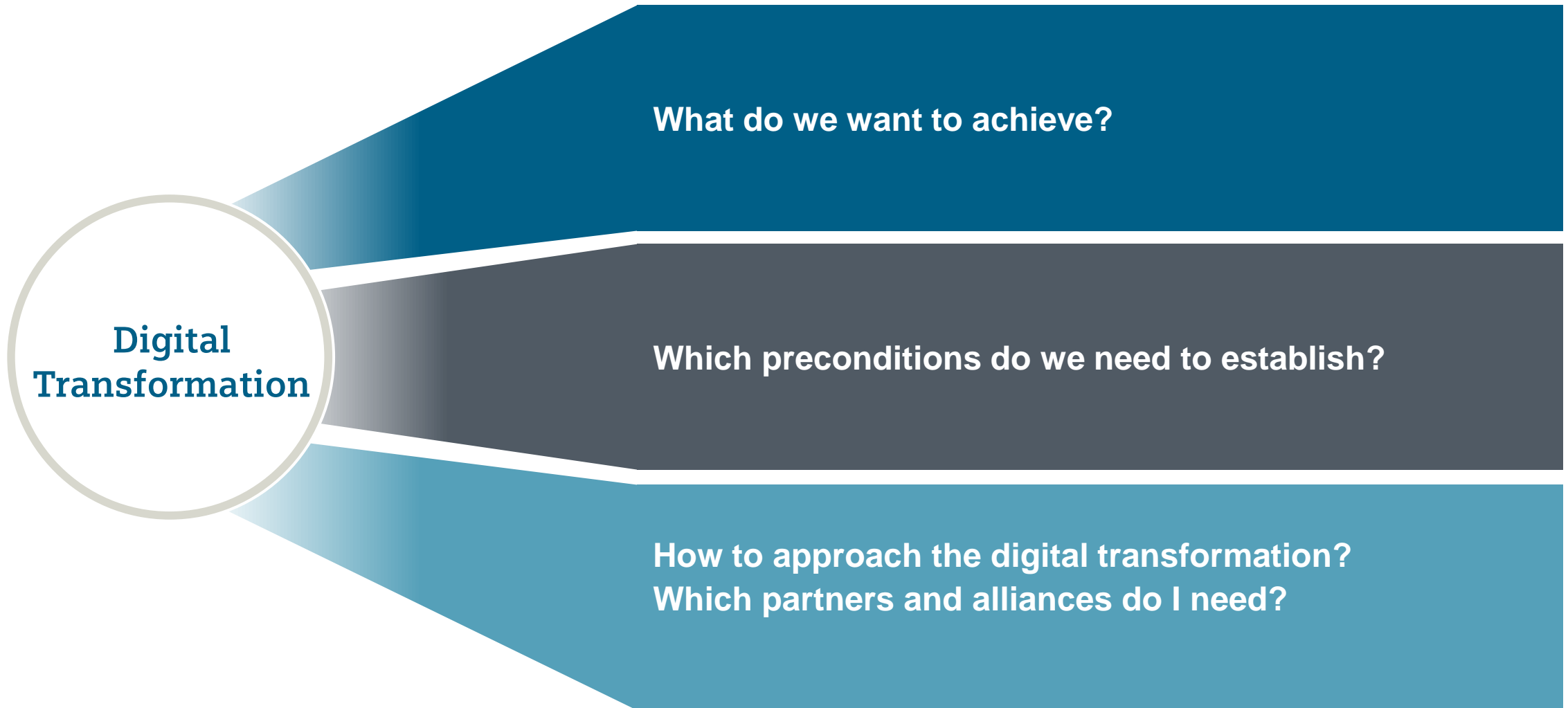
Henry Ford

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

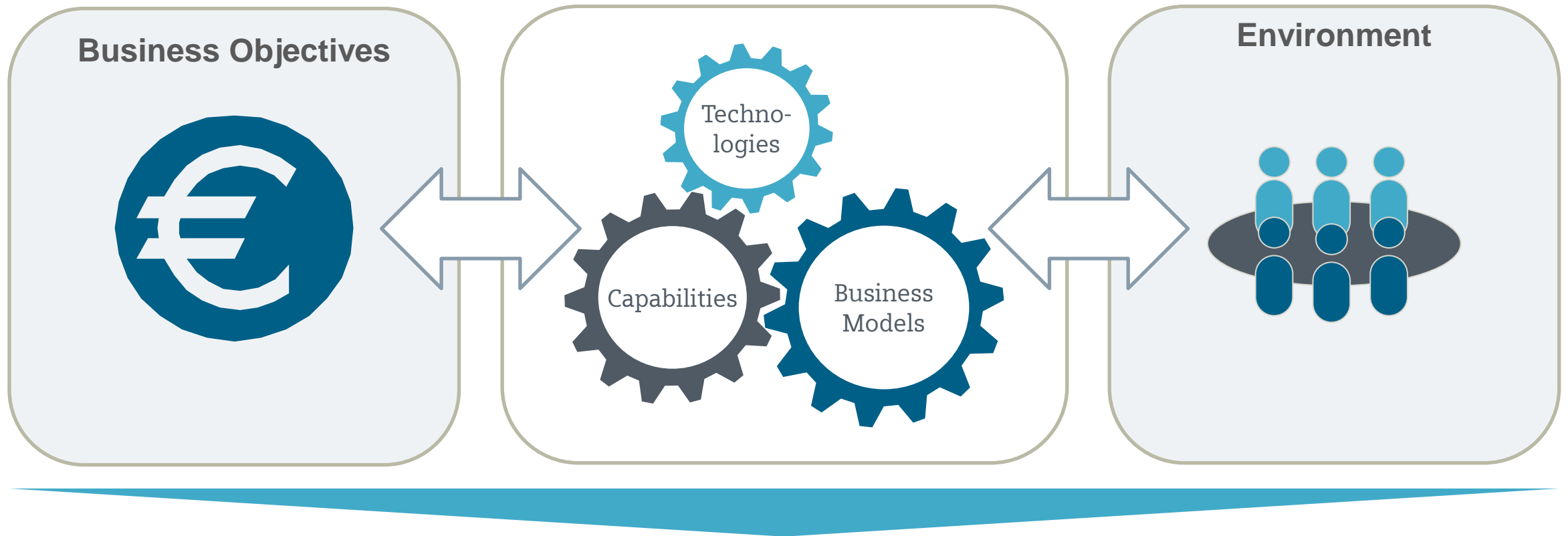


**How to start digital
transformation?**

**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?

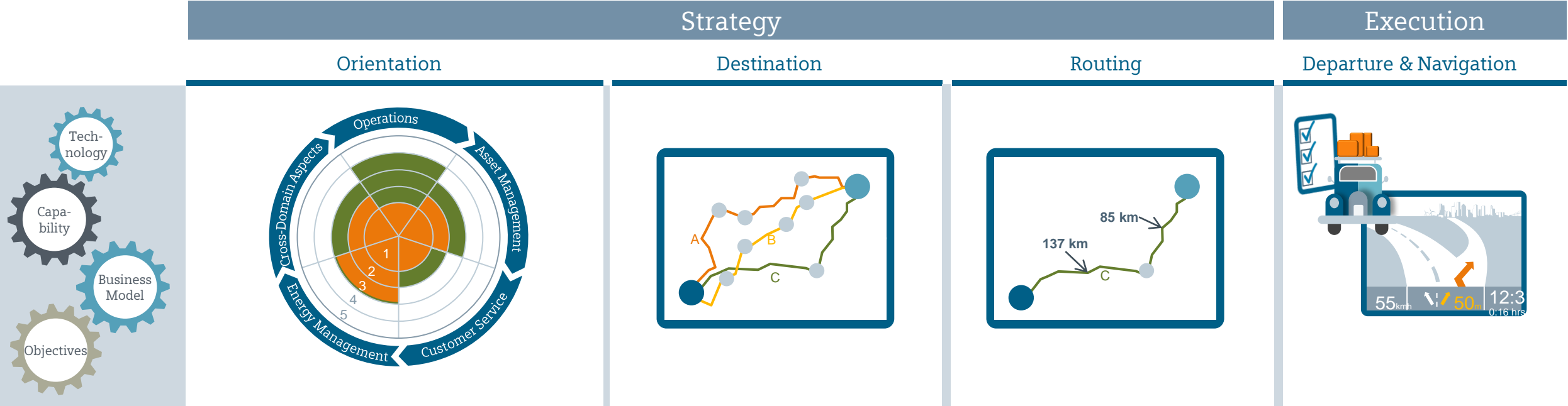
Different smart grid technologies



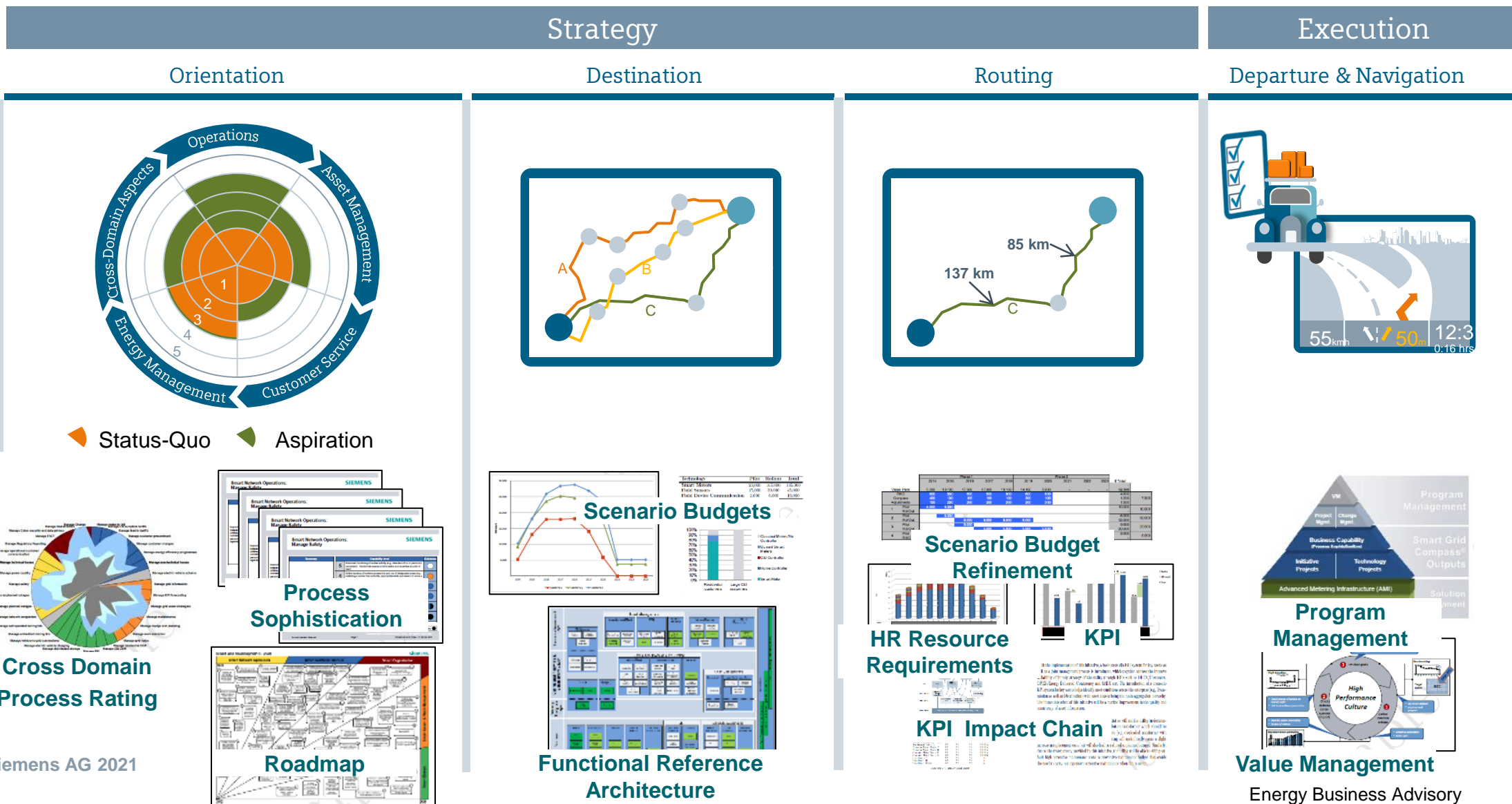
Value – What is the value add?

Translate transformation into business value

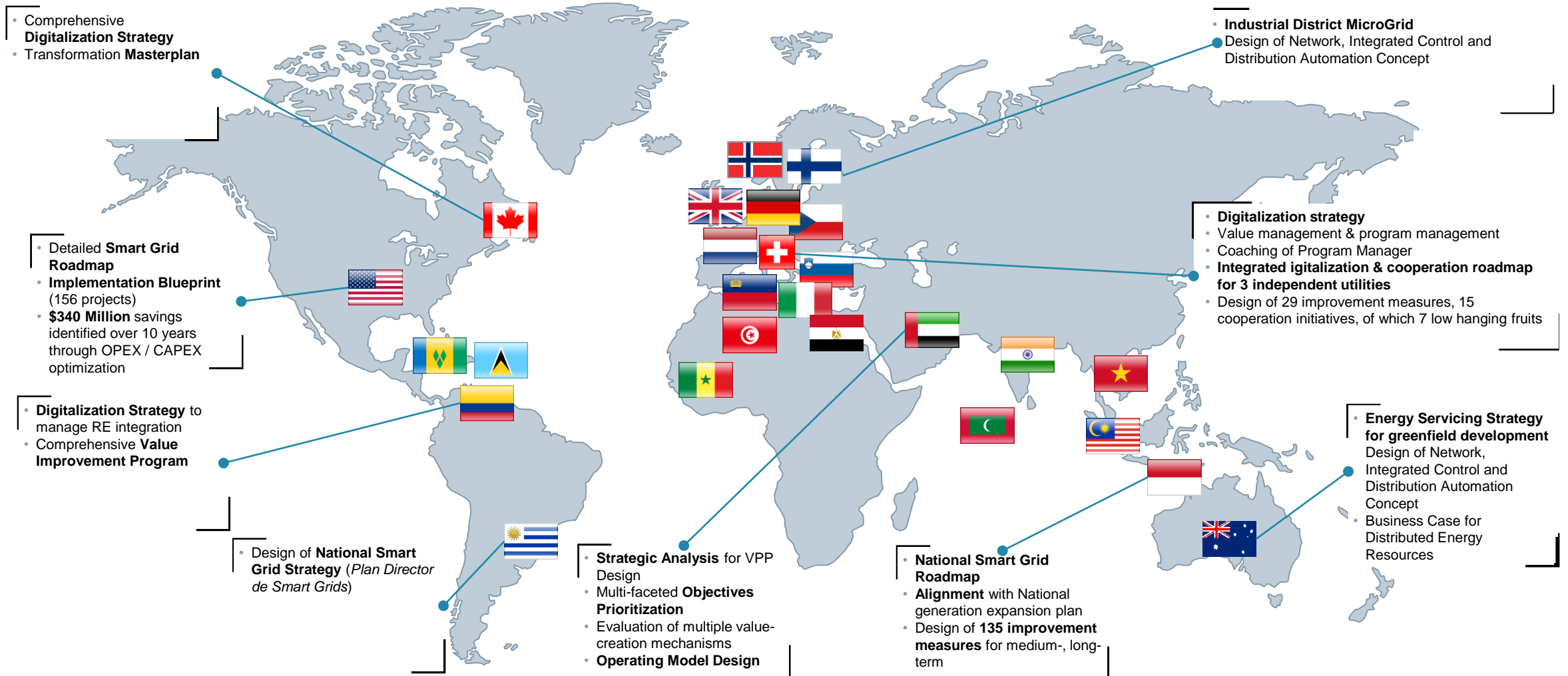
A structured approach guides the utility on its way to become a utility of the future



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



Digital Transformation Consulting in the Energy Sector – selected references



If you want more information – reach out to me!



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