

# A future-proof business park

Navigating collaborative strategies  
to unlock sustainable success

- ✓ Discover your **upcoming challenges** in energy management
- ✓ Explore **mitigating strategies** tailored to your situation
- ✓ Take the first steps towards a **collaborative approach**

START





# Welcome to the Smart Energy Hub GPS

Discover the world of Smart Energy Hubs (SEHs) and make informed decisions tailored to your unique needs and challenges. In the decision tree you'll identify what type of actor you are based on your energy challenges. The type of actor and level of urgency determine what strategies can be applied to deal with the energy issues. These strategies are carefully crafted and will showcase in a

transparent way the value and risks of each route, including collaborative opportunities like SEHs. These different strategies are designed to stimulate your critical thinking and encourage you to consider the possibilities within your own context. In the approach you can discover the first steps to take for setting up a SEH.

The goal of the GPS is to empower you with the knowledge and insights needed to make informed decisions and forge meaningful collaborations in the realm of SEHs. Let's embark on this journey of exploration and unlock the potential of Smart Energy Hubs together. But first, we need to know your current willingness to collaborate on energy-related issues.

What is your current organisations willingness to collaborate on energy-related issues?

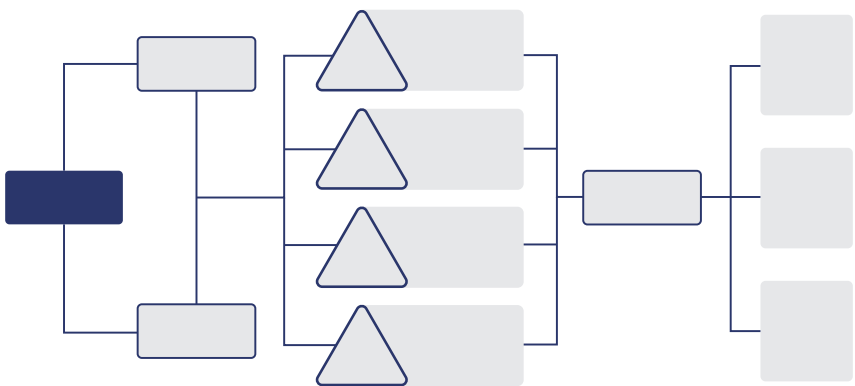
Not willing at all

Somewhat not willing

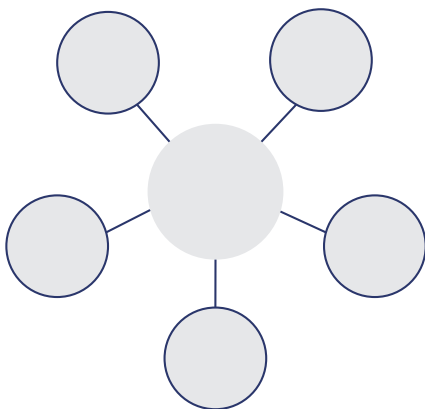
Undecided

Somewhat willing

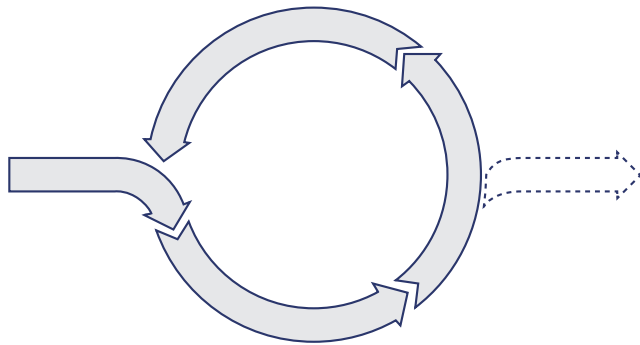
Willing (& necessary)



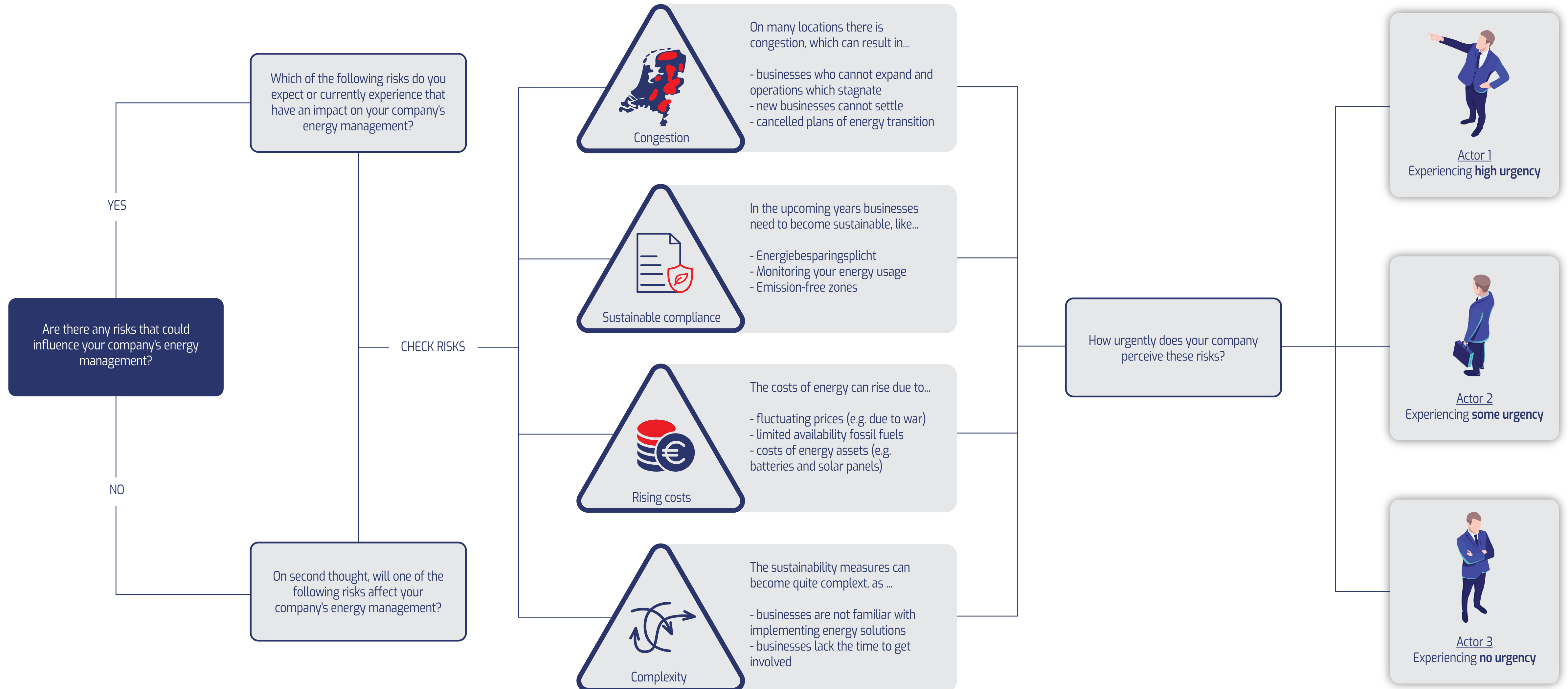
DISCOVER WHO YOU ARE

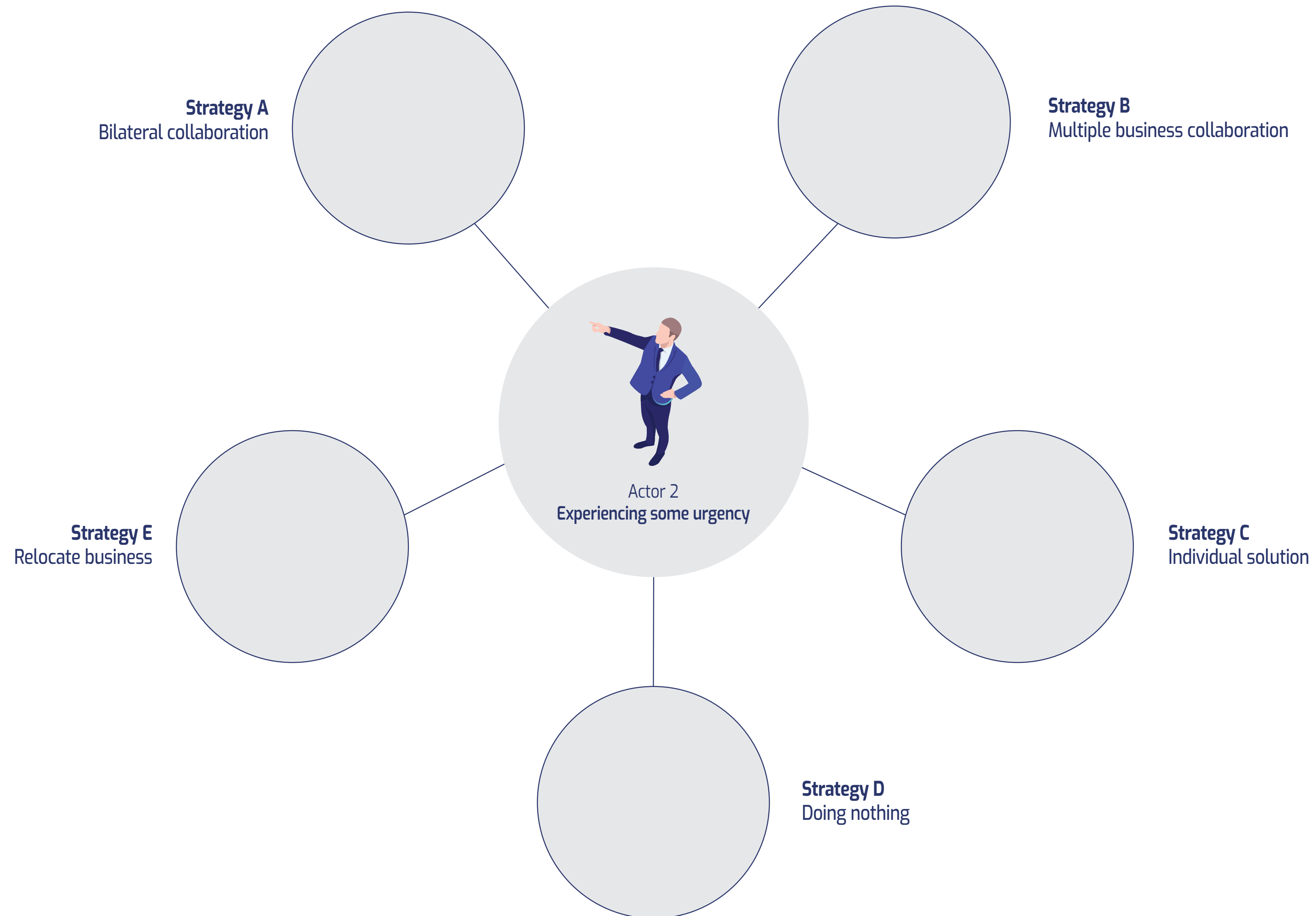


EXPLORE STRATEGIES



DIVE INTO THE APPROACH







Challenges

Strategies

Approach

Strategy A  
Bilateral collaboration



Strategy B  
Multiple business collaboration



Strategy C  
Individual solution



Strategy D  
Doing nothing



Strategy E  
Relocate business



Value

- + some additional capacity for operations
- + partial path to zero emissions & a green image
- + sharing efforts and costs with two
- + easy and cheap way to meet (future) legislation

- + more additional capacity for operations
- + clear path to zero emissions & a green image
- + sharing efforts and costs with many
- + super easy and cheap way to meet (future) legislation

- + quick way to act on your own
- + independence from other businesses
- + retaining control over assets and operations

- + no extra effort and time on the short term
- + avoiding unknown and complex tasks related to energy challenges

- + preventing additional effort and work in finding solutions for energy challenges
- + avoiding unknown and complex tasks related to energy challenges

Risks

- no guarantee of having access to extra capacity for entire future
- some effort, time and patience required for setting up a collaboration
- no guarantee that other businesses are willing to collaborate
- potential legacy issues being tied to a collaboration

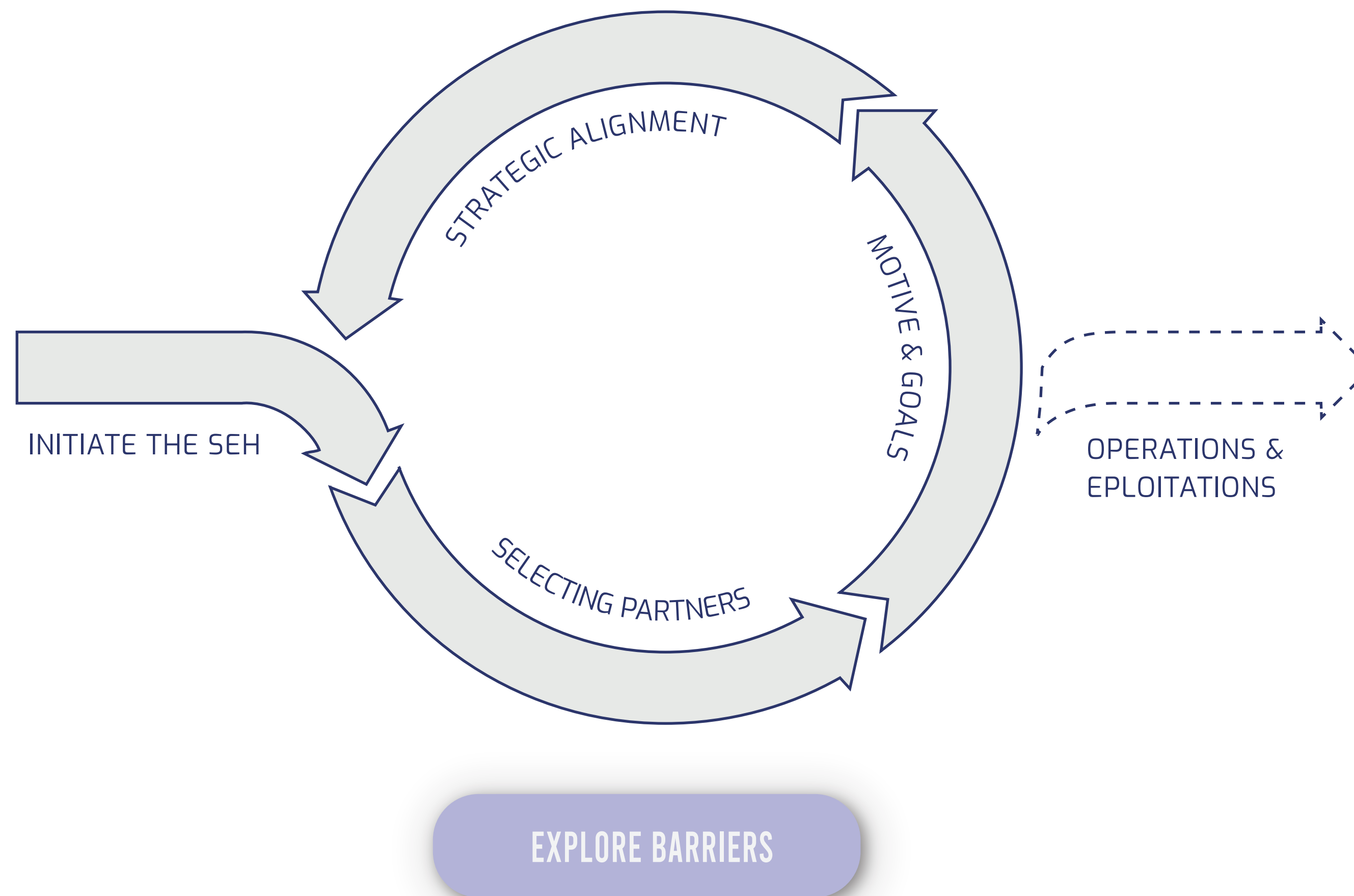
- no guarantee of having access to extra capacity for entire future
- more effort, time and patience required for setting up a collaboration
- no guarantee that other businesses are willing to collaborate
- potential legacy issues being tied to a collaboration

- costly way of having access to extra capacity (cannot share resources)
- a lot of effort and time required for finding individual solutions to become 'flex-ready' & to meet legislation
- chance of missing out in local collaboration

- lack of availability of extra capacity, which can jeopardize business operations
- risk of losing access to capacity under 'use it or lose it' rules
- missed opportunity to learn how to deal with these challenges
- chance of missing out in collaboration

- other locations likely face the same problems
- relocation costs money, time & effort
- missed opportunity to learn how to deal with these challenges
- chance of missing out in collaboration



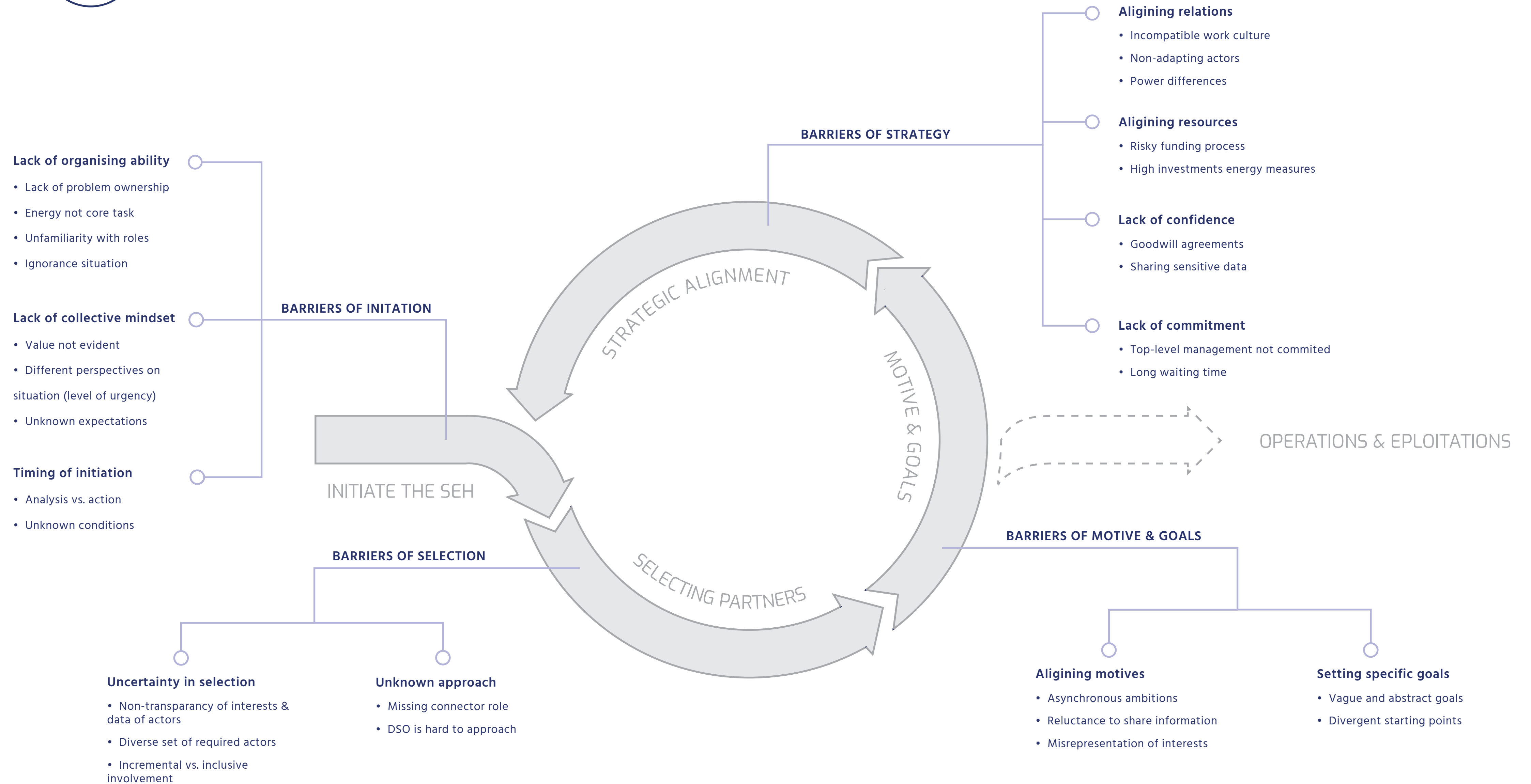


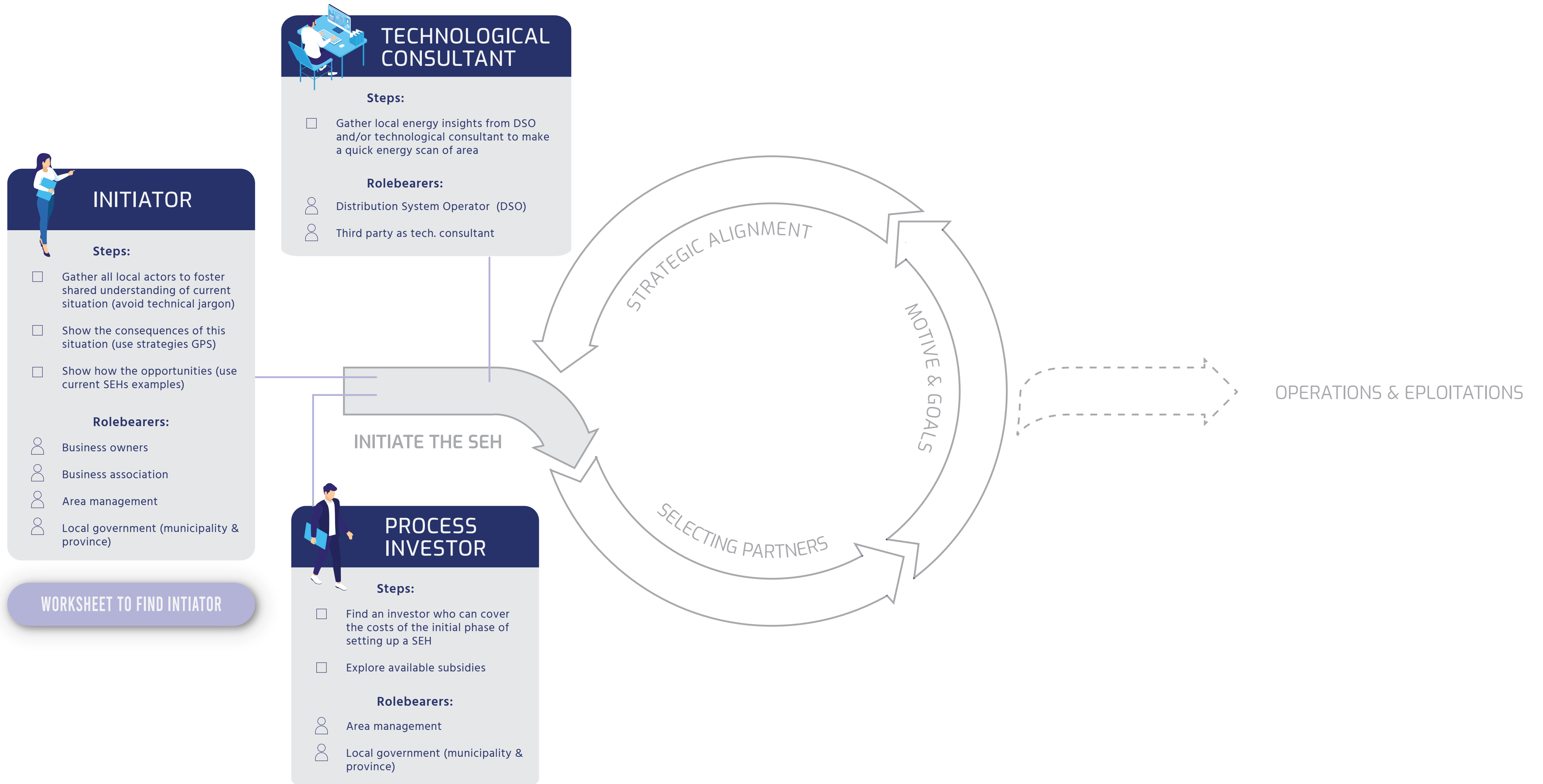


## Challenges

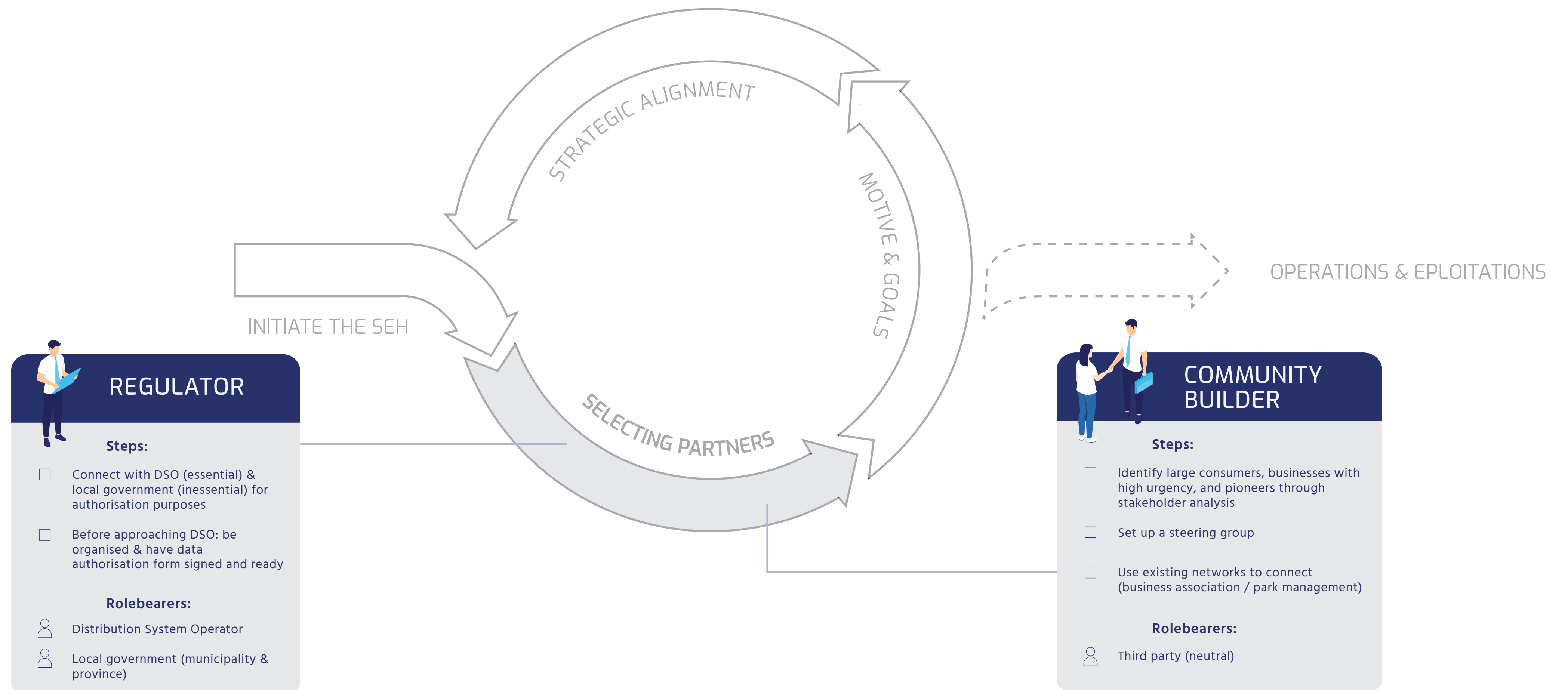
## Strategies

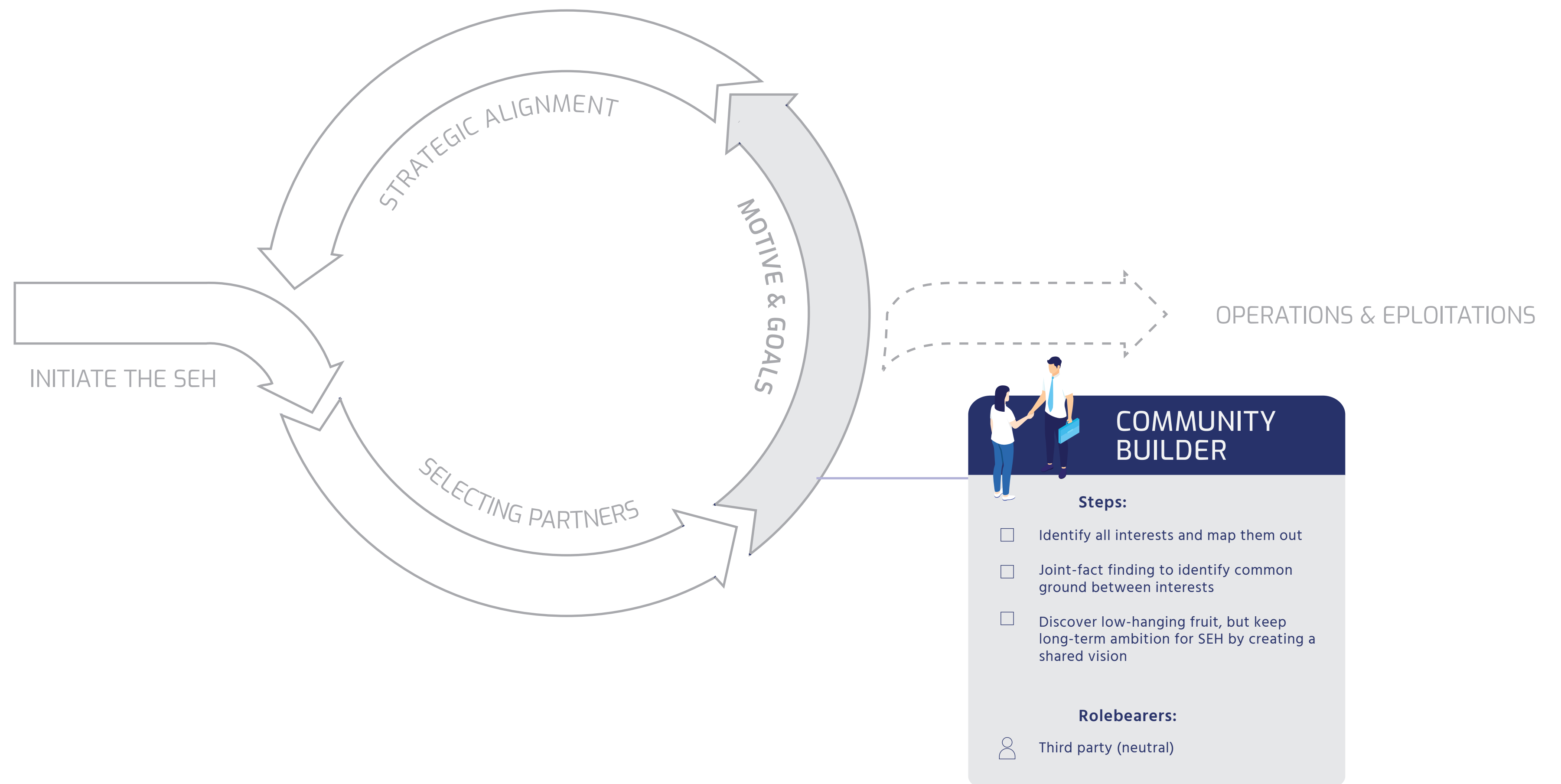
## Approach













### PROJECT MANAGER

**Steps:**

- ☐ Establish a legal entity with agreements and sanctions
- ☐ Set up a board where all interests are represented
- ☐ Draft contracts with requirements to document parties' commitment
- ☐ Engage the top-level management of businesses

**Rolebearers:**

 Third party (neutral)



### CONSULTANTS

**Steps:**

- ☐ Gain consult about technology, energy, governance, legal, and financial aspects to enhance strategic alignment

**Rolebearers:**

 Third party as consultants

