



## Disruptive Innovation over the Wires: Business Models for Success



November 9, 2017  
University of Waterloo  
Federation Hall

The Council for Clean & Reliable Energy (CCRE) in partnership with the Waterloo Institute for Sustainable Energy (WISE), a leading Canadian innovation centre at the University of Waterloo, is hosting its second Annual Technology Innovation and Policy Forum on Thursday November 9, 2017.

### Goals and Objectives:

- Our goal of the Forum is to highlight the role of emerging disruptive technologies on the distribution sector business model arising from embedded distributed generation and storage on a large scale within the existing distribution network.
- The Forum comprises panel presentations from leading industry, government experts and academics with extensive opportunities for networking.
- The forum brings together policy makers, technology innovators, leading researchers and entrepreneurs to address the alignment of climate policies with the need to accelerate cost-effective integration of emerging distributed resources at the distribution level.
- Through dialogue and extensive opportunities for discussion, the Forum will focus on establishing a common basis for accommodating divergent interests.

### The forum will:

1. Highlight and showcase state-of-the-art microgrid technologies for remote (off-grid) and networked operations.
2. Identify the revolutionary potential of emerging technologies that will shape the convergence of transport with electricity service through ubiquitous sensors, devices and 'Big Data' enabled by Information and Communication Technologies.
3. Explore investment opportunities for technology developers and small to medium size enterprises (SMEs) as new business models emerge.
4. Focus on distributed energy resources for improved performance and resilience of the distribution network.
5. Foster research partnerships among academia, utilities, industry and government to strengthen the eco-system for innovation and entrepreneurship.
6. Address regulation and policy issues and need for alignment.

## Forum Agenda

8:00 am	<b>Registration &amp; Continental Breakfast</b>
9:00 am	<b>Welcome</b> Glen Wright, Chairman, Council for Clean & Reliable Energy Jatin Nathwani, Executive Director, WISE and Forum Co-Chair
9:15 am	<b>Keynote Speaker</b> Pamela Jones, Director of Transmission and Distribution Policy, Canadian Electricity Association
9:45 am	<b>Panel 1 – Is Technology Disruption Driven by Economics?</b> The large cost declines in several parts of the energy supply chain – batteries, LED's, solar and wind, sensors, devices and computational power – is the context that will determine new business models and relationships between the utility, the customer and new service providers. The panel will discuss financial and regulatory implications likely to emerge for the electric utilities. <b>Moderator: Jatin Nathwani, Professor &amp; Executive Director, Waterloo Institute of Sustainable Energy, University of Waterloo</b> <ul style="list-style-type: none"> <li>• Paul Grod, President &amp; CEO, Rodan Energy Solutions</li> <li>• Ingo Mauser, dr-Ing, Research Associate, Applied Informatics (AIFB), Karlsruhe Institute of Technology (KIT), Germany</li> <li>• Malcolm McCulloch, Professor and Head, Energy and Power Group, Department of Engineering Science, University of Oxford, United Kingdom</li> <li>• Neetika Sathe, Director, Emerging Technology, Alectra Energy Solutions Inc.</li> <li>• Q&amp;A Session – 45 minutes</li> </ul>
11:15 am	<b>Break</b>
11:30 am	<b>Presentations by Technology Developers</b> Alif Gilani, Head of Engineering, Energy Management Division, Siemens Canada Julie Morin, Internet of Things, Global Black Belt Team, Microsoft Canada Paul Pauze, Vice President, Business Development & Sales, Innovus Power Inc. David Teichroeb, Business Development, Emerging Technologies, Enbridge Inc.
12:30 pm	<b>Lunch, Innovation Showcase, Networking &amp; Industry-Academic Collaboration</b>
1:30 pm	<i>Optional Lab Tours (for Pre-Registered Guests)</i>
2:30 pm	<b>Panel 2 – Financing Business Models: The Good, the Bad and the Ugly</b> Financing innovation is almost always an issue. This highly experienced panel will discuss alternative approaches to financing and the advantages and pitfalls which need to be considered. The panel will also consider successes and failures with alternative business models and the role of government in fostering innovation. <b>Moderator: David McFadden, Counsel, Gowling WLG (Canada) LLP</b> <ul style="list-style-type: none"> <li>• Ron Dizy, Managing Director, MaRS Cleantech, Advanced Energy Centre</li> <li>• Colin Kelleher, CEO, Kelleher Group</li> <li>• Michael Nobrega, Chair of the Board, Ontario Centres of Excellence</li> <li>• Q&amp;A Session – 45 minutes</li> </ul>
4:00 pm	Closing Remarks: David McFadden, Counsel, Gowling WLG (Canada) LLP and Forum Co-Chair
4:00 pm	<b>Reception, Innovation Showcase, Networking &amp; Industry-Academic Collaboration</b>

Online Registration: [www.thinkingpower.ca](http://www.thinkingpower.ca)

Registration Fees: \$275 per person

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