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## WP5: Workshop 3:

### *Understanding & shaping the business innovation – Business modelling & use cases for batteries*

**Date:** Wednesday, May 22 and Thursday, May 23, 2024

**Venue:** Online via MS Teams

### How to register

Please register until 21<sup>st</sup> May 2024 e.o.b. via this [link](#).



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## Workshop preliminary agenda

### 22<sup>nd</sup> May 2024

09:45 – 10:45	Session 1: Introduction to the business modelling process
10:45 – 11:00	Break
11:00 – 12:00	Session 2: Methods for business model development & business model innovation
12:00 – 13:00	Break
13:00 – 14:00	Session 3: External factors in business modelling
14:00 – 14:15	Open questions

### 23<sup>rd</sup> May 2024

09:45 – 10:45	Session 4: Batteries vs. H2 in mobility applications
10:45 – 11:00	Break
11:00 – 12:00	Session 5: Batteries for grid support in conjunction with market-driven operation
12:00 – 13:00	Break
13:00 – 14:00	Session 6: Batteries for using RES surpluses
14:00 – 14:15	Open questions



## Workshop session details

### Session 1: Introduction to the business modelling process

This session focusses on highlighting trends for new business models in the (renewable) energy sector, explaining the relation of business model development to techno-economic assessments (TEAs), and outlining the business modelling process.

### Session 2: Methods for business model development & business model innovation

In this session, three business modelling methods will be presented, namely the Business Model Canvas, the Business Model Navigator, and the Odyssey 3.14 approach for business model innovation. Moreover, the interpretation of the business model and its application will be outlined.

### Session 3: External factors in business modelling

Within this session, the role of financing in business model development will be explained. Furthermore, it will be outlined how different stakeholder perspectives can be incorporated in business modeling.

### Session 4: Batteries vs. H2 in mobility applications

In this session, we will present whether different mobility sectors, namely busses and lake shipping, can be decarbonized using batteries and hydrogen, whereby these two options will be techno-economically compared.

### Session 5: Batteries for grid support in conjunction with market-driven operation

This session focusses on the application of batteries for grid supporting purposes and investigates the question whether a grid-friendly in combination with a market-driven battery operation is feasible and economical.

### Session 6: Batteries for using RES surpluses

In this session, it will be shown how the problem of curtailment of renewable energy due to insufficient electricity grid capacity can be resolved. It will be presented how batteries compare to other solutions to this problem from a techno-economic point of view.

