

# **THE DIGITISATION OF AN ENERGY SALE**

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## WHO WE ARE

- B2B energy hub
- Open and transparent marketplace for B2B Energy Suppliers and Brokers
- Enable a Trade through key channel touch-points
- End-to-end connected solution



# THE LANDSCAPE ... HAS BEEN ON A DIGITAL JOURNEY



**CUSTOMER**



**TPI**

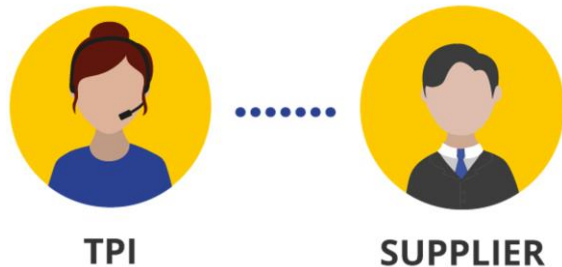


**SUPPLIER**

**... WHICH HAS CREATED CHALLENGES TO SOLVE**

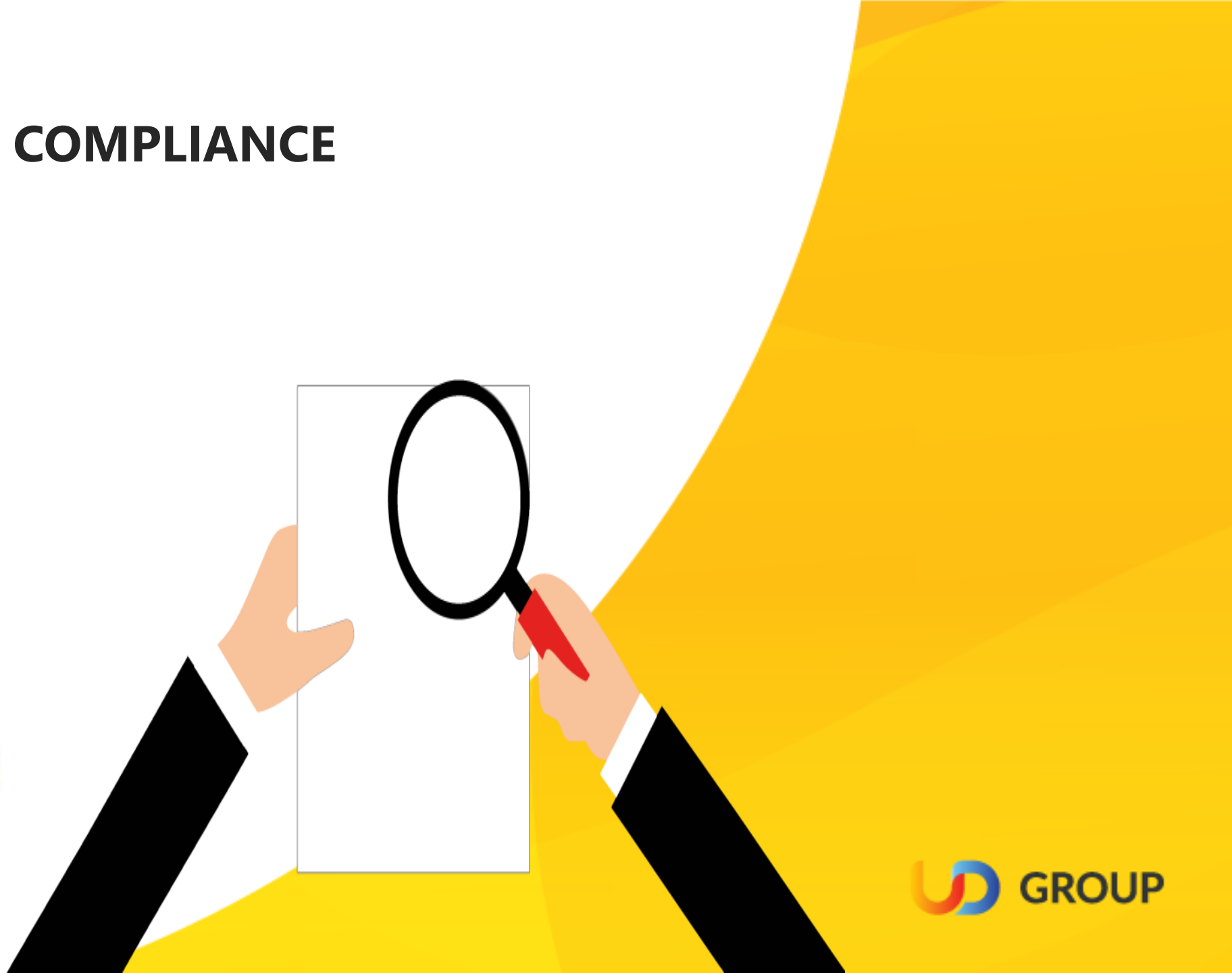
# CHALLENGE 1 – COST SAVINGS

- Reduced overheads
- Automation
- Deal in day
- Customer Service



## CHALLENGE 2 - COMPLIANCE

- Meter lookups
- DocuSign
- Audit



## CHALLENGE 3 - RISK

- Credit checks
- Instant response
- Live sale status



## CHALLENGE 4 – NEW PRODUCTS

- Go-to-market
- Tracking adoption
- Sales growth



TPI



SUPPLIER



## CHALLENGE 5 - CONNECTIVITY

- Digital anywhere, any time
- Integration of key systems
- Touch-points
- Agile/rate of change



TPI



SUPPLIER



# THE FUTURE

- SMETs
- Electric vehicles
- Renewable & Green energy
- Electric Storage

