

E.ON Sustainable Energy Solutions

Situation

E.ON is the world's largest investor owned power and gas company, and the leading energy retailer to UK industry and commerce. E.ON UK is a member of the H-I Network with the objective of gaining greater depth and understanding of how leading organisations can develop innovative new business solutions and collaborate using Open Innovation. E.ON UK asked H-I Network to develop a tailored programme to support their Sustainable Energy Solutions (SES) business. SES provides low carbon energy solutions, incorporating micro generation and distributed energy, to organisations across the UK. The programme aimed to gain insights from other leading organisations on how they are engaging communities to address the issue of low carbon energy and to identify collaborative partners. This programme was completed with the additional support of the NESTA Corporate Connect programme.

Objectives

The key objectives of the E.ON programme were:

- to explore the approach leading organisations are taking to the developing 'communities' for SES;
- to share lessons learned on how the process works inside and outside the organisation; and
- to identify and develop selected collaboration themes and specific ideas to work on in the next phase

Approach

H-I Network used its Open Innovation experience and extensive network of contacts to create a tailored programme.



Participants from E.ON UK, BASF, Ordnance Survey, Carbon Trust Enterprises, KLM, QinetiQ, National Grid

The programme stages included:

- Detailed discussion on the objectives of E.ON SES
- Review of H-I Network member and contact information to identify complimentary partners
- Combination of an E.ON workshop with a NESTA supported corporate collaboration project
- Interviews and invitations to executives from agreed organisations
- Structured workshop at the E.ON UK headquarters in Coventry
- Facilitated workshop with key findings captured
- Development of feedback to the participants to take forward bilateral and joint opportunities
- Opportunities in areas that are being developed include:
 - Reporting and changing environmental impact
 - Use of geographical information
 - Advance material and technology use to save energy

Results

The programme achieved the objectives and received very good feedback scores.

Mark Saunders, E.ON UK Sustainable Energy Solution team said : "The H-I Network programme has provided great support in developing our thinking while also providing insights and connections to other leading global organisations. The H-I Network approach provides considerable value in the use of our time and money."



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