



Intelligence in energy

What's fueling today's energy transformation?

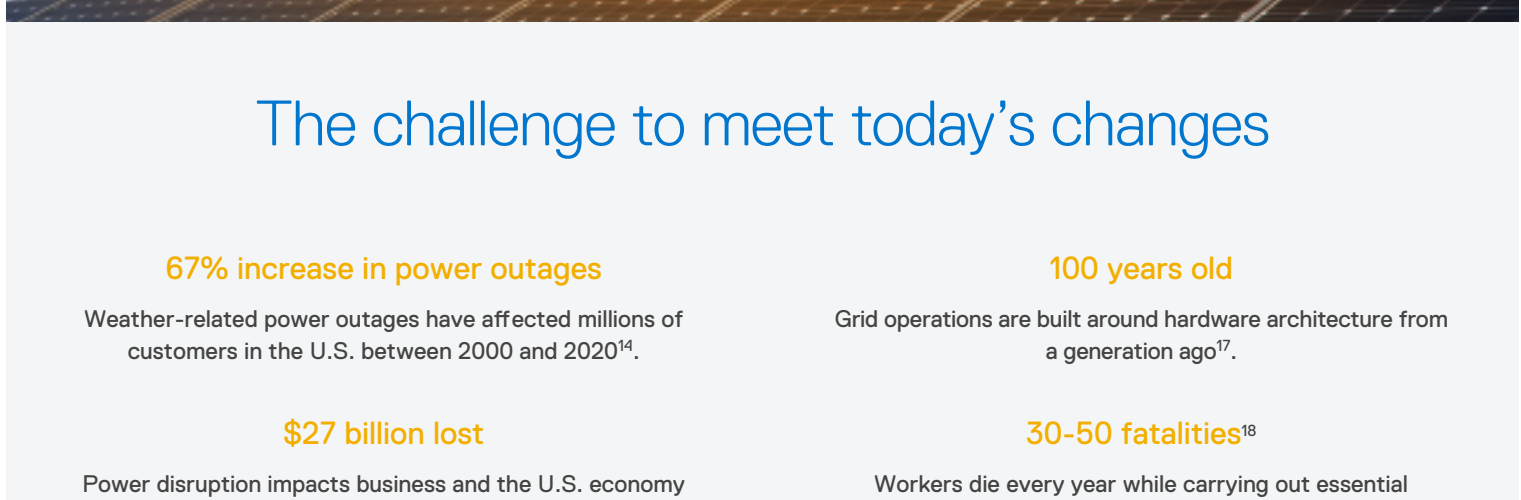
DEMAND FOR RENEWABLES IS GROWING

- Over one third of power**
Renewables now deliver 36.6% of global energy¹.
- 100% growth**
The power capacity of renewables is set to double between 2019-2024².
- \$107.2 billion invested**
In 2017, wind power became one of the world's fastest growing energy sectors³.



CLIMATE CONCERNS AND CONSUMER CHOICES

- Net Zero**
The 2015 Paris Agreement is driving energy choices to reduce global carbon emissions⁴.
- Smart grids**
Smart grid technology is creating new generation and supply⁷ relationships between customers and utilities.
- 66% of the world**
Wind and solar are among the cheapest energy sources for at least two-thirds of the world⁵.
- \$47.4 billion growth**
The demand for reliable and secure power will grow the smart microgrid market significantly by 2025⁶.
- 17.7 million homes**
97.7 GW of solar PV capacity is now installed in the U.S.⁸.
- \$11.04 billion**
Increasing investment in industrial battery storage and power utility⁹ to balance peak demand and favor cleaner fuel.



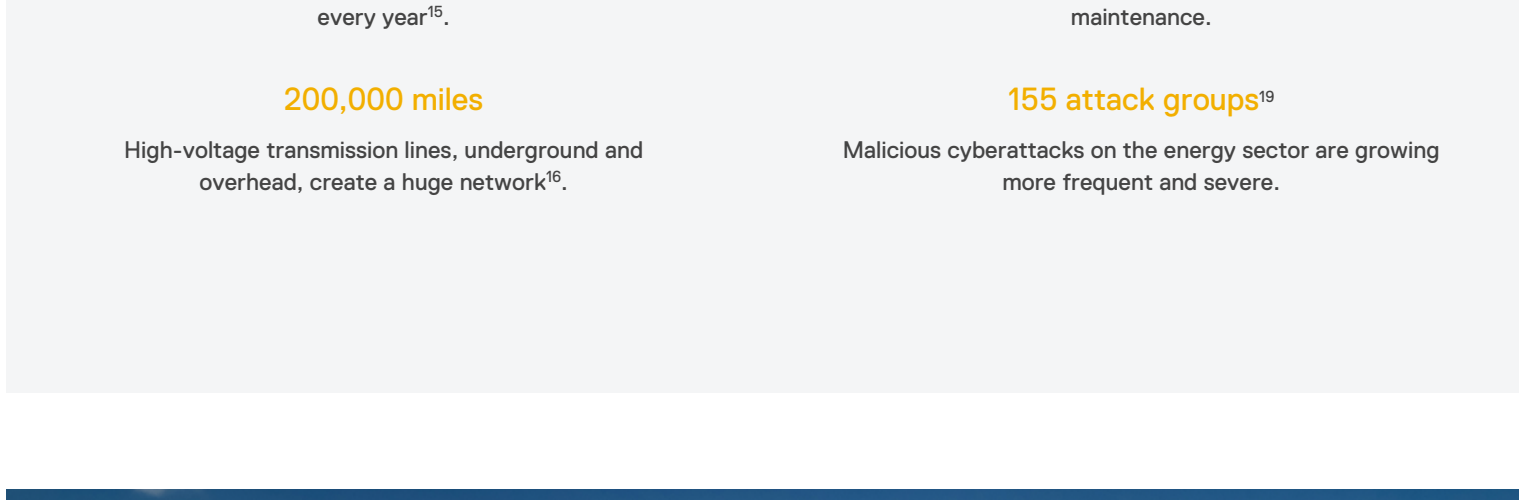
THE SHIFT FROM FOSSIL FUELS

563 power plants
U.S. coal-fired plants to be retired by 2025¹⁰.

THE SWITCH TO ELECTRICITY

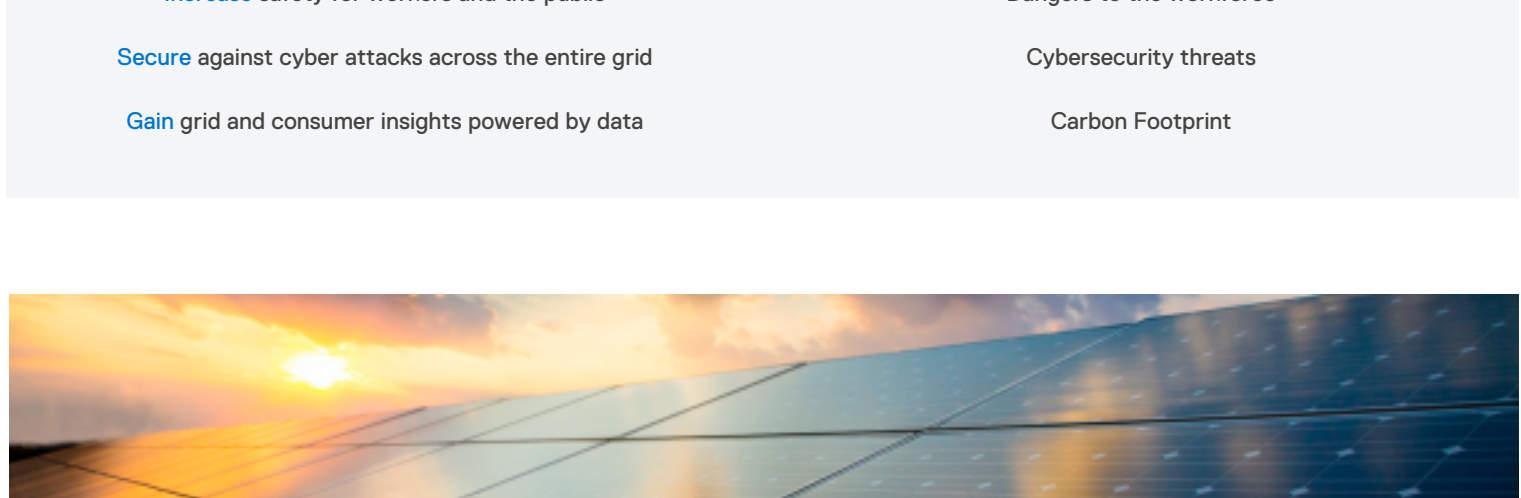
72% increase
Global electricity consumed between 2010 and 2018¹¹.

By 2030
Sales of new electric battery vehicles forecast at 21 million¹².



The challenge to meet today's changes

- 67% increase in power outages**
Weather-related power outages have affected millions of customers in the U.S. between 2000 and 2020¹³.
- 200,000 miles**
High-voltage transmission lines, underground and overhead, create a huge network¹⁴.
- 100 years old**
Grid operations are built around hardware architecture from a generation ago¹⁵.
- 30-50 fatalities¹⁶**
Workers die every year while carrying out essential maintenance.
- 155 attack groups¹⁹**
Malicious cyberattacks on the energy sector are growing more frequent and severe.



THE OPPORTUNITY TO

re-energize

- Integrate** existing substations and legacy architecture into the modern digital worlds
- Improve** stability and resilience with intelligent, self-monitoring grid operations
- Rationalize** equipment and control with a virtualized, standard substation platform
- Modernize** infrastructure quickly and cost-effectively
- Decrease** manual maintenance, construction and deployment costs
- Increase** safety for workers and the public
- Secure** against cyber attacks across the entire grid
- Gain** grid and consumer insights powered by data

reduce

- Ageing equipment
- Construction costs
- Deployment and maintenance
- Complex substation modifications
- Barriers to changes and upgrades
- Redundant devices
- Control rooms' footprint
- Dangers to the workforce
- Cybersecurity threats
- Carbon Footprint



Empowering the future of energy through technology

Grid modernization and optimization	Digitalization of distribution infrastructure	Intelligence at the Edge delivers
<p>A virtual environment connects devices across the grid, analyzing data to optimize supply and demand</p> <p>Allows substation and grid management in a secure software environment</p> <p>Delivers intelligent distribution automation</p> <p>Upgrades infrastructure to meet today's energy demands</p> <p>Creates a standard substation platform for straightforward scalability</p> <p>Many utilities are focusing on distribution automation as a priority</p> <p>– See Forrester report</p>	<p>Measure, monitor and manage energy at a higher level of detail with Intelligent Edge and IOT devices</p> <p>Smart devices collect data from diverse sources</p> <p>Advanced analytics are performed at the point of data collection</p> <p>Insights inform automated decisions to ensure grid stability and safety</p> <p>Only the most relevant data is transferred for fast, real-time insight to action</p> <p>Solves bandwidth limitations in distribution automation</p> <p>Answers issues with network latency and limited analysis of harvested data</p>	<p>Distributed analytics to empower your data</p> <p>Predicts and prevents potential problems</p> <p>Cost-efficient use of resources and personnel</p> <p>Improved reliability</p> <p>New revenue opportunities</p>

Smart solutions for today's energy

Build on the value of the smart grid

- Real-time demand forecasting reduces costs and drives affordable service
- Manages demand and supply
- Makes intelligent switches to cleaner energy sources
- Monitors all energy transactions

Smart grids could result in nearly \$600 in direct bill savings for the average household per year.

– Smart Grid Consumer Collaborative

Protect and manage energy security

- Cybersecurity at the Edge protects against cyberattacks and malware
- Scans and maps the network, identifying all connected Edge and IoT devices
- Distributed analytics detect unwanted actions, report anomalies and trigger responses to immediately isolate unauthorized activity
- Resolves vulnerabilities to prevent future attacks
- IT security standards at the Edge

Improve safety and reliability with computer vision

- Inspect assets remotely and instantly identify threats and dangers
- Computer vision cameras (fixed in strategic positions or on drones) capture real-time video insights
- Built-in analytics feed back reliable information, communicating safety hazards and alerts
- Machine learning capabilities support condition-based maintenance programs, workforce deployment decisions and security
- Virtual site tours prioritize risk areas such as vegetation encroachment on power lines
- Keeps facilities, employees and the public safer
- Improves operations and asset restoration, increasing customer satisfaction
- Proactively reduces outages and lowers maintenance costs

Connect with customers through smart meters

- Works with the smart grid to deliver valuable knowledge of domestic and commercial energy use
- Customers can see their energy use in real time, creating awareness of usage and waste
- Ability to optimize energy use through Demand Response (DR) and Energy Efficiency (EE) programs
- Allows large scale analysis of electricity consumption in the drive to reduce energy costs

Smart Meters' sensors can perceive peak load problems and utilize automatic switching to divert or reduce power in strategic places.

– Department of Energy

Delivering business impact

- Reduce annual utility downtime by **70%**
- Reduce unplanned costs to **22%** of total expenditures compared to 50% currently
- Cut production costs by around **3–5%** per month

Use cases

- Renewables/clean energy
- Microgrid management and control
- Virtual site tours and remote operations monitoring
- Predictive maintenance (PdM)
- Cybersecurity
- Energy theft and loss prevention
- Customer and operations analysis
- Business continuity policy

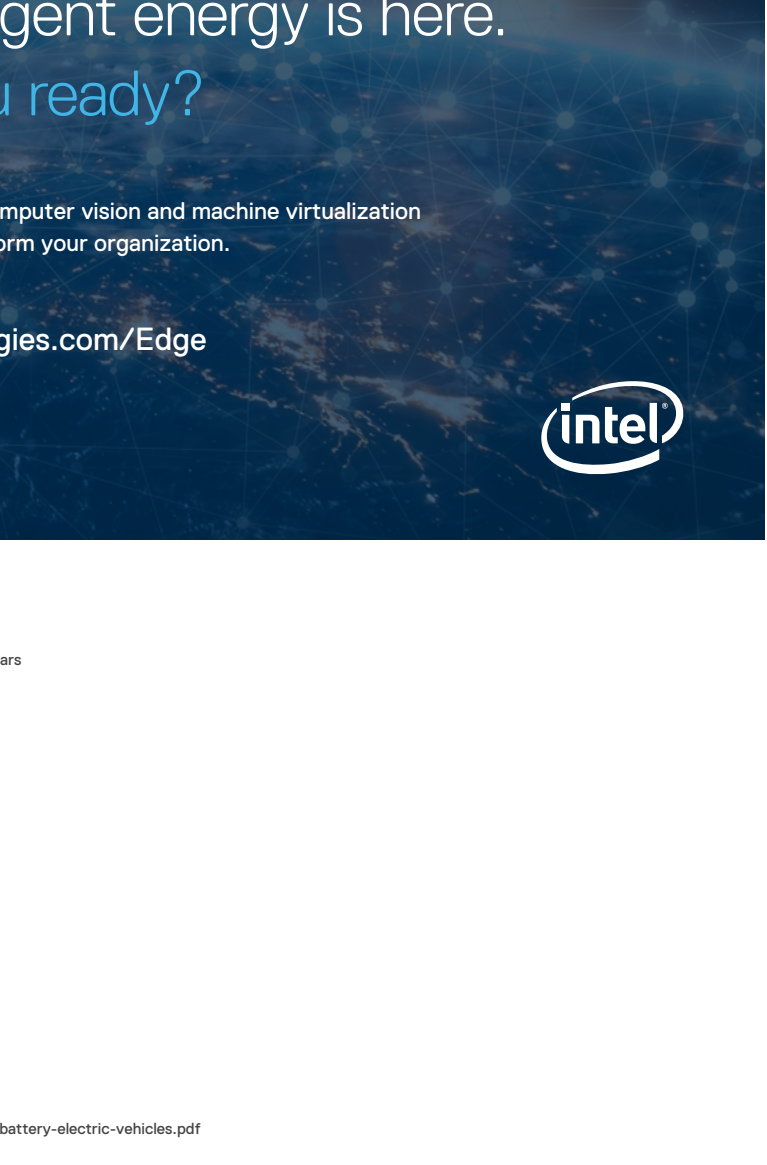
Dell Technologies Edge computing and IoT solutions

- Making digitalization faster and simpler for organizations
- Scalable technology
- Interoperability – not tied-down to proprietary systems
- 'Pick up and plug in' solutions
- Industrial hardened equipment

55%
By 2022 the majority of energy utilities will use a digital platform to automate, optimize and manage asset and operation performance²⁰.

\$15 billion
By 2024 energy utilities will invest substantially in Edge, IoT and Robotics Technologies²¹.

Dell Technologies is ensuring energy utilities can meet today's challenges and changing energy demands through grid infrastructure modernization and optimization.



The future of intelligent energy is here.
Are you ready?

Ask us how Edge and IoT solutions, computer vision and machine virtualization could help to transform your organization.

DellTechnologies.com/Edge