



# SOLAR FINANCE & INVESTMENT EUROPE

29-30 January 2019,  
Grange City Hotel, London

## SPEAKER SPOTLIGHT



**GÜNTER MAIER**  
COO  
ALTESO

### WHAT DOES YOUR COMPANY DO?

We are PV performance improvement specialists. We work collaboratively with asset owners, asset managers and O&M providers to improve the performance of PV plants and reduce OPEX. Our insights go much deeper than standard monitoring and our action plans ensure optimum efficiency and profitability. We work on many different bases with our clients and, most effectively, long-term and across wider portfolios covering the lifetime of PV plants, as well as in alignment with the strategic objectives of our clients. We are not a platform or stand-alone software providing even more data and results - we provide Results-as-a-Service. We pride ourselves on the personal support element and ensure that working with us, as part of the asset management equation, is simple, effective and provides real and tangible benefit.

### WHAT WILL YOU TALK ABOUT AT THE CONFERENCE?

PV asset value maximization through advanced data analysis with a focus on continuous performance improvement and cost reduction. I will cover the different stages in the lifetime of a PV plant, giving examples of how advanced data analysis can be used for improvement purposes at each stage and expand on the topic of quick analyses for PV plant acquisition purposes. For the latter I will provide some examples of how advanced data analysis can support and improve asset management strategies.

### WHAT ARE THE KEY TRENDS YOU ARE OBSERVING IN THE O&M AND ASSET MANAGEMENT SPACE?

There is a clear move away from the standard full-scope O&M contract and more towards on-demand O&M. Advanced data analysis makes this and the shift towards prescriptive maintenance possible. The traditional O&M set-up is costly and inefficient, in the majority of cases, and more and more asset managers are realising this. Our clients, with our help, are reducing their OPEX and improving the performance of their PV plants. The return on investment of including an advanced data analysis provider in the equation speaks for itself when considering the O&M cost reductions and yield increase.

This trend was obviously seen as somewhat of a threat to O&M providers at first; however, the feedback we are now receiving, from within our networks, is that O&M providers are also interested in advanced data analysis and are being pushed, due to increased commercial pressure, to work more efficiently to reduce their costs and in turn their pricing and alter their structures to adapt to the changing times. O&M providers wanting to ensure they are one-step ahead of their competition are not willing to go down the long road to developing their own analytics internally and are, instead, turning to collaborations now to ensure they are able to offer competitive prices as well as efficient and quality services. This is a very exciting and positive development for us as a company and for the industry in general.

O&M teams able to work to their optimum efficiency and pass on the benefit of this to asset managers, who also have access to a clear and simple overview of their whole portfolio is the way forward.

## WHAT ARE THE THREE TOP PRIORITIES ASSET OWNERS SHOULD HAVE WHEN THINKING ABOUT HOW TO STRUCTURE THE OPERATIONAL MANAGEMENT OF THEIR PV PLANTS?

- 1 complete and accurate data collection
- 2 collaborative data analysis and action plan implementation
- 3 clear and simple portfolio overview (appropriate and relevant to each user profile)

A response we have heard on many occasions from clients during initial consultations is that it is too early for them to start with advanced data analysis. After further clarification of what advanced data analysis makes possible and a deeper understanding of the asset management strategy and portfolio spread, it soon becomes clear that advanced data analysis should be a priority from the initial stages of a PV plant's lifecycle.

The operations of the PV plant can only be managed well if accurate and complete data is collected - a quality check of and in collaboration with the O&M provider. Detailed analysis must then result in actionable item lists for the O&M team to implement. Implementation needs to be fed back to the analytics provider and a collaborative continuous feedback cycle needs to ensue. Clear overviews per plant and for entire portfolios ensure that the asset management of the plant is simplified and decisions can be made in a timely and efficient manner with the level of detail obtainable for each appropriate audience.

PEAK, our advanced data analysis service, provides exactly this to our clients and our digital cockpit simplifies the collaboration and asset management process.

## HOW IS TECHNOLOGY ADVANCING TO SERVICE THE A&M AND O&M SPACE?

The very real need to industrialize PV plant supervision and analysis has not gone unnoticed and providers of a variety of technologies have appeared on the market. In the area of advanced data analysis alone, our area of expertise and where we can most comfortably comment, the offering varies widely and includes stand-alone and platform options to more comprehensive consulting and combination applications. Asset managers are challenged with finding the most appropriate service to complement their O&M. Based on continuous client feedback we have developed and improved our service offering and are now confident that Results-as-a-Service based on digital

analysis and accompanied by personal support is the preference for asset managers striving for excellence in their PV plant operations.

## WHAT ARE THE COUNTRIES WITH MOST POTENTIAL IN EUROPE AND WHY?

There is almost always potential for improvement; however, some countries stand out more than others.

In countries like the UK, Italy and Spain there was a rush driven by feed-in-tariff deadlines which led to compromises in quality and monitoring system accuracy and varied incompatible systems in use. All of these factors indicate potential for improvement. Another aspect in these countries is unsubsidized plants relying on PPAs and, therefore, subject to cost pressure from the very initial stages and a real need to reduce OPEX.

Furthermore, countries with high feed-in-tariffs and more mature plants (five to ten years) where wear out is becoming a clear issue, like in Germany, Belgium and France.

## WHAT WILL O&M LOOK LIKE IN 5/10 YEARS' TIME?

Very streamlined. O&M will develop into a lean set-up with the support of data analytics and will require reduced manpower with a higher level of expertise to enable the incorporation of the ever developing technological environment which can and should support and enhance operations.

## WHAT ARE ASSET OWNERS CURRENTLY GETTING WRONG WHEN IT COMES TO O&M AND A&M?

As previously addressed, a rethink of the traditional O&M contracts seems to be long overdue. The shift towards predictive and, ultimately, prescriptive maintenance, and away from time-consuming and largely ineffective scheduled and preventive maintenance, is necessary. This increased risk-based approach can be supported and the risk minimised through the use of data analytics.

## WHO ARE YOU INTERESTED IN MEETING AND HAVING DISCUSSIONS WITH AT THE CONFERENCE?

Asset owners, asset managers and O&M providers looking to improve their performance, work efficiently and effectively, and reduce their OPEX.



**SOLAR FINANCE  
& INVESTMENT  
EUROPE**

**29-30 January 2019,**  
Grange City Hotel, London

For more information, please visit <https://financeeurope.solarenergyevents.com>  
or contact Corinna Algranti E: [calgranti@solarmedia.co.uk](mailto:calgranti@solarmedia.co.uk) | T: +44 (0) 20 7871 0123