

7th Edition



Energy Storage SUMMIT 2022

PARTNERSHIP PROSPECTUS

23 - 24 Feb 2022

Victoria Park Plaza, London, UK

ACCELERATING DEPLOYMENT OF ENERGY STORAGE IN THE UK & EUROPE

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Welcome to Energy Storage Summit 2022

Over the past year, the changes across the globe due to the pandemic alongside government commitment to meeting net-zero targets and rising gas prices have given way to both new opportunities and new challenges within the storage industry.

Increasing investments and demand for renewable energy throughout the UK and Europe can allow those within the storage industry to expand and develop their business.

But what does this mean for demand in storage and how can you use this energy transition to your advantage? We have seen decreasing prices within storage over the past few years - but will these drops continue in the wake of the pandemic and increasing construction costs?

This year we will explore these trends as well as taking a look into longer duration storage, colocated projects, supply chains, policy, finance and more.

With new companies emerging to streamline the development process and more viable technologies entering the market, we look to see how the energy storage market is currently evolving and what the industry will look like in years to come.

Are you looking to meet with other industry professionals and eager to return to in-person networking? We provide the ideal platform upon which to make high profile connections and fuel enriching and beneficial conversations to further your business.

Join us at the 7th Annual Energy Storage Summit and help us push the Energy Storage industry towards its full potential across the UK and Europe.



Rebecca Shacklady | Conference Producer

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✉ rshacklady@solarmedia.co.uk



Our mission

To inspire change and create the knowledge and networks that will accelerate a decentralised, intelligent and sustainable energy market.



Our approach

Energy Storage Summit is far more than just another storage event – our unique proposition is that we are obsessed with delivering unique insights creating dialogue and partnerships. Your customers attend this summit to better understand the technology disrupting the market, build strong partnerships with new and existing customers and to seek help with making the right investment decisions.

As Energy Storage evolves at pace and we see more projects in the pipeline, only the most innovative players will succeed; now is the time to invest in marketing and business development that puts your unique proposition and brand at the forefront of decision makers minds.



Our commitment

To our commercial partners, we are committed to delivering ROI and optimising your time and budget; whether you want to fuel a sales team with new leads, heighten your brand or launch new products, no one is better placed to help than our team. Thank you for taking the time to discuss our offering and we look forward to taking this exciting journey with you.

Who Will You Meet

WHO WILL YOU MEET?

BUYSIDE
68%

- Utilities
- DNO/TNO
- Energy Providers
- Developers
- Local Authorities
- Large Energy Buyers

- Investors / Financiers / Banks
- Wholesale Traders
- Asset Owners
- Land Owners

SELLSIDE
27%

- EPCS
- System Integrators
- Aggregators
- Stationary & Mobile Storage
- Software & Data

- Analytics
- Energy Management Systems
- Distributors
- Technical Advisors
- Insurance
- Law Firms

POLICY MAKERS
5%

ATTENDEES BY COUNTRY

6%
North America

58%
UK & IRE

26%
Europe

2%
Middle East & Africa

8%
Asia

EVENT IN NUMBERS



300+
Delegates



80+
World-Class Speakers



70%
Decision makers



5+
International Roundtables



27+
Countries Represented

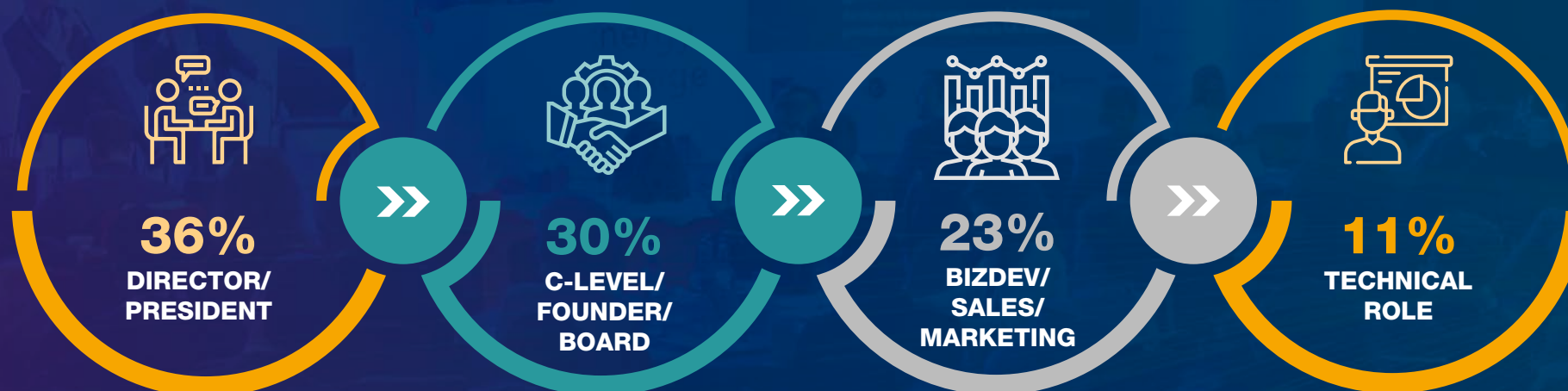


A great conference from all aspects; information, interaction, location and organization. A high level of the attendees and the presentations made the conference valuable.

MARK BAILEY, CONNECTED ENERGY (UK) LTD

Delegate Profiles

“Great diversity of stakeholders in the energy storage space including financial and technical representatives. I also thought the event had good geographical coverage among the participants - the storage community has lots to learn from different projects and experiences across the world.”
GREG YAKOVLEV, DELPH25 LTD



JOB TITLES

Analyst
 Application Engineer
 Bid Projects Manager
 Business Development - Electric Thermal Energy Storage
 Business Development - Power
 Business Development Manager - Project Lead
 Business Lead UK
 Chairman and Managing Director
 Chief Commercial Officer
 Chief Financial Officer
 Chief Innovation Officer
 Chief Investment Officer
 Chief Operating Officer
 Chief Strategy Officer
 Chief Technology Officer
 Commercial Director
 Consultant
 Corporate Energy Manager
 Councillor and Cabinet Member for a Zero Carbon Oxford
 Deputy Director of Energy Markets
 Director - Power & Utilities
 Director Asset Management
 Director Development
 Director Europe Operations
 Director of Energy Solutions

Director of Strategy & Performance
 Director, Business Development and Proposals
 Director, Corporate Finance
 Director, Structured Finance
 Director, TESLA Energy Products, EMEA
 Electrification Leader
 Energy & Sustainability Manager
 Energy Markets Lead
 Energy Storage & Market Entry Specialist
 Energy Storage Consultant
 Energy Storage Innovation Manager
 Energy Storage Lead
 Engineering Director
 Engineering Specialist
 European Head of Power & Renewables
 Flexibility and Storage Senior Analyst
 General Manager
 Global Grid Solution Business Team
 Government Affairs and Relations Manager
 Grid Manager
 Head of Asset Optimisation
 Head of Connections
 Head of Demand Response
 Head of Energy Management
 Head of Energy Storage Development
 Head of Engineering
 Head of Innovation & Development

Head of Market Analysis
 Head of networks and development
 Head of Operations and Projects
 Head of Optimisation
 Head of Performance and Storage
 Head of Power and Renewables
 Head of Project Development
 Head of Real Estate Management
 Head of Smart Grid Development
 Head of Storage - Markets
 Head of Strategic Research
 Head of System Support
 Head of Tendering and Design
 Investment Director
 Investment Manager Renewables
 Investment Specialist
 Lead Designer
 Lead Valuer
 Legal Director
 Manager - Energy Storage Development
 Manager, Energy Transition Insights
 Manager, Strategy& Deals Energy Team
 Managing Director
 Market Insight Senior Executive
 Market Manager EMEA
 Operations Director
 Originator

Planning Consultant
 Policy Advisor, Smart Energy
 Policy Manager
 Principal Advisor - Europe
 Principal Consultant
 Principal Electrical Engineer
 Principal Negotiator
 Product Owner - Battery Storage
 Programme & Project Manager – Ultra Low Emission Fleet
 Programme Lead - Energy Superhub Oxford
 Project Development Executive
 Project Engineer
 Project Manager
 R&D Director
 Renewable Energy Specialist
 RWE Supply & Trading
 Sales & Estimating Manager
 Sales and Engineering Consultant
 Sales Director
 Sector Head of Power, Utilities, Metals & Mining
 Sector Lead Project Finance London
 Senior Developer for Battery Energy Storage & Hybrid Systems
 Senior Economist - Energy Department
 Senior Electrical Project Engineering Manager
 Senior Energy Systems Engineer

Senior Loan Officer - Infrastructure & Special Projects
 Senior Manager, Energy Solutions for Business
 Senior Policy & Programme Officer (Smart Energy)
 Senior Policy Analyst
 Senior Projects Manager
 Senior Strategy Manager for Commercial Energy
 Senior Technical Officer
 SME Engagement Manager
 Sourcing and Technology Director
 South West Energy Partnership Regional Programme Manager
 Special Projects Director
 Strategic Director
 Technical Advisor
 Technical Asset Manager
 Technical Director
 Technical Engineer
 Technical Lead Energy Storage
 Technical Services Director
 Technology Acceleration Manager
 UK Energy Storage Manager
 UK Head of Development

Attendee Preview

212
PARTICIPATING
COMPANIES!



Key Themes for 2022

The Energy Storage Summit returns live and face-to-face in London on 23-24 February 2022! Our early market research confirms that there is much to discuss this year. Based on in-depth interviews with developers, investors, lenders, operators and other market participants, here's a sneaky peak at the 2022 agenda items.

Want to add to this? Contact us today to arrange a discussion!

The Future of Long Duration

As policy and regulation changes to allow longer duration storage options, we examine the need for these technologies and assess the bankability of these projects and where they fit into the market.



Colocation

We look at storage colocated with generation assets and evaluate what value batteries can add. Are colocated projects economically viable and what role does location play in this? How can we establish long-term revenue certain evidence for investors?



Financing

Join to understand how to improve investor confidence in your project – what makes a project attractive to investors? We will examine how you can ensure a well-funded pipeline as more investors look towards renewable energy and interest in energy storage grows.



Asset Management

As operational projects age, understanding the data becomes increasingly important. How can you ensure a robust Asset Management plan and are there lessons to be learnt from solar and wind projects?



What is next for batteries?

With a market dominated by Lithium-ion, how are batteries evolving and can other technologies prove to be bankable? Does the market allow for these emerging technologies and what can be done to allow newer companies to compete?



Regulation

Interest in energy storage is increasing and as technology within the industry progresses, we examine whether policy is changing at the right pace to allow energy storage to reach its full potential. What updates have we seen in the past year and what still needs to be done across the UK and Europe to remove the barriers to large-scale deployment of storage.



Scaling up Storage

The storage industry has seen larger pipelines and larger capacity of storage projects and with this increased generation, we have seen DNOs increasing Active Network Management across networks. What does this potential curtailment mean for revenue and how do we manage grid congestion as demand for renewable energy and storage increases?



Securing the Supply Chain

In the wake of rising gas prices and global disruption, what challenges can we expect in ensuring stability across the supply chain. As demand for batteries increases, we unpack how to evaluate suppliers effectively and maintain confidence in achieving project deadlines. Where will your batteries come from, and will we see more localised supply in the future?



Looking Forward: Market Predictions

Uncertainty surrounding new technologies and risk appetite can make investing in and building new projects difficult. We will look at previous predictions and evaluate how the market actually performed and establish what businesses can expect from storage in the coming year.



Fire Safety



















Mitigating against fire and physical risk is essential to ensuring the success of your project and as more cases of fires emerge, how can you establish a framework that prioritises safety. What does the future of fire safety look like in relation to batteries and what steps do you need to take?





A small snapshot of previous speakers

How do you want to be perceived in 2022 - An industry influencer... market innovator... trusted partner... disruptor or thought leader? To join our esteemed list of event speakers please get in touch with Rebecca Shacklady and let us know!

					
AARON LALLY Managing Partner VEST ENERGY	ALEJANDRO LABANDA Director de Estudios UNEF	ALEX BUCKMAN Practice Manager, Networks & Energy Storage ESC	ANIL SRIVASTAVA CEO LECLANCHÉ	BARNABY WHARTON Director, Future Electricity Systems RENEWABLEUK	BEN GUEST Fund Manager, British Strategic Investment Fund GRESHAM HOUSE
					
BERNICE DOYLE Grid Manager STATKRAFT	BRUCE HUBER CEO ALEXA CAPITAL	CATALINA ROZO Chair ELECTRICITY STORAGE NETWORK	CHRIS MORRISON Managing Director GREEN INVESTMENT GROUP	DANIEL BROWN Policy Manager THE RENEWABLE ENERGY ASSOCIATION	DAVID POST Head of Energy Storage Solutions ENEL X
					
FAYE RELTON Ancillary Services Development Manager NATIONAL GRID ESO	FELICIA MESTER Policy Advisor EUROGAS	FELIX KECK Strategy Manager AUSGRID	ISOBEL MORRIS Policy Analyst THE RENEWABLE ENERGY ASSOCIATION	JING LIU Assistant General Manager - Structured Finance SMBC	CHLOE LIANOS Energy Storage Innovation Lead DEPARTMENT FOR BUSINESS, ENERGY AND INDUSTRIAL STRATEGY (BEIS)

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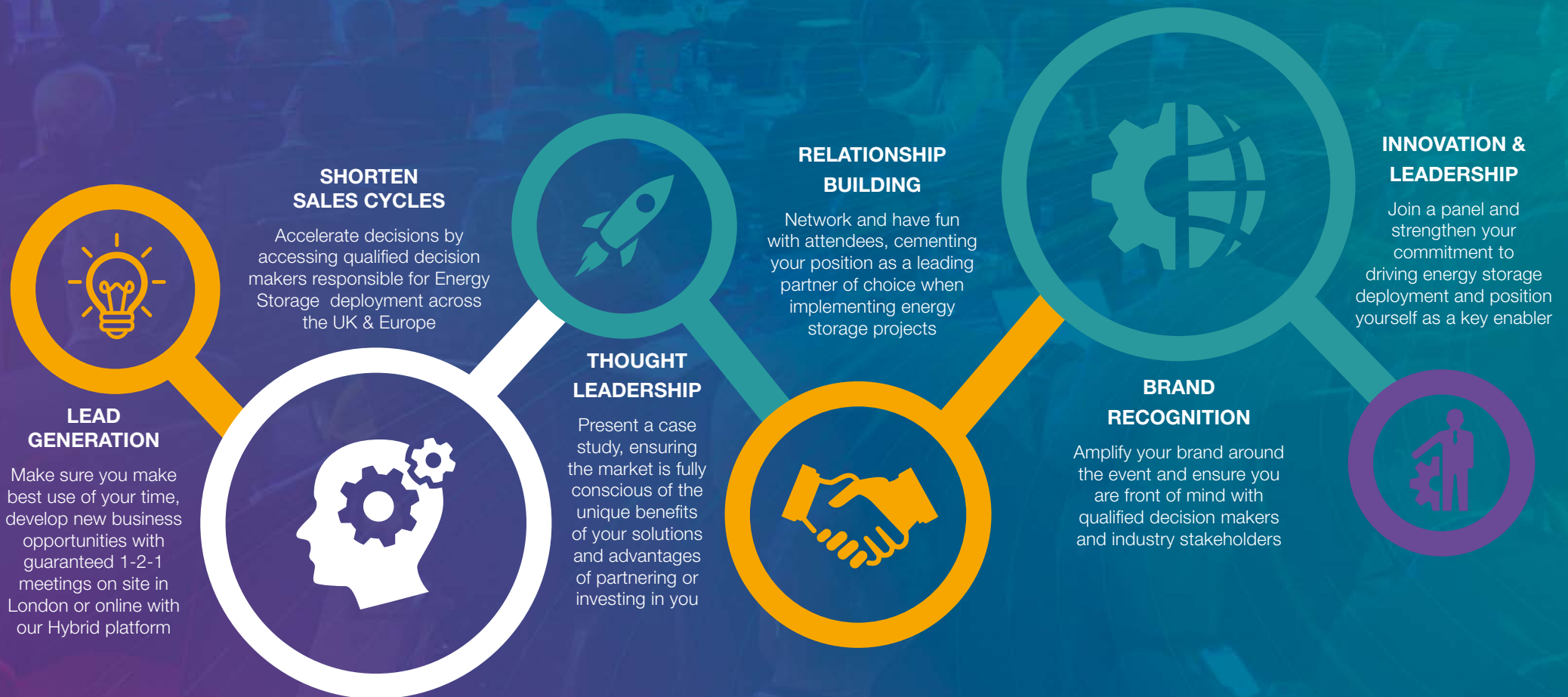
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Sponsorship Benefits

“What an event! Everybody and anybody working to help the UK reach net zero, through energy storage solutions, was there. Informative, entertaining and engaging. Thanks.
SIMON JAMES, PP ASSET MANAGEMENT”

We are committed to delivering ROI and optimising your time and budget; whether you want to fuel a sales team with new leads, heighten your brand or launch new services, no one is better placed to help than our team.



Sponsorship Options

LIVE SUMMIT

	HOST £50,000	DIAMOND £35,000	PLATINUM £25,000	GOLD £20,000	SILVER £15,000	BRONZE £12,000	SUPPORTING £8,000	EXHIBITOR £6,000
CONFERENCE INFLUENCE								
Opportunity to Chair the event	•							
Keynote Solo presentation	•	•						
Keynote Panel position	•	•						
Solo presentation			• Day 1	• Day 1	Day 2			
Panel position			•	Or •	Or •	•	•	
Private Roundtable / Workshop	•	•	•					
Sponsored Content - Q&A / Interview format	•	•	•	•				
Pre or Post event Webinar	•	•						
EVENT BRANDING								
Exhibition stand with backdrop and basic furniture (*upgraded furniture package)	•*	•*	•*	•*	•	•		•
Enhanced Branding - Tier 1	•	•	•	•				
Enhanced Branding - Tier 2					•	•		
Logo to appear on all event signage	•	•	•	•	•	•	•	•
Advertisement in event app	•	•	•	•				
Profile and Logo in event app	•	•	•	•	•	•	•	•
MEETING & NETWORKING SERVICE								
Delegate passes	10	10	6	5	3	3	2	2
Customer VIP tickets	10	10	5	3	2			
Access to the Event networking tool allowing you to set up meetings and capture leads (1 week before - 4 Weeks afterwards)	•	•	•	•	•	•	•	•
Target account list invite with 50% off promo ticket code	30	30	20	20	10	5		
Guaranteed introductions	10	10	10	8	6	3		
POST SHOW								
Full Event delegate list to be shared including: Full name, Company name, job title and email address.	•	•	•	•				
Sponsors Solo presentation or panel discussion participant list only to be shared including: Full name, Company name, job title and email address.					•	•	•	
PRE-EVENT								
Company logo and profile to feature on our website	•	•	•	•	•	•	•	•
Reciprocal Website link to your home page from event website	•	•	•	•	•	•	•	•
Company logo and link to be included in HTML email campaigns	•	•	•	•	•	•	•	•
Promotion on relevant social media channels	•	•	•	•	•	•	•	•



ADDITIONAL BRANDING

TIER 1:

- Naming rights - Host only
- App Sponsor - exclusive
- Registration Desk Sponsor - Host/ Diamond/Platinum
- Private meeting room
- Lunch Sponsor - themed or not (Day 1 or Day 2) - (2)
- Drinks reception sponsor (max 2 sponsors)
- VIP Dinner (Onsite or Off site)- Platinum & above only
- Lanyards (can be linked with reg desk sponsor)
- Bag Sponsor with insert

TIER 2:

- Breakfast sponsor (continental or hot) (2)
- Conference room seat drop (4)
- Networking Break Sponsor (Day 1 or Day 2) (4)
- Quiz Sponsor (max 2 sponsors)
- Coffee station sponsor
- Smoothie station sponsor
- Note pad & Pens

ALSO AVAILABLE BUT SUBJECT TO PRICE

- Webinars
- Private meeting rooms
- Personalised functions
- 45 minute workshop
- Breakfast Briefing
- Round table Host

Ticket Prices

	Super Early Bird Ends 3rd December	Early Bird Ends 28th January	Full Price 29th January onwards
Standard Ticket	£599	£799	£1,099
Solution Provider Ticket	£1,199 <small>25 tickets available at £899</small>	£1,499	£1,799

**Solution providers are categorized as any company selling a service or product to Developers, Utilities, Asset owners, Government, Regulators, Distribution or Transmission operators.*

*** Start-ups are classed as an organization pre-revenue or within a period of 12months since launch. Please contact digitalstorage@solarmedia.co.uk to apply for this ticket*

BOOK ONLINE »

MONEY BACK GUARANTEE

The world has a new way of working but Solar Media has always been at the forefront of change.

All our events are backed by ticket protection, giving you peace of mind.

If COVID-19 restrictions emerge in London, meaning that we cannot host an in-person gathering, or you face legal travel restrictions, you will be able to claim a full refund for your ticket or partial refund alongside attendance to the virtual event.

We have always offered ticket protection, giving you certainty in uncertain times.

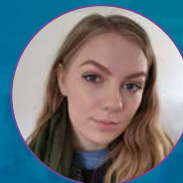
To view our full terms & conditions, please visit here » or contact us ✉



Meet the team & get involved



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Andy Colthorpe
 Editor
Energy-Storage.news

“As new entrants into the UK storage market the Storage Summit was a “not-to-be-missed” event for us to make contacts and get an overall feel for the state of the sector.
MATT DENYER, GRS

“I had the highest frequency of talks to different business partners and the highest rate of learning in one day for the last 6 months.
TIM MÜLLER, BELECTRIC