

The future is here

How to leverage the community by sharing assets,
insights and investments ultimately making energy
cheaper & more sustainable.

Smart Energy Academy 17.11.2022

QUARES
BY REAL ESTATE COMPETENCE

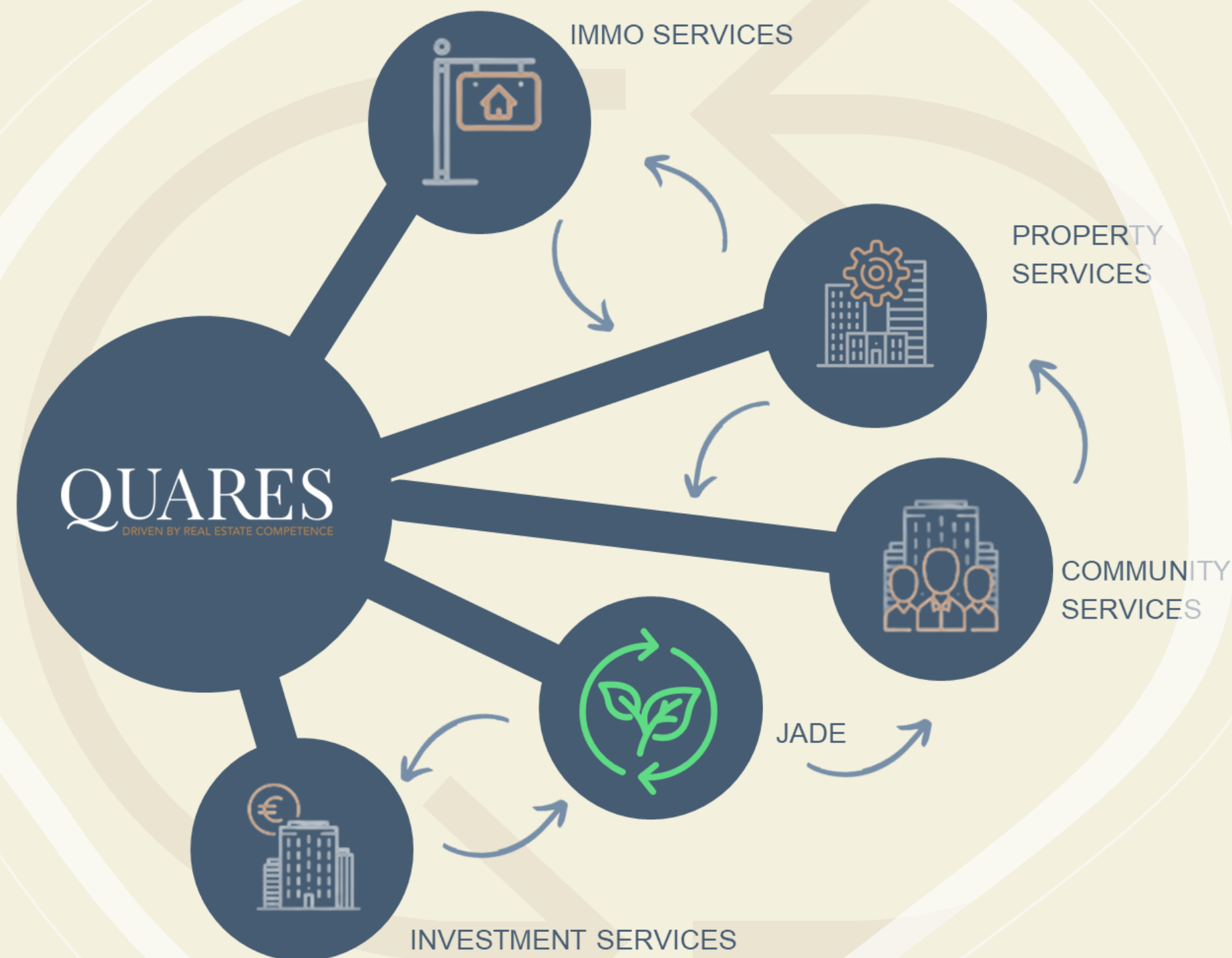


Hello!

Mia Van Daele

Manager Business Development &
Innovation

Driven by Real Estate Competence



Multidisciplinaire vastgoeddienstverlener

THE
CITY
IS OURS

SHAPING CITIES
WORTH LIVING &
WORKING IN

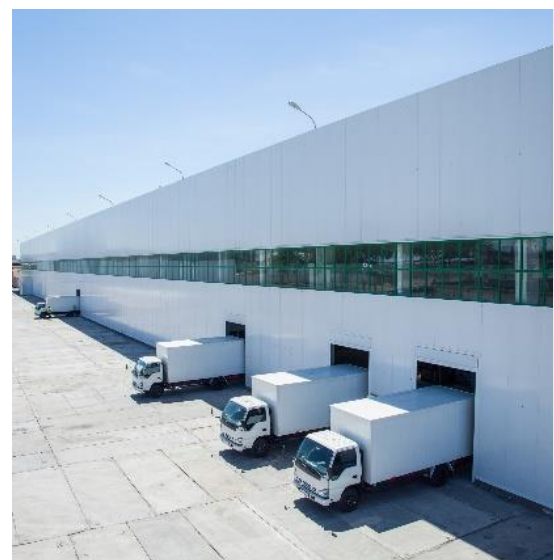


Marktwerving : All-round Real Estate expertise

QUARES
DRIVEN BY REAL ESTATE COMPETENCE



RETAIL



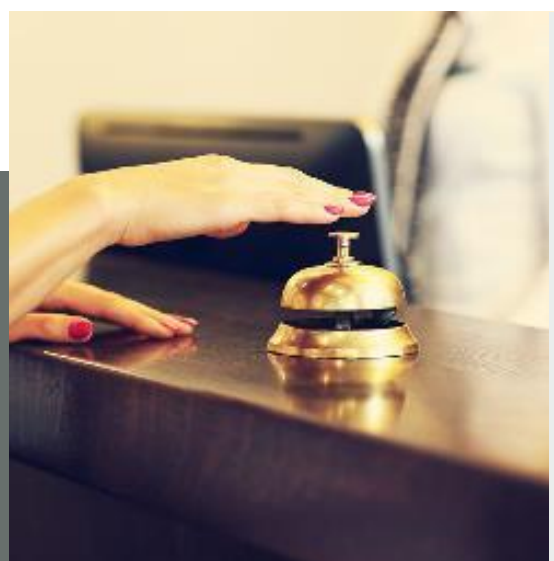
LOGISTICS



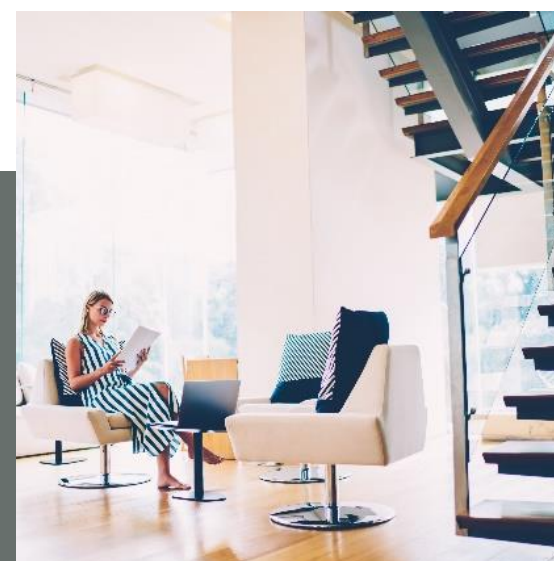
BUSINESS PARKS



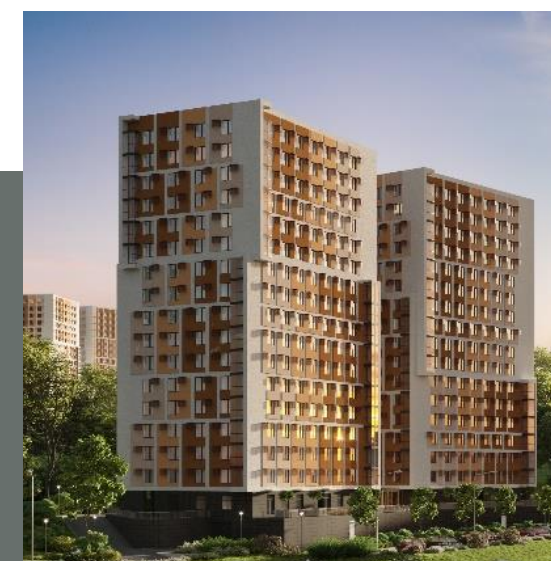
OFFICES



HOTELS



RESIDENTIAL



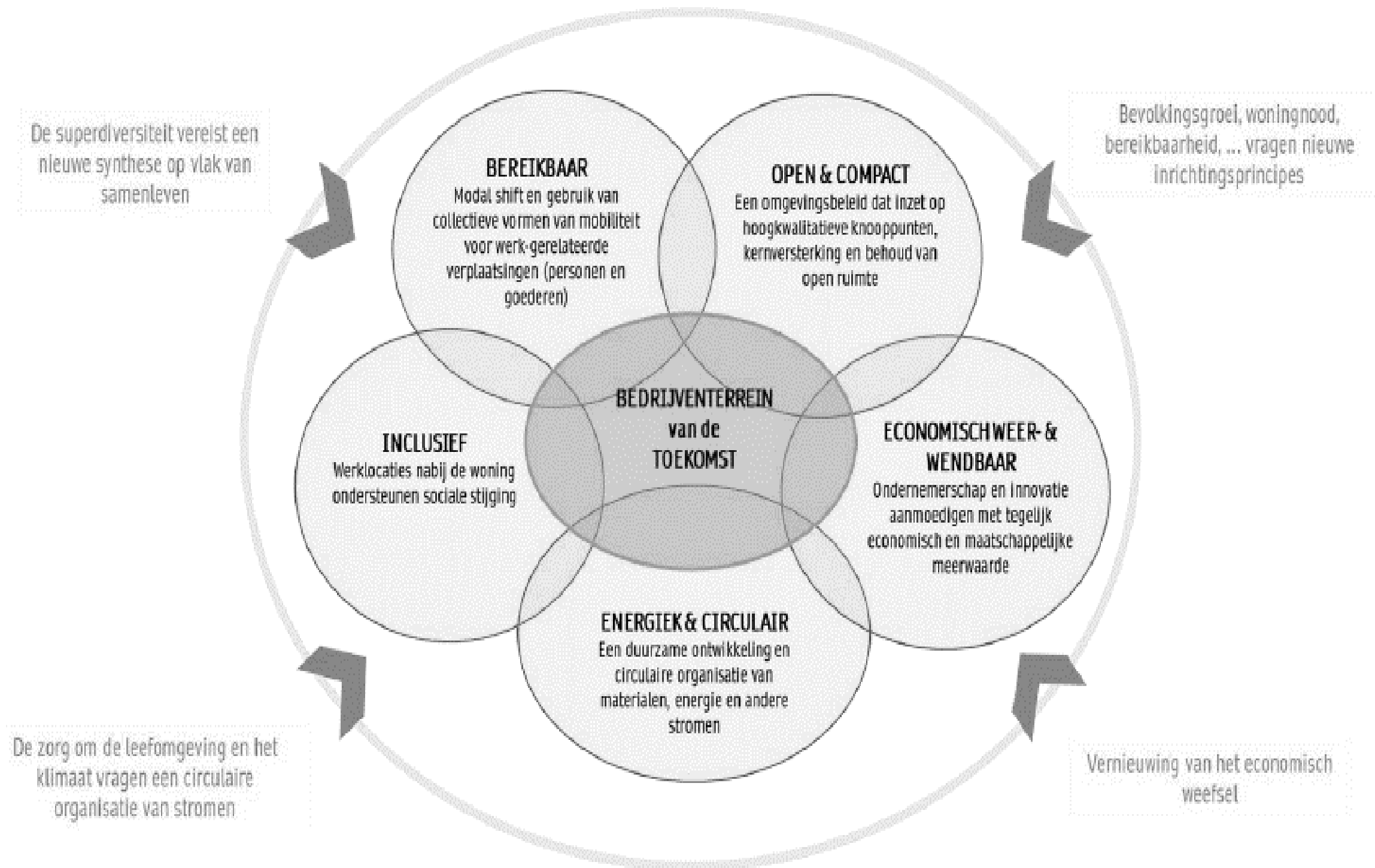
PUBLIC REAL ESTATE



CAPITAL MARKETS

COMMUNITY MANAGEMENT

Community Management – Business parks

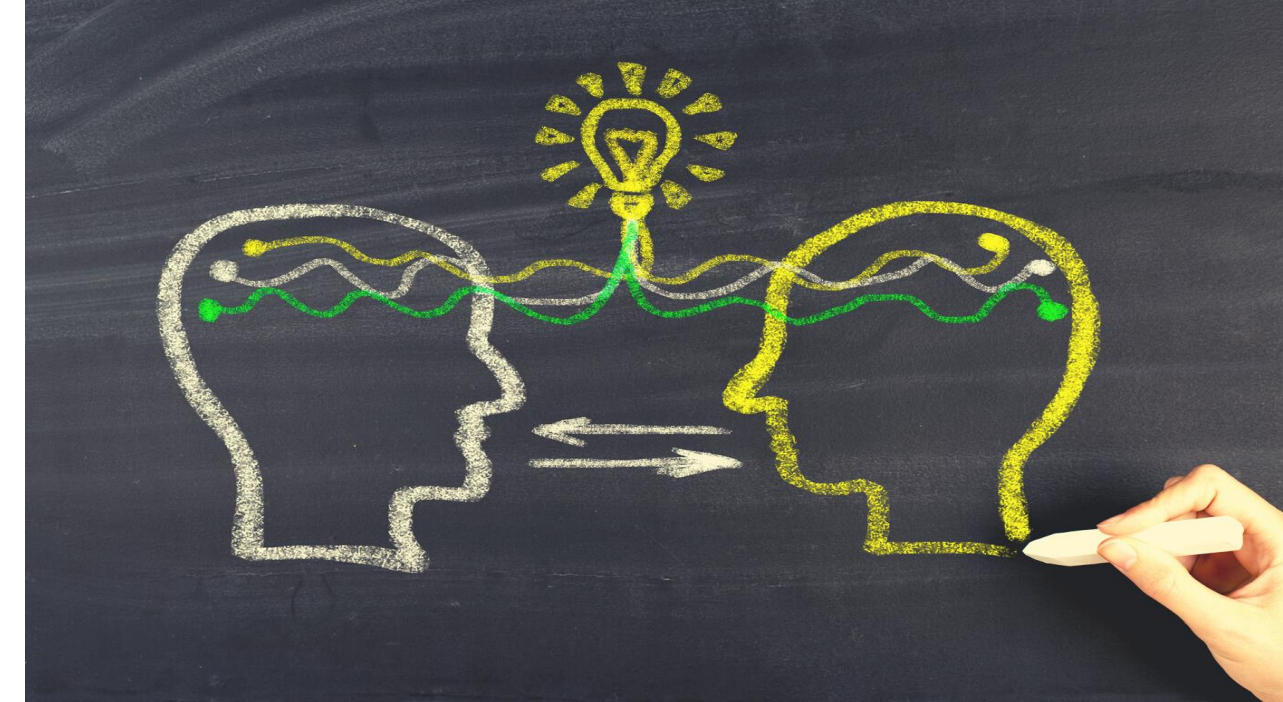


- Obsolete business areas (60-70y) need to be (60-70y) redeveloped.
- More common infrastructure asks for a centralised management
-
- Quares : has 24 business parks in the management portfolio



ENERGY SHARING

FLANDERS



STRUCTURE
VZW



COMMUNITY
BUILDING

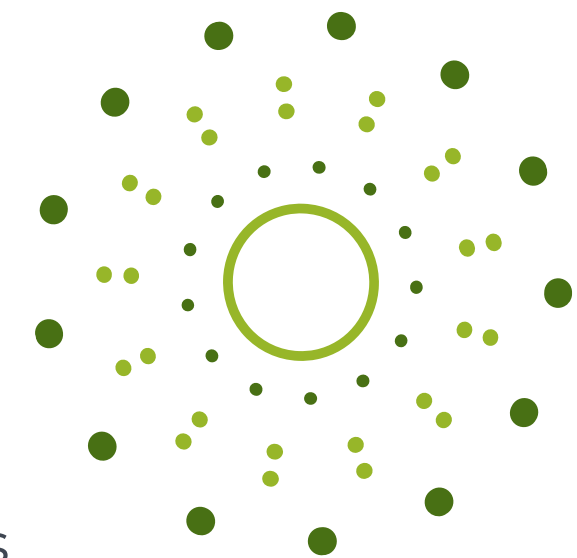


Shared Green
ASSETS



DUURZAAM BEDRIJVENTERREIN MANAGEMENT

PARKMANAGEMENT2.0



Parkmanagement 2.0 has the ambitious target to realise CO2 neutral business areas and therefore will facilitate collaboration between companies, technical partners and other stakeholders in order to invest in the necessary assets.

COMMUNITY MANAGEMENT



MODULE ENERGY

Energy monitoring,
CO²-reduction calculator,
Energy sharing, global
investments
EC dashboarding...



GREEN ASSETS

Solar Panels
Charging Infrastructure
Batteries
Heat pumps
Heat Network



MODULE MOBILITY

Mobiscan
Charging infrastructure
Mobility Plan
COMPACS –Truck Parking as a
service (O&O)



LEGAL STRUCTURE VZW

Enable individual companies
in partnering with others
and
Implement Energy Sharing



LOCAL ENERGY COMMUNITIES

Yesterday *We learn the past*

Today *We watch the present*

Tomorrow *We create the future*

QUARES

Local Energy Communities

- 1 E-Community – The framework.
- 2 E-Community – The assets.
- 3 E-Community – The challenges & opportunities.
- 4 E-Community – The platform.
- 5 E-Community – The financing.

E-Community – The framework

- CEC's and REC's
- Request for “energiedelen” – “peer-to-peer” - EC

Clean energy for all Europeans





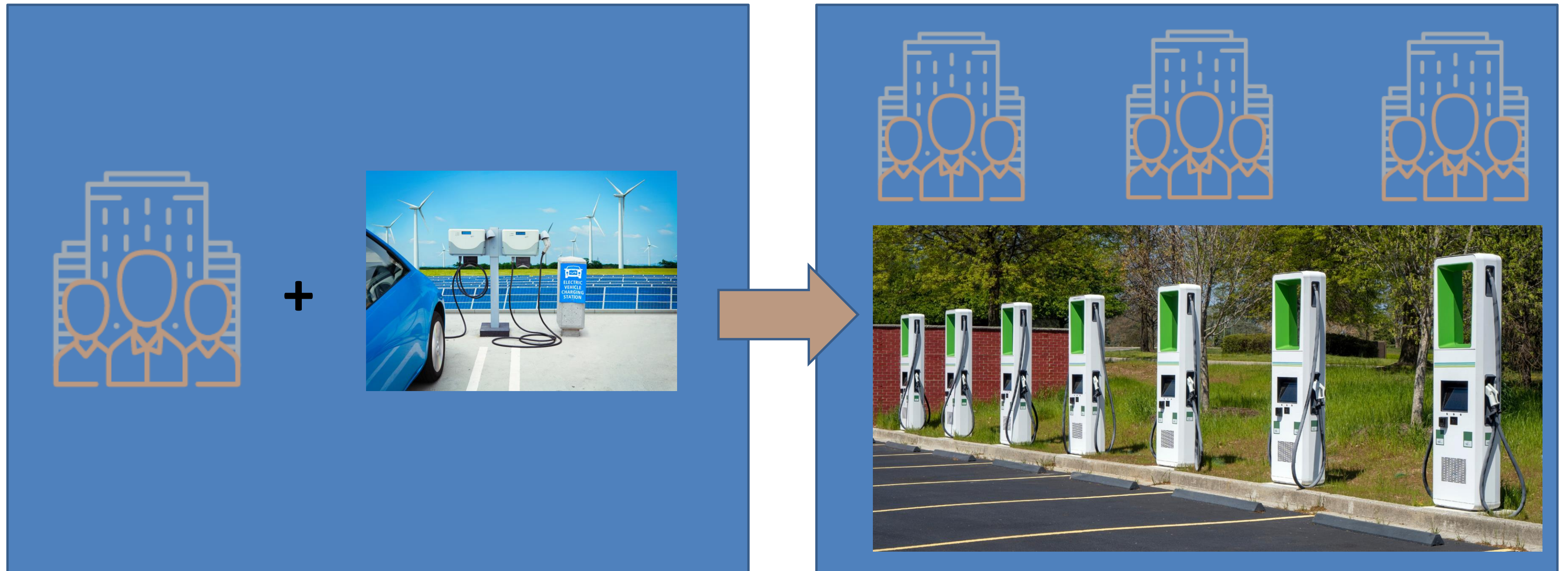
Energy Communities - Status on Energy Sharing



Energy Communities

Business Case 1 : Energy Sharing

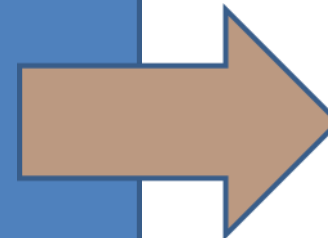
FLANDERS



Energy Communities

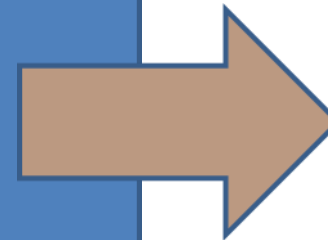
Business Case 2 : Asset Optimisation

FLANDERS

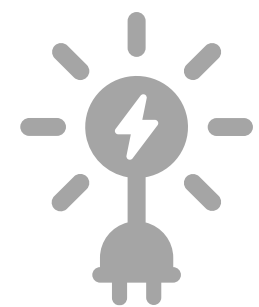


Energy Communities

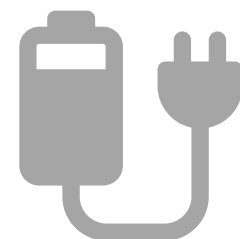
Business Case 3 : Flexibility



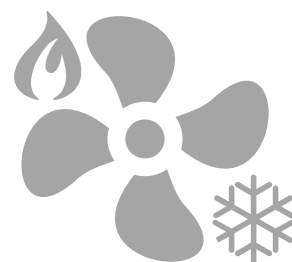
E-Community – The assets



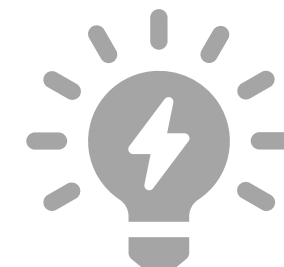
Solar panels



Charging points



HVAC



Lighting



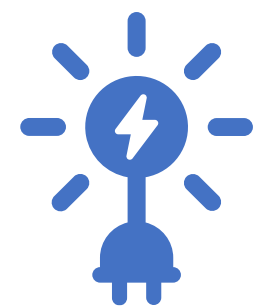
Energy storage



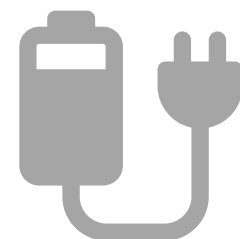
Wind turbines



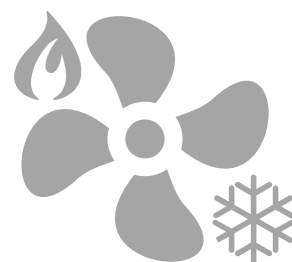
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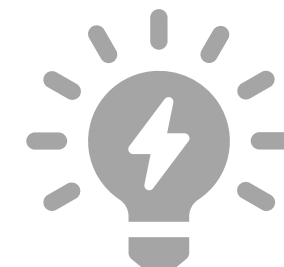
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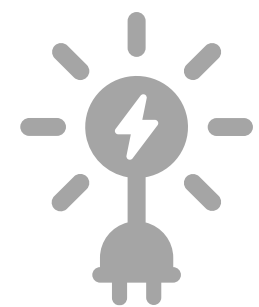
Energy storage



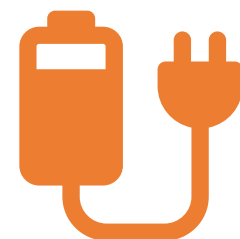
Wind turbines



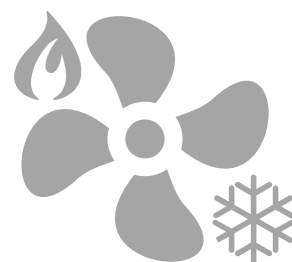
E-Community – The assets



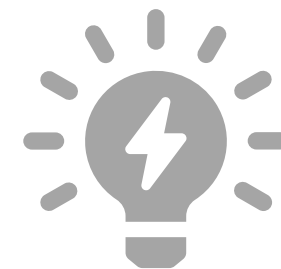
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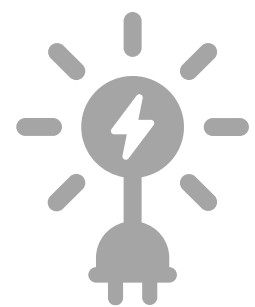
Energy storage



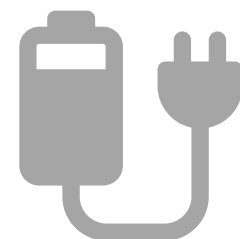
Wind turbines



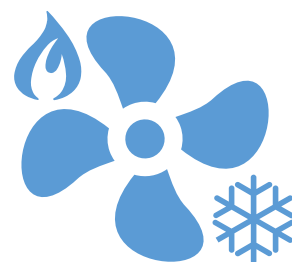
E-Community – The assets



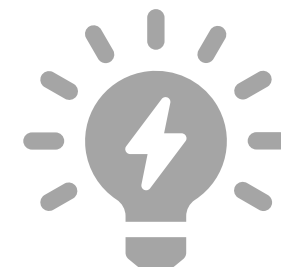
Solar panels



Charging points



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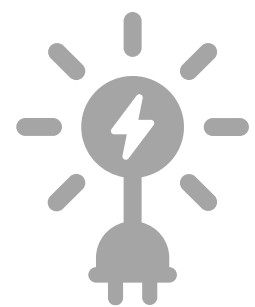
Energy storage



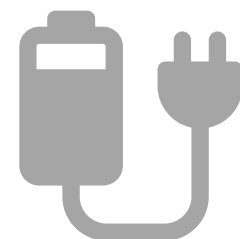
Wind turbines



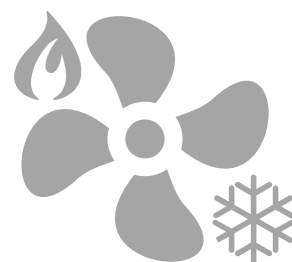
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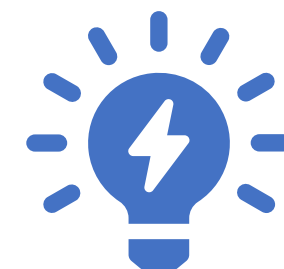
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Charging points



HVAC



Lighting



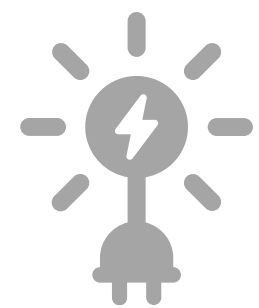
Energy storage



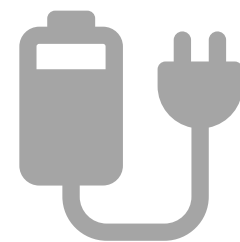
Wind turbines



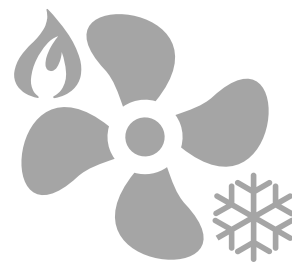
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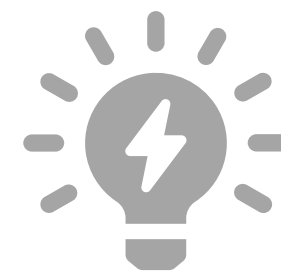
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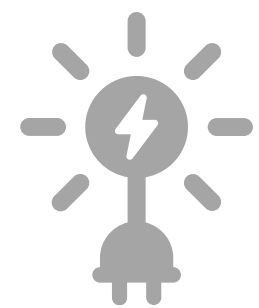


Energy storage

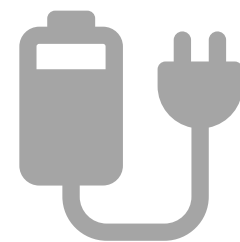


Wind turbines

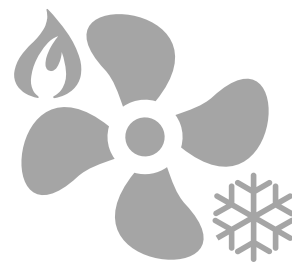
E-Community – The assets



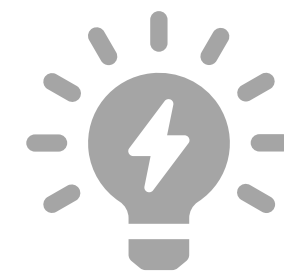
Solar panels



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HVAC



Lighting



Energy storage



Wind turbines

E-Community –The challenges and opportunities

Research framework

Setup

Park Managers

Internal (BE)
July 2022

Discover more in depth the current pains and challenges of Quares' park managers and understand how a new tool can fit their way of working.

3 online interviews (1h30)

Park Managers

External (NL/BE)
August/ September 2022

Understand if companies outside of Quares have similar ways of working and would be interested in integrating such platform (first client meetings)

5 online interviews (1h30)

Park Managers' ASSUMPTIONS

The new platform can fit in current park managers (PM) way of working

The PM is having many physical interactions that could be made more efficient.

We can make the PM's job easier through the platform and quantify this value.

PMs can be the middleman with park companies and become the platform's "resellers"

There is a personal gain for the PM in the use of the platform's insights.

Park members

Small
September/October 2022

8 online interviews (1h30)

Park members

Medium
September/October 2022

8 online interviews (1h30)

Park members

Big
September/October 2022

11 online interviews (1h30)

Final users' ASSUMPTIONS

The proposed solution is creating enough value for our target users and this value can be captured through the proposed pricing plans and strategy.

Companies will have the means to use and act upon the functionalities of the platform.

E-Community –The challenges and opportunities

Companies insights

Opportunities

Share knowledge & costs

A recurring subject is the opportunity to learn from others. If everyone is playing the game, companies can have a view on the actual impact of some projects and be motivated to take action. In addition, shared investments are economically preferable.

Uncover unknowns

Most of the interviewees struggle to get the right information about subsidies, legislation and the market in general. They would benefit from an expert's insights to show them the right direction.

Better partnerships

Finding the right (local) partners and collaborating is a struggle for many. With a system of trusted partners which are validated from the community, we might ease that pain.

Create awareness

Most firms also struggle to imply employees in the process, the shared platform can help them to visualize energy in a more concrete way.

No dedicated FTEs

As the CEOs and directors are often in charge and lack the expertise, they would benefit from a supporting tool to take the right decisions.

A new competitive advantage

By having the right data and insights, a company might access subsidies, accreditations and financing more easily. In addition, these claims can be an important decision factor to meet the company's clients' standards.

Support decision making

Current energy decisions are not enough fact-based and are difficult to take. By demonstrating concrete cost vs impact analysis and useful reporting, the tool might make the decision makers' job easier.

Meet sustainability goals

Better insights make it possible to report on individual and community goals.

Companies Insights

Challenges

Lack of data

Most companies are not "smart" yet and thus, the available data is limited to the energy suppliers'.

Cost saving insights

Companies are aware of the opportunity to save on costs but they need a clear overview on what is feasible to be able to take decisions.

Commitment

The advantages of a community platform are clear to all but it heavily depends on each members' commitment to share data and participate actively.

No dedicated FTEs

In addition, the lack of FTEs means that time is limited and that the knowledge is often spread across the company, which might limit implementation. These companies expect a lot of input from the park manager at the very start of the process.

Efficiency

Projects are already slow enough. The fact that more companies are involved might give the impression to slow down the process even more.

E-Community –The Platform



QUARES Community management platform
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Energy



Mobility



Circularity



Community
building



Subsidies



Biodiversity



Safety

E-Community – The Platform

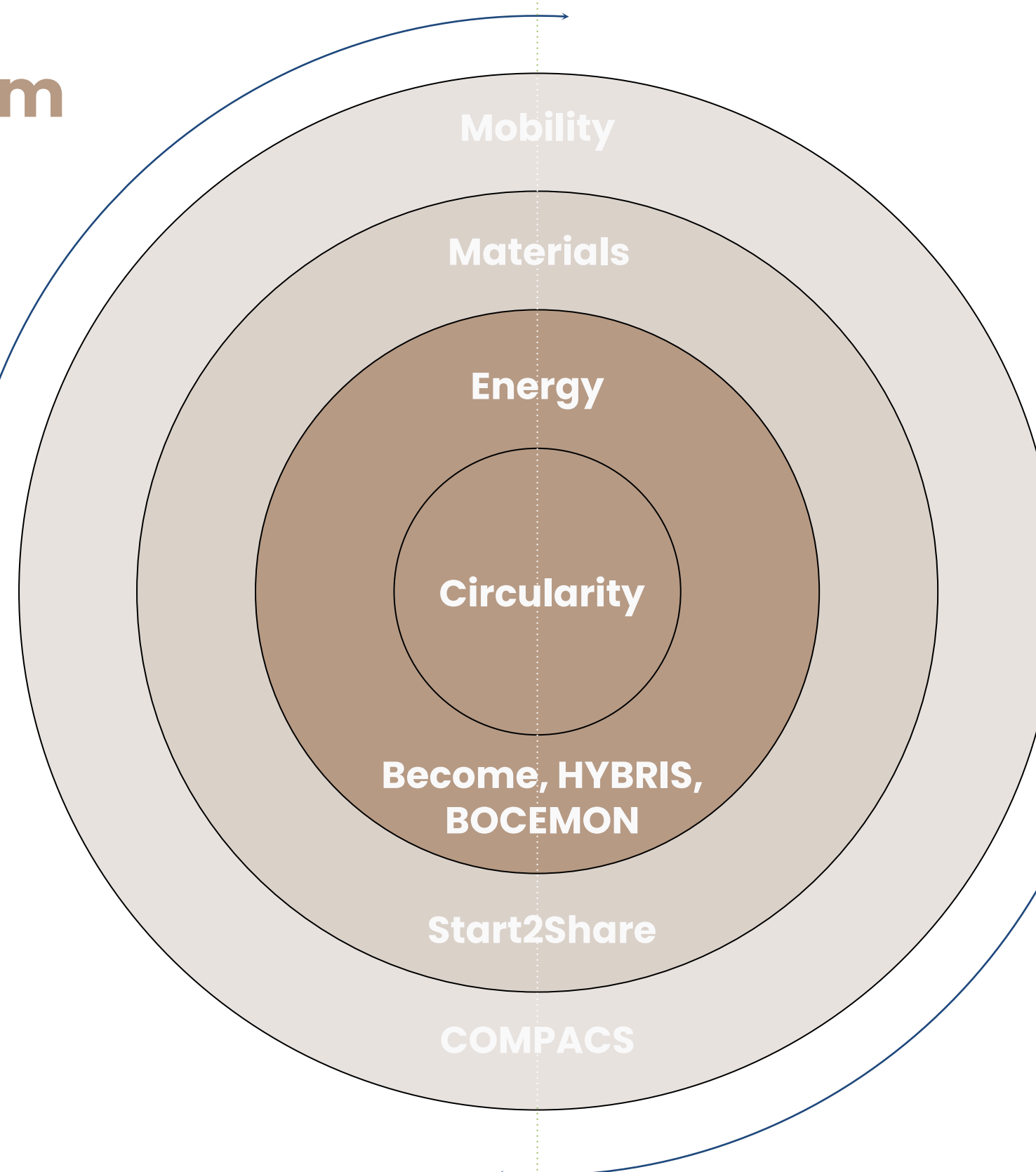
Each layer follows a similar business model. The core of Quares's community management business model is built on a **loop** between **insights** & **infrastructure**.

Quares **advisory** sets the stage for infrastructure & investment decisions to be made by the company in the context of a community.

The first leads to advisory on how to optimize material consumption further, while the second delivers the optimization & sends back data to the Quares community management software.

01
Infrastructure

02
Insights



E-Community – The Platform

Why this new platform?

What value we think we can bring to your business park.



An Advisory role

We want to give the right recommendations to enable park members to reach their energy and EV goals. We help park managers making the link to the right decisions.



A new source of insights & network

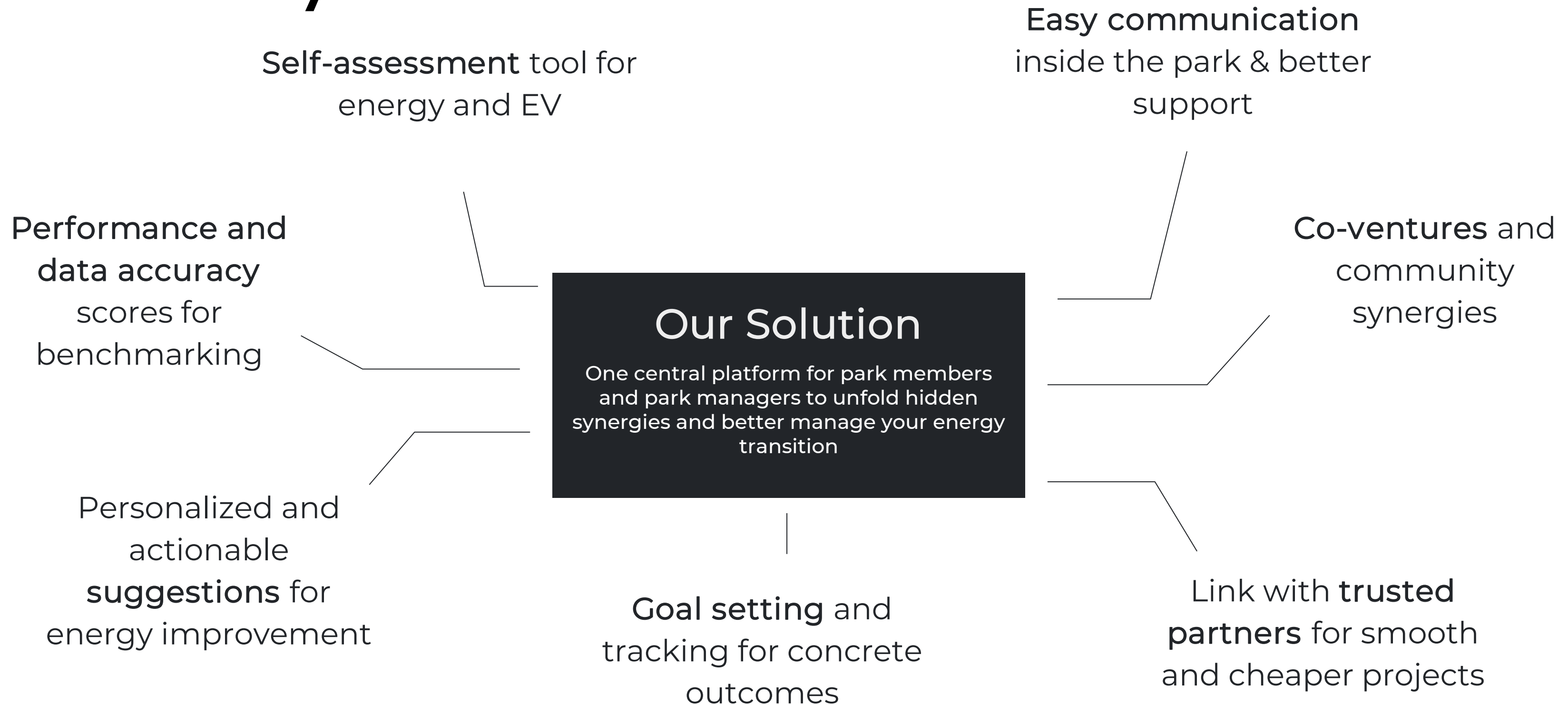
Through audits and connecting with the right tools and partners, we can inform companies and park managers better and on a community level.



A real sense of community

Thanks to this new community layer, we let each member collaborate with its neighbours to co-invest in new architecture and share existing assets.

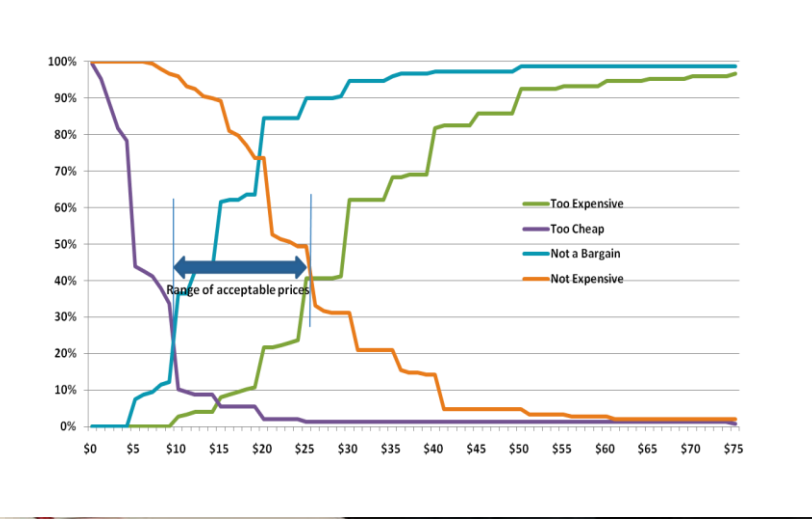
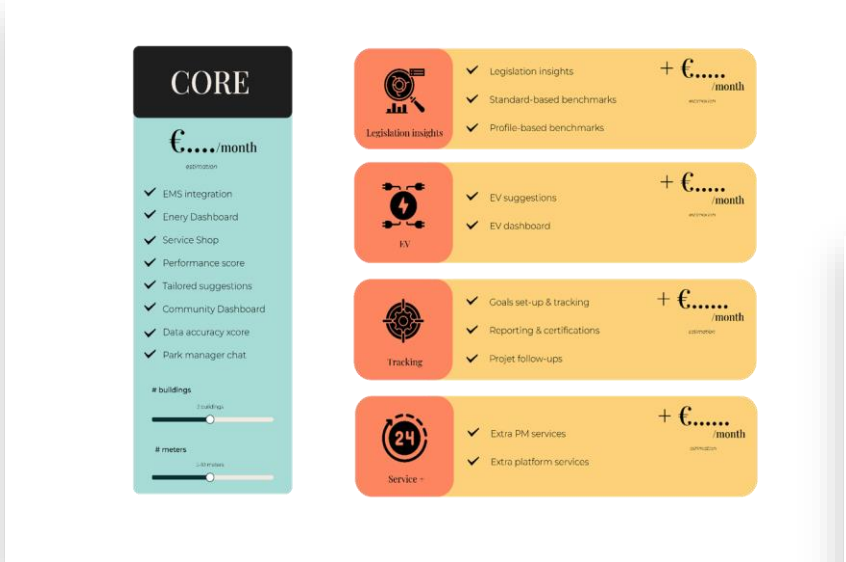
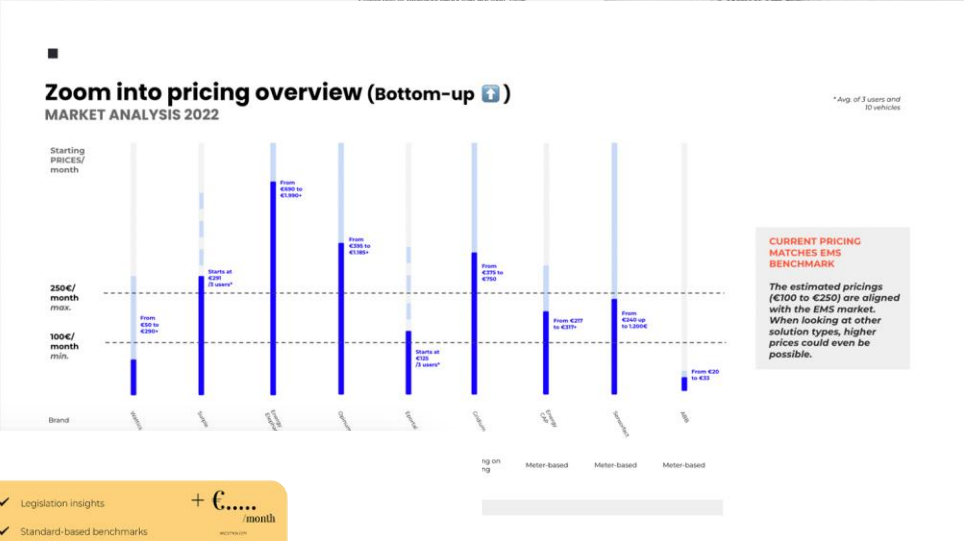
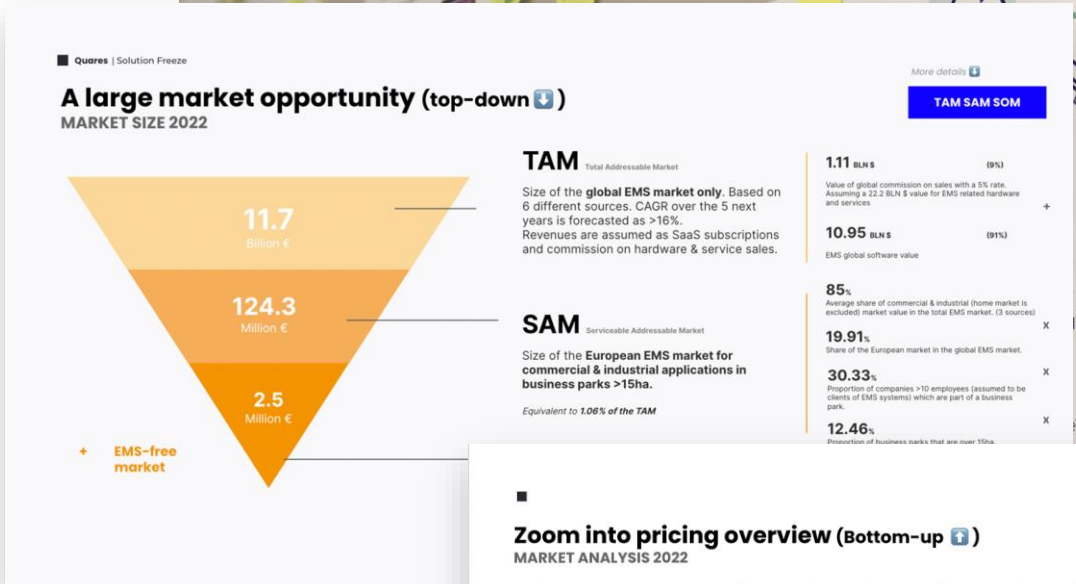
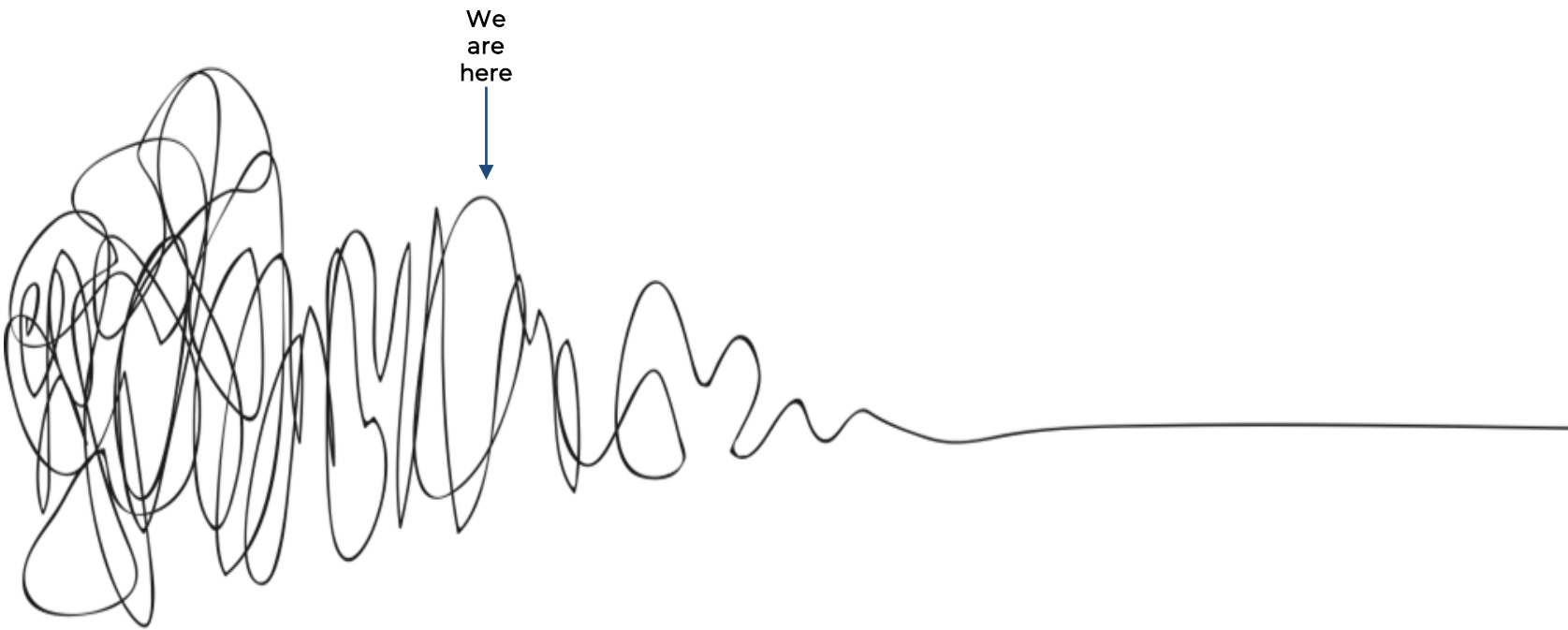
E-Community – The Platform



E-Community –The Platform

Reaction on the concept

“The future is in decentralised energy grids but creating credibility is essential by onboarding believers and let them convince others to share their valuable data in order to unlock individual quick wins and the community benefit to reach their sustainability goals.”





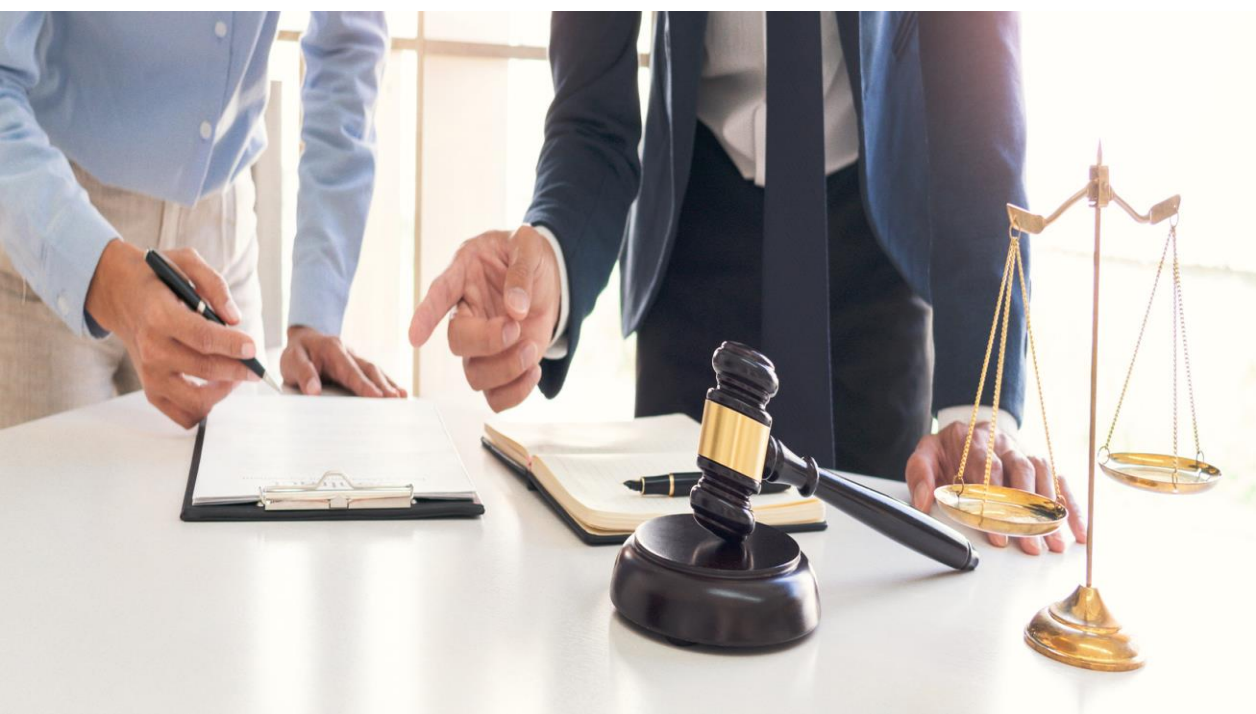
Onboarding
Energy Community
Members



Contract
Management



COMMUNITY
Sharing



Invoicing



E-Community – The financing



E-Community – The financing

How do we operate?

Analysis
& Design



Installation



Financing



Management



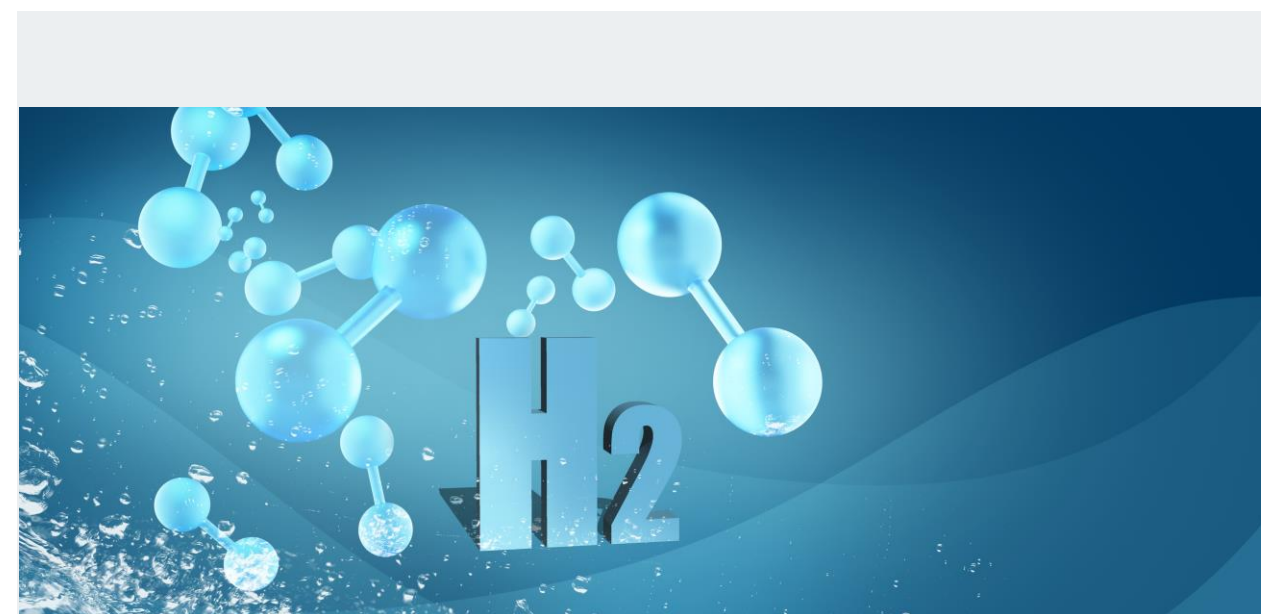
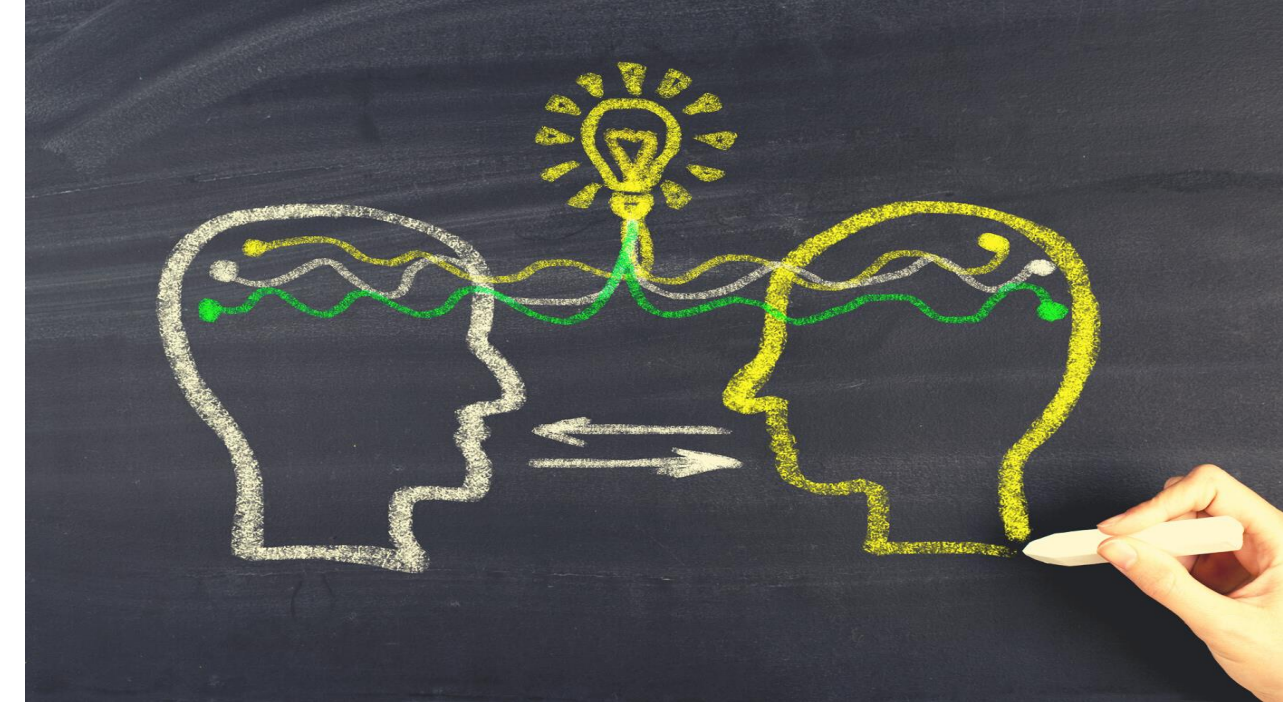
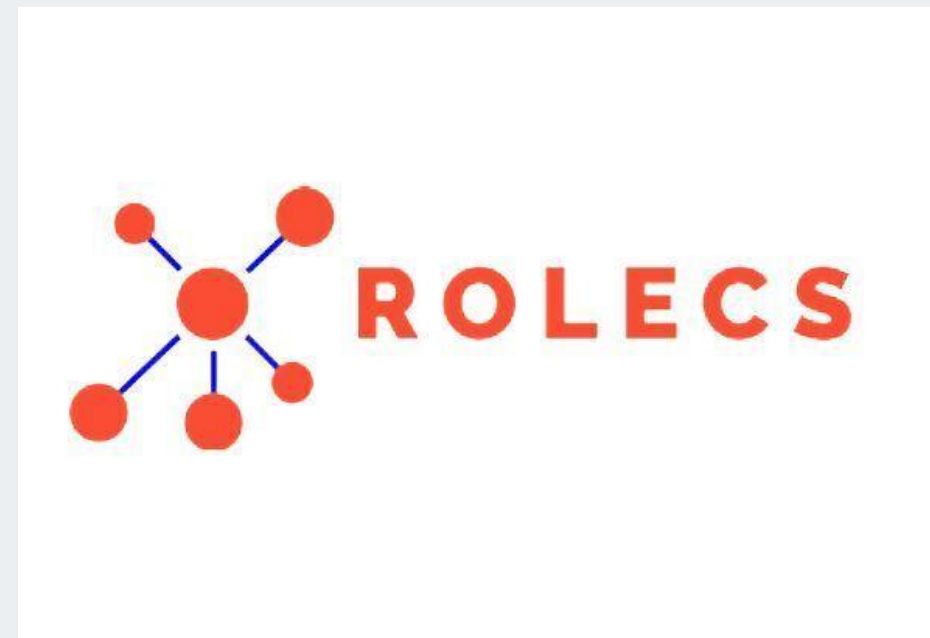
Coaching



Your advantages – an overview

- No need for investments of your own, **complete peace of mind**
- **Immediate savings**, lower energy costs
- Improved performance, **a more comfortable living and working environment**
- **CO₂ reduction**, an upgrade of your commercial premises
- **Third-party off-balance-sheet financing, fixed all-in rental**
- The option to combine technologies for a **comprehensive solution**





Looking forward to **colaborate**...



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Thank you!

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