PANEL DISCUSSION: “BUSINESS ASPECTS”

MODERATOR: Adrien CASTAGNIÉ
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Panellists

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- Javier JULVE
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- Evangelia PORTOULI
  - Senior Researcher, ICCS

- Federico BONI
  - Innovation & Internationalization Engineer, IREN
Different type of Business partner

Q1 – Q2

Service provider

Service consumer

NeMo IT Provider

Service Certifier

Regulator
Attractivity of the Hyper-network

Q3

PROVIDE COMPETITIVENESS

Cost savings

Enable business relations

Europe wide

EASE THE CREATION OF INNOVATIVE EMOBILITY SERVICES

Harmonized services to improve customer experience (Common Information Model)

Gather actors to create added value services
The Business Alliance for Electro-Mobility (BAEM) will take over the Hyper-Network from 1\textsuperscript{st} October 2019.

The BAEM is proposed to be a not-for-profit membership association (legal entity), composed of:

- **BAEM Board Members**
  - Management structure, probably elected from different sectors

- **BAEM Partners**
  - Members who have a service provider role, a service requestor role, or both. Possibly also for stakeholders not involved in one of the IT roles (e.g. public authorities).

- **Hyper-Network Partners**
  - Users of the Hyper-Network which NeMo or the BAEM has accredited as being compliant with the relevant protocols and procedures.
Two type of business structure

Q5 – Q6

✓ Direct Financial transaction between partners

✓ Fixed yearly cost + variable based on usage of the platform or other...

✓ The Hyper-Network needs to handle the money transfer (smart contracts)

✓ Fixed yearly cost + commission for every request? Level of commission? 1%, 5%, 10%
Service providers: Value of free services?

Q7

CREATE ATTRACTION FOR THE PLATFORM

FREE DOES NOT MEAN NO VALUE

WHAT ABOUT FREE TRIALS OR BASIC SERVICES?
Thank you! / Questions

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