InnoEnergy Skills Institute

Battery Storage: Business Models, Market and Regulation

Last Revised: 2023 March

Battery storage has a vital role to play in accelerating the transformation of the global energy sector. But driving this transition means building new expertise. It means developing innovative, disruptive business models while simultaneously assessing economic viability and investment risks. It means understanding how businesses can recover investment in next-generation energy storage systems and go on to generate revenue. It also means getting to grips with how public bodies and European legislation and policy will evolve or adapt.

This certification empowers you to expertly assess the challenges, the main drivers, and the business opportunities of a changing energy system at different levels of the market. You will get a perspective on policy and regulation frameworks as a crucial part of any investment decision and strategy. And you will discover real business examples from leading companies that are ground-breaking in their sector.

Learning outcomes

Upon completion of the certification, learners will be able to:

- Reflect on crucial challenges within the new energy and relate them to new business opportunities within the new energy system
- Explain the economic and financial viability of investments in energy storage projects at utility-scale
- Accurately appraise EU support for battery energy storage systems
- Explain European energy policy making based on examples of current targets and trends
- Relate your company's future plans or services to the objectives of the Paris Agreement and the Clean Energy for All Europeans package
- Explain the main cost concepts of battery energy storage solutions during their lifespan
- Apply a mathematical model to assess the life costs of energy storage solutions and compare investment alternatives
- Reflect on real business examples from ground-breaking innovative companies in the energy sector

Certification structure

The certification is delivered fully online and is self-paced, making it easy for participants to learn without having to take time off work.

The certification consists of five courses and is structured as follows:

Course 1: Business Modelling

- Get a general introduction to business modelling, with a special focus on current and potential future business models within the energy sector

Course 2: Investment Scenarios and Business Models for Battery Energy Storage Systems

- Explore new investment scenarios and innovative business models arising in the highly mutable battery energy storage market.

Course 3: European Legislation and Policy

- Get an overview of the European legislation and policy and how it can affect businesses related to the energy transition.

Course 4: Cost Assessment of Battery-Based Storage Solutions

- Comprehend how to perform cost assessment and analyse the economic feasibility of a battery-based storage solution.

Course 5: Business Models and Business Examples

- Assess a number of real-world examples of successful business at the different levels of energy storage applications.

Instructors

The certification is led by experts from the EIT InnoEnergy ecosystem. Instructors on this certification are:

Thomas Pellerin-Carlin

Research fellow at Jacques Delors Institute, working on the European energy policy. Main fields of interest are energy policy, climate policy, and European defence policy.

Julian Jansen

Growth & Market Development Director (EMEA) at Fluence and former Research and Analysis Manager at IHS Markit Technology, with experience on the global research on energy storage and providing insights into the value drivers and emerging business models driving storage deployment across Europe and N. America.

Martin Vendel

Director of Academy at EIT Urban Mobility, having 25 years of industrial experience, mainly within the digital area working with strategy, product management, and marketing.

Staffan Movin

Program Director KTH Executive School, helping cities and infrastructural companies adopt digitalisation and sustainability based on applied research and consultancy experience.

Iván Contreras

Founder and CEO of Torrot, a manufacturer of electric bicycles and scooters. Iván is specialised in knowledge management, high-speed organisations, and innovative product development.

Francisco Díaz-González

Professor at the Universitat Politècnica de Catalunya in subjects linked with the grid integration of renewable energies. His current research interests include the fields of power electronics for electrochemical energy storage and renewable energies.

Peter Van Den Heede

Head of Sales Council – Electrification Benelux at ABB, working at ABB for more than 10 years in the fields of smart grids, electrification, and business development.

Magnus Lindén

Senior Consultant at Sweco's Energy Markets group with extensive experience of the Nordic electricity market.

How will you learn?

This is an online certification and can be taken at your usual study location. The certification consists of five courses and is self-paced.

Duration: 11 Hours

Is it right for you?

This certification is beneficial for anyone interested in understanding potential business models attached to battery storage and its applications as well as how to prepare for developing a relevant business model.

Prerequisites: In order to be able to follow and benefit from the Battery Storage: Business Models, Market, and Regulation certification, learners would need to have a general understanding of battery storage applications and their opportunities.

Certificates of Achievement

We offer two pathways for issuing of certificates, **InnoEnergy Skills Institute Certificate** and **EDC (European Digital Credentials),** each with its own unique set of benefits, allowing your organization to choose the one that best suits the objectives. **The Achievement recognition will be awarded at a >75% course assessment pass rate.**

InnoEnergy Skills Institute Certificates

What is it?

The InnoEnergy Skills Institute serves as the certificate issuer, verifying learners' progress and achievements with the course material.

What are the benefits?

InnoEnergy Skills Institute certificates are highly adaptable for recognizing various learning levels and achievements. We offer Participation, Completion, and Achievement certificates for learners who complete online courses through the Skills Institute platform.

What that means for you?

You will receive a digital credential that you can store in your personal digital credential wallet. You can also add and share these credentials on your social media platforms. The authenticity of the credentials can be verified online by anyone seeking credential verification.

European Digital Credentials (europass)

What is it?

European Digital Credentials provide an online record of an individual's personal achievements and qualifications. Recognized by employers across the continent, InnoEnergy Skills Institute can issue European Digital Credentials, which learners can add to their European Digital Credentials wallet. For this type of credentials, we only offer Achievement certificates, awarded at a >75% course assessment pass rate.

What are the benefits?

It allows learners to signal their skills and qualifications using the European Learning Model — a semantic standard that helps the recognition of qualifications and digital credentials across Europe. It also combats fraud, and greatly reduces administrative costs.

What that means for you?

You can be confident in the authenticity of your credentials and showcase your skills in a way that is understood in the context of the European Learning Model. You'll also be able to access everything quickly and easily via your online European Digital Credentials wallet.

Versioning

#	Version	Summary of Changes	Date
1	v1.1	Updated the formatting as per InnoEnergy Colour and Font styles	09-Dec-24