

MBI-ENERGY 4.0

Digitalisierung in der Energiewirtschaft

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timpetools develops new web portal

Electricity procurement at the push of a button

Thomas Timpe always has an open ear for his customers' concerns. Before Corona, the managing director of timpetools was on the road every week. Back then, people he spoke to gave him the idea of an interesting business model. After years of programming and development, the resulting Energy Market Data and Communication System EMDaCS is ready for use. For the first time in Germany, the web portal digitalises the entire energy sales process between suppliers and customers with registered power metering.

„Sales in the private and small business sector with standard load profiles have been fully automated for years,“ Timpe knows. For large business customers, on the other hand, electricity and gas procurement has so far been a laborious procedure.

The customer obtains a price quotation for his energy needs from potential suppliers for a specific date. The supplier in turn calculates a forecast from the actual data, prices his offer, adds surcharges and sends the data to the interested party by e-mail. „The supplier has to recalculate the surcharges

each time. For most suppliers, this is still done manually,“ reports the management consultant, who has been selling software for energy trading and sales for decades. In most cases, the supplier bears the quantity and structure risk because penalising contracts for non-compliance with quantity or structure are still a rarity.

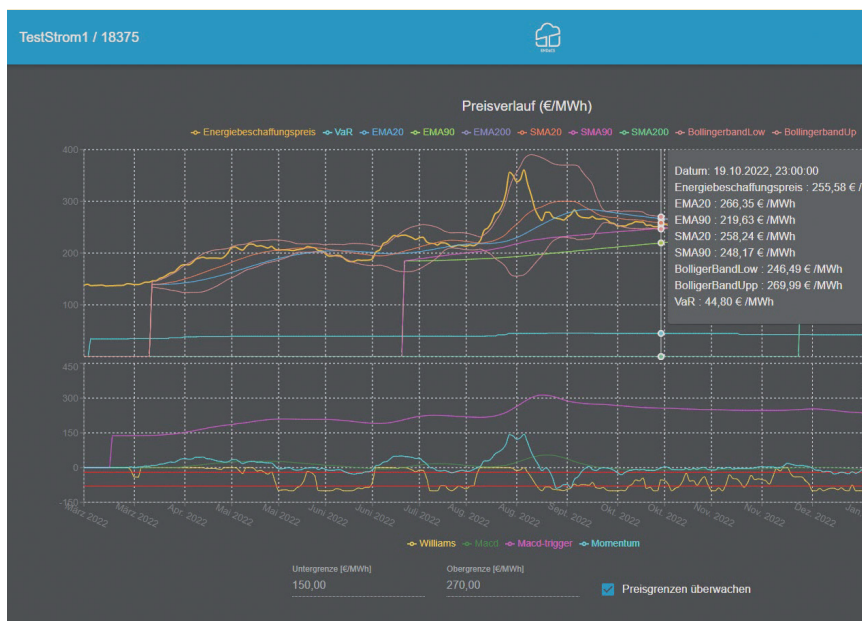
„That was our starting point: to tackle the cost side and thus ensure that there are no additional costs for the supplier due to the constant enquiry process,“ Timpe explains. According to Timpe, the sales and purchasing process

with EMDaCS is comparatively lean: customer and supplier register with the web portal. The customer announces his requirements and immediately receives his offer from the supplier. At the same time, the customer can see the current price, the intraday development and the price history for one year, depending on the supplier's preset rights. He covers the energy demand directly in the portal. The price review explicitly refers to the respective load profile of the customer. „You can quickly see where the price trend is heading and whether it is a good time to buy,“ says Timpe. Classically, energy procurement is a snapshot, he says. In EMDaCS, as in equity analysis, indicators and oscillators are embedded that allow statements on further price development. „So you have much more transparency than if you get the price for a single key date sent to you by mail.“

Business is worthwhile again

The advantages of the new system are obvious for the entrepreneur. Above all, the supplier saves himself the ping-pong game of sending out the offers. These are large cost blocks that have already caused many a supplier to drop out of the active business.

Silvia Rausch-Becker



The price history is just one of the tools that timpetools customers use to simplify electricity purchasing.
Credit: timpetools