

Press release

Kiwigrid and ison develop software for fully integrated energy control

- **All-in-one solution for local energy management, direct marketing and integration of dynamic tariffs**
- **Real market access for prosumers: Just-in-time trading based on energy flows leads to low costs and a high degree of self-sufficiency.**
- **The products will be available to customers, installers, and end customers on a scalable basis starting in 2024**

Hamburg/Dresden, June 5, 2023 - The software and IoT company Kiwigrid and LichtBlick subsidiary ison are jointly developing a virtual utility provider solution (VUP) for manufacturers and wholesalers. End users will be able to participate directly in the energy market and benefit both energetically and financially from what is happening on the market.

The product integrates hardware (photovoltaics, batteries, electric vehicles, heat pumps) into a powerful IoT backend for energy management systems (HEMS). The software enables forecasting and control and provides a market interface connection for spot and intraday trading. For manufacturers and wholesalers, the product thus offers a complete solution for cost-effectiveness and climate-friendliness of home energy control. A special focus is on ERP (Enterprise Resource Planning) integration for offering dynamic tariffs based on smart meter technology.

"This partnership is a milestone for the decentralized energy transition and enables the complete value creation from installation to price-optimized load shifting to billing of dynamic tariffs with smart meter technology. Instead of just selling photovoltaic systems, storage units, wallboxes or heat pumps, energy suppliers, manufacturers and wholesalers will be able to offer complete energy solutions for their customers with our help in the future," explains ison Managing Director Sebastian Mahlow. "This promises long-term customer loyalty as well as a significantly higher return on investment. With this complete solution, we differentiate ourselves from the market."

Dr.-Ing. Carsten Bether, Chief Product Officer (CPO) of Kiwigrid, adds: "We are looking forward to working with our strong partner ison on the development of combined direct marketing in conjunction with dynamic tariffs and local optimization in the coupling of the sectors: (local) electricity, mobility and heat. This will benefit energy suppliers and consumers alike. Our goal is to enable end users to participate in the energy market for the first time in the course of 2023, thus further liberalizing market access. Perspectively, in 2024, the white label product will be available via our platform to all customers of the two companies, as well as their installers and end users, for scaling their own energy products."

Lower energy costs through load shifting and market participation

Accelerating the energy transition in private households is a central component for a climate-neutral future in Germany. To this end, Kiwigrid and ison now offer the key technology for cost-effectiveness and climate friendliness of prosumer solutions.

The energy management software is integrated into the existing Kiwigrid platform. Ison provides aggregated and optimized energy forecasts as a basis for direct marketing and billing of dynamic tariffs. Prosumers thus gain real access to the energy market and benefit from load shifting with suitable dynamic tariffs. This enables them to significantly reduce their energy costs.

The potential for the complete solution is huge: 10.8 million private households could become prosumer homes in Germany. The technology from ison and Kiwigrid will be available as a white label solution to all original equipment manufacturers of prosumer homes. In the development phase, the technology will initially only be offered to a few reference customers.

Presentation of the project at EM-Power Europe

ison will exhibit platform and product in a showcase at EM-Power Europe, which will take place as part of the energy trade fair The Smarter E from June 14-16 in Munich. Experts will also be available for interviews at a dedicated booth (Hall B5 & Booth 658). If you are interested, please register in advance via contact@ison.energy.

About ison

The company ison is a 100 percent subsidiary of the green power pioneer LichtBlick and closes a technical gap by integrating and automating the control of energy resources in the home. In this way, ison provides manufacturers of energy hardware and wholesalers with access to the energy markets.

ison knows and manages all the details of energy regulation and metering and aggregates energy resources independently of the hardware. Through a home energy management system, ison provides connectivity to other devices in the home. Learn more at <https://ison.energy/>

About Kiwigrid

Kiwigrid is the IoT company for energy management and energy optimization. Software and hardware solutions from Kiwigrid network energy generators and energy consumers in the home. Intelligent energy management enables locally generated solar power to be utilized in the best possible way, thereby reducing the load on the power grid and saving on grid fees and electricity costs. KiwiOS provides customer companies with an IoT platform to quickly and inexpensively launch products for the control and optimization of decentralized energy, thereby advancing the energy transition. Kiwigrid is based in Dresden and employs more than 170 people*. The IoT company is a leader in sector coupling in the home and works together with E.ON, BayWa r.e., Solarwatt, enviaM and LG Electronics, among others. kiwigrid.com