



ekWateur

ÉLECTRICITÉ RENOUVELABLE GAZ NATUREL BOIS

RESolution

A joint project to offer local renewable energy within a PV development plan



Who is ekWateur ?



A different kind of supplier...



Renewable



Digital



Collaborative



Circular

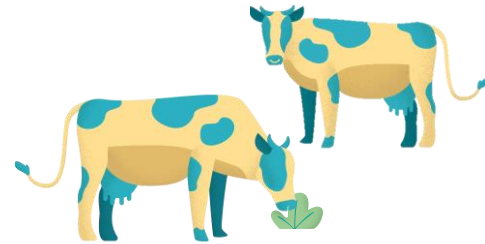
...offering 3 types of energies :



100% renewable electricity

Classic: 100% European renewable

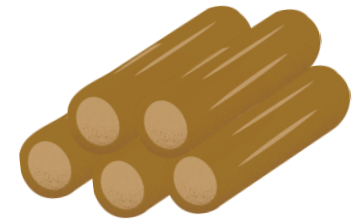
Premium: 100% French renewable
« small producers »



Bio gas respectful of the environment

Classic : 5% french biogas

Premium : 100% french biogas



Heating logs from French sawmills

100% renewable




Within RESolution we offer the premium electricity to local customers

The RESolution project



The RESolution Genesis



Design and construction company



20 MW solar plan



Libaros
137 inhabitants



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The goal of the partnership :

add an acceptability lever to the solar plan project

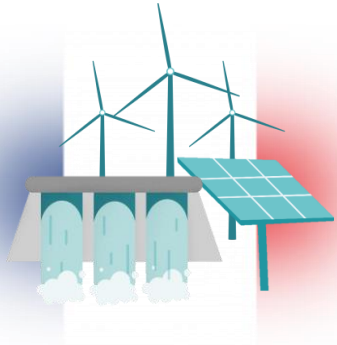
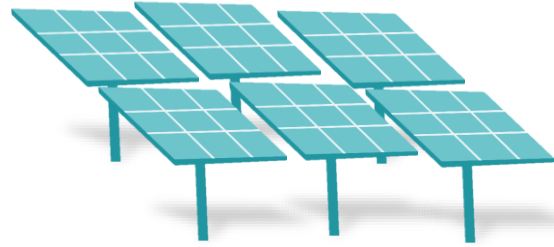


Our offer:

- Local energy production (direct purchase + Guarantees of Origin)
- Discount price
- Dedicated subscription tools
- Customer service

An offer in parallel with the solar project

res



French local renewable small producer

GOs
+
Electrons



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Libaros

What we did to setup the offer

Define a price reduction & align with RES

- Define a simple offer
- Price effort from ekWateur + RES budget to get competitive price
- Make subscription assumptions

Average 390€ reduction per year on a premium and local energy

Tools

- ekWateur builds and hosts a dedicated website + provides tools to the local authority

Meeting the locals

- Meet the mayor
- Answer questions, reassure on supplier switch
- Inform on renewable energy



The screenshot shows the ekWateur website interface. At the top, there is a navigation bar with the ekWateur logo and menu items: 'Electricité verte', 'Gaz naturel', 'Bois de chauffage', 'Autosommation', 'Énergie collaborative', and 'L'écoparc ekWateur'. Below the navigation bar is a banner image of a town. The main content area features the 'RESolution' logo and the headline: 'Votre commune s'engage dans les énergies de demain: l'offre RESolution vous permet de profiter d'une énergie locale, renouvelable et compétitive'. Below this, there are three bullet points: 'Une électricité 100% renouvelable et du biométhane produits en France', 'Une production locale: votre argent soutient les petits producteurs', and 'Un prix exclusif et compétitif: 11% de réduction en comparaison des tarifs réglementés'. A 'Plus d'infos' button is visible. Further down, the text reads 'Une énergie locale, verte et compétitive' and 'L'offre RESolution est exclusive à votre commune. Les points forts de cette offre sont: 1. Une réduction de 11% par rapport aux tarifs réglementés de l'électricité. 2. A la date anniversaire de votre contrat vous recevrez votre réduction financière. Vous choisissez votre petit producteur proche de chez vous. 3. Une réduction valable pour 3 ans.' At the bottom, there is a 'Qui sommes nous ?' link.

What we have learned

- ✓ Political confrontation
 - ✓ Rural populations are not tech savvy
 - ✓ Changing suppliers is still scary
 - ✓ A French Energy monopole
 - ✓ Hostility towards local powerplants
renewable energy
- ➔ don't get caught in it
 - ➔ Train town hall employees
 - ➔ explain security of supply
 - ➔ in people's mind...
 - ➔ Give information on the benefits of

Thank you !

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