

Reliability is key to sustainable revenue for a major international venue in London's Docklands

Partner Profile

Location	London
Assets	Standby diesel generators
Services	STOR
Capacity	6MW

ExCeL London, the international exhibition and convention centre, is the host venue for major events including award-winning exhibitions and conferences, international sporting events, award ceremonies, banquets and product launches.

ExCeL London's energy supply

A major energy user, ExCeL London's investment in energy efficiency has given it class-leading environmental performance. ExCeL's power supply is controlled by the site's own dedicated energy centre, and is supported by two large standby generators and a combined heat and power (CHP) generator.



"ExCeL has previously been honoured with a Diamond Award – one of the top awards – in the Mayor of London's Green 500 scheme, which involves companies from all over the capital with a common aim of reducing carbon use. There is no doubt our relationship with Flexitricity has contributed to that success"

Chris Barnes, Building Services Manager, ExCeL London

New revenue from existing assets

ExCeL London's two on-site standby diesel generators, which are capable of up to 6MW of electrical output, can power the entire site in a power cut. They are also used occasionally to reduce peak demand during major events.

Flexitricity's demand-response infrastructure has the ability to turn on the generators at short notice. This helps National Grid to stabilise the national electricity network during demand peaks, or when large power stations fail.

Bringing these generators into STOR provides ExCeL London with six-figure annual revenues, entirely from assets which the company already owns.



Key Facts

Standby generators automatically provide up to 6MW of electricity generation for short periods

Six-figure revenues earned every year using existing assets

Increases reliability of emergency power supplies

Secure power

A power failure during a major event would not be acceptable to ExCeL London's customers. Standby generators are complex assets, and their reliability is vital to ExCeL London's operations.

Flexitricity and ExCeL London worked together to overcome limitations on the site's connection to the local distribution network, allowing the generation plant to run at full output in parallel with the grid. This provides an ideal on-load test and exercise regime, and gives the site's operators early warning of any faults which would affect supply security.

Getting on with core business

ExCeL London provides reserve electricity to National Grid only within the constraints of normal business operations.

Flexitricity understands that core business processes must always be protected, so the system operates only within pre-agreed limits, which are measured and checked in real time.

"When we first started with Flexitricity, we used to watch the generators running every time. Now we just let the generators run, because Flexitricity manages the whole process for us while we get on with our regular duties," comments ExCeL London Building Services Manager Chris Barnes.

"We obviously need to generate our own power. However, our arrangement with Flexitricity means we are also deriving revenue from the plant, which helps towards our costs."

To request more information about Flexitricity's demand response services:

Call: 0131 221 8100 **Email:** info@flexitricity.com

**Flexitricity**