

10-12 OCT | LONDON

ETOT  
2018

OPERATIONS TECHNOLOGY

# POST-EVENT REPORT 2018



EUROPE'S ONLY EVENT WHERE I  
CAN GET A FEELING ABOUT THE  
EFFECTIVENESS OF MY COMPANIES  
OPERATIONS IN COMPARISON TO  
OUR PEERS AND THE POSSIBLE  
STATE OF THE ART.

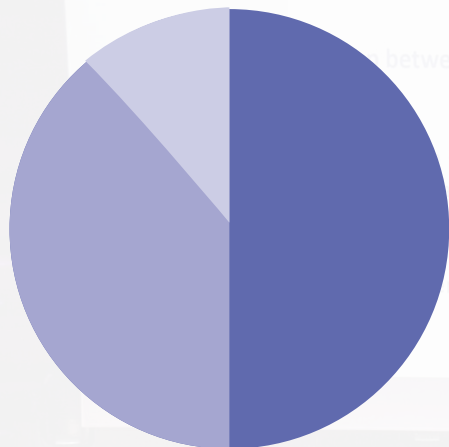
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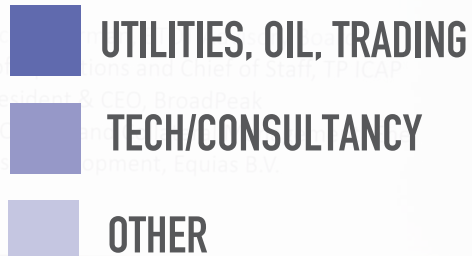
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# ATTENDEE STATS

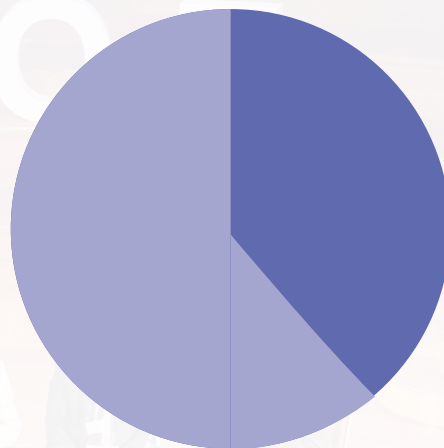
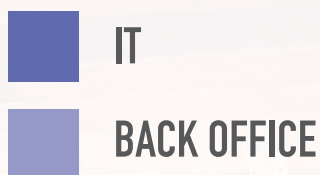
DAY 1



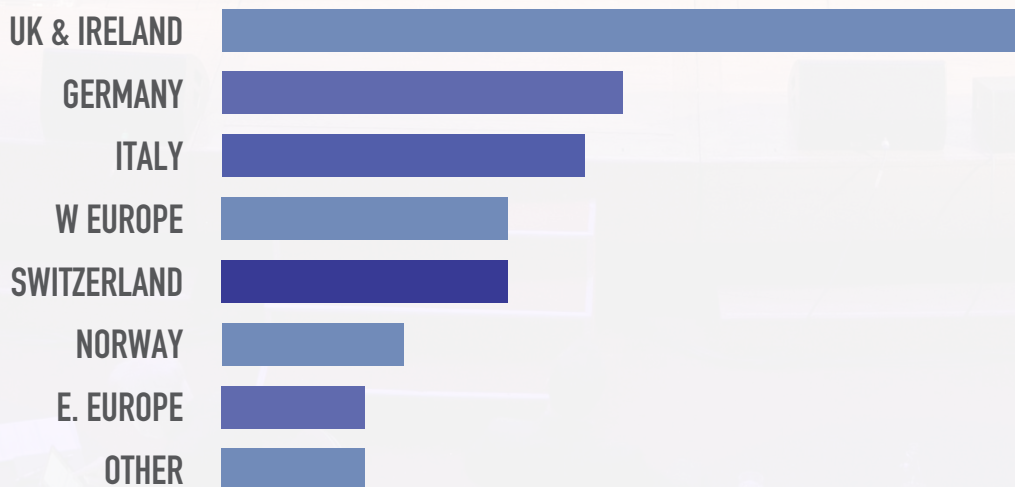
## COMPANY SECTOR/TYPE



## BACK OFFICE vs IT



## GEO BREAKDOWN







# EVENT HIGHLIGHTS

On the 10-11th October 2018, Commodities People hosted the 10th edition of the Energy Trading Operations & Technology Summit at the stunning Central Hall Westminster in London.

This year's edition marks a milestone in ETOT's life – 10 years! It also marks a milestone in the sector as this is the first time in a while that regulations are no longer the biggest priority for energy trading companies. This has allowed companies to focus on optimising processes, developing innovating approaches, embracing new technologies.

## MACRO TRENDS IN ENERGY TRADING

There are a number of new dynamics that will be of prominent importance in the years to come (5-10 years), and will likely have a major impact on what the critical success factors of trading organisations are, as explained by Andrew Singleton, Partner at Baringa, in his presentation.

Margin has and will continue to move up and down the Energy Value Chain as a whole. Historically, margin was focussed on trading. More recently, upstream asset developers have made margin around the subsidy end of the value chain (i.e. developing renewable assets). This margin has also thinned bringing a movement of margin to short term optimisation of assets. Recently, however, even the 'asset' side of flexibility has been well managed. Thanks to a plethora of short term asset optimisation tools, VPPs and other internal automated trading tools, most Western European trading organisations have or are developing a level of maturity in this space. A potential next space for the

margin to move to is the customer side. Flexible customers, 'prosumers' could make up **an increasing proportion of overall energy value chain flexibility and therefore margin in future years.**

The question to ask is when will these

***“...this is the first time in a while that regulations are no longer the biggest priority for energy trading companies”***

'prosumers' become a material part of the supply / demand equation? There has obviously been an increase in usage and install of smart meters over recent years, but are they really shifting consumer behaviour? Based on Baringa's projection, the retail tariff could increase from 20-40% over the next 10 years, driving consumers to look at ways to save money. Bv wav of

example of an alternative way to power homes, all in solar & PV prices are coming down and could be cheaper than grid-based electricity within 5 years. It is within this timeframe that energy trading businesses will need the tools and data management capability to provide offerings to prosumers so that parties can benefit from potential flexibility.

Another driver of potential flexibility is Electric Vehicles (EVs) – these are anticipated to become a major factor in power usage and also flexibility provision over the next 10-15 years. National Grid Future Energy Scenarios indicates that we'll be reaching between 5 and 10 million EVs by 2030 and up to 30 million by 2040, due to the changes in consumers perceptions, EV cost reductions as well as performance improvement in the field and policy decisions. What does this mean in real terms? There could be up to 50GW of mobile capacity from EV batteries – to put that in perspective, that's around half the current UK installed grid capacity. Whether 80% of charging is done at home as currently forecast, or elsewhere. it is clear that the ability



## EVENT HIGHLIGHTS

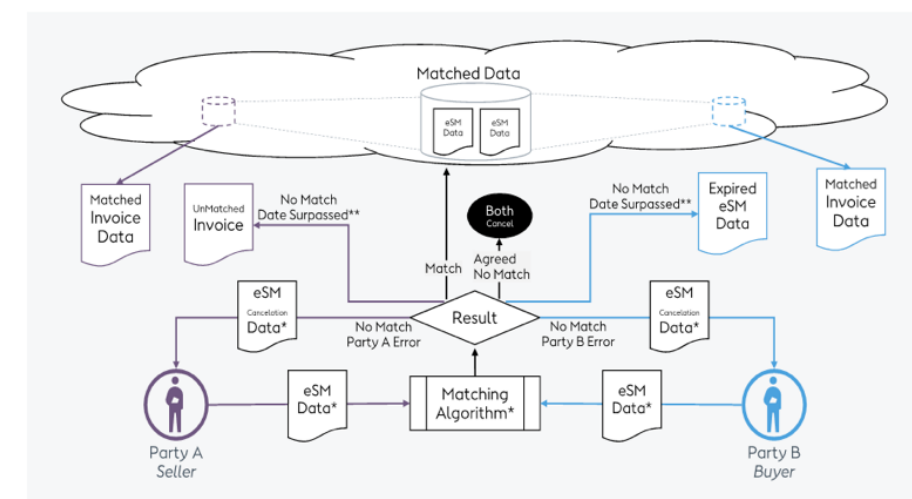
to understand, predict and influence customer behaviour is going to be critical to be able to successfully monetise flexibility associated with EVs.

Apart from EVs development, given the increase in renewables generation, other factors such as solar and wind generation will continue to play an increasingly important part in short term generation / price modality. To maximise revenue in this volatile short term market will require seamless data management, predictive behaviour modelling, and an ability to respond to changing prices.

This is all driving an increased focus on

***“There needs to be a journey of capability-building that starts now, in order to later cater for dynamic and price responsive products”***

Data Management as well as Artificial Intelligence (AI). On the AI side, for some, this is through more simple supervised learning based AI (such as demand forecasting training). Others are looking at unsupervised learning (whereby no labels are given to the learning algorithm, leaving it on its own to find structure in its input), such as pattern recognition which can be a great way to further improve customer segmentation, by way of example. Finally, Reinforcement learning



(whereby data, in form of rewards and punishments, are given only as feedback to the program's actions in a dynamic environment to enable the algorithm to self-learn).

Given the shift to this more data centric world of both AI and RPA, this requires a significant improvement across energy trading organisations in terms of their capabilities, processes, data management and technology. There needs to be a journey of capability-building that starts now, in order to later cater for dynamic and price responsive products; seamless data management around storing and processing large volumes of data whilst leveraging decision support visualisation tools; and predictive behaviour modelling, data analytics and ability to respond to changing price and/or demand.

To achieve this, it is paramount to have a clear vision of where you want to get to, and how your business

strategy is going to drive your data and capability needs. To improve, and in Baringa's view, a 'Saw Tooth' approach to building capabilities should be adapted. This isn't a single large one off investment, but instead a series of incremental changes that are all orientated to a clear and defined set of end goals in terms of capabilities, data management, tools and processes. This journey will provide quick wins, value add, and will continually demonstrate credibility as businesses continue to invest. It will allow companies to tackle capability development in waves and to prepare them for the data driven future.

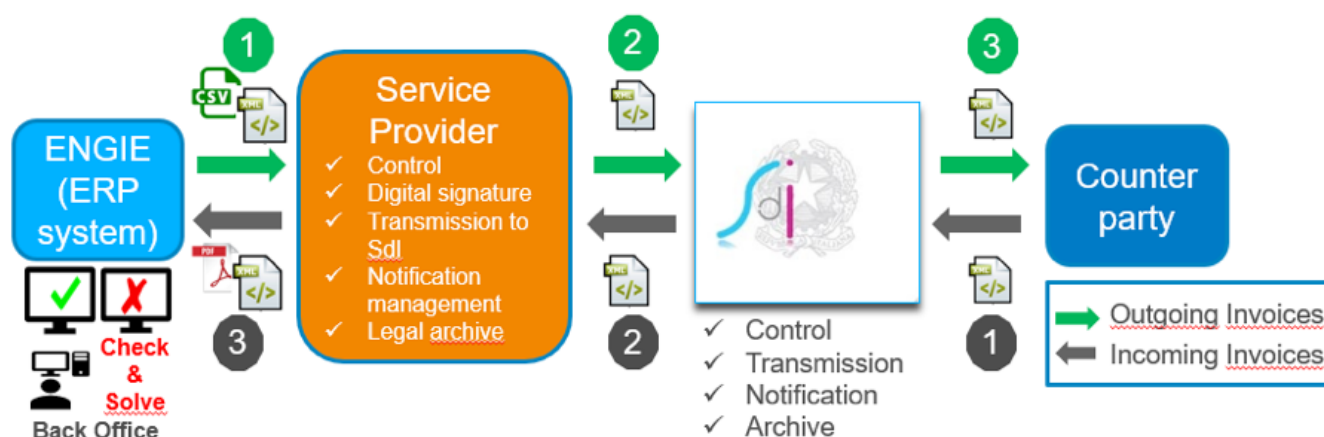
## STANDARDISATION

With the decreasing pressure of the regulations implementation, the industry has been able to go back to some of the original projects of standardisation across the processes.

One of them is around Electronic







Settlements Matching – eSM – which is a process for electronically matching invoice/settlement data similar to eCM. The BPOC, a working group within EFET, is currently involving a dozen of utilities and trading companies. The aim is to enable a digitised and efficient settlement and netting reconciliation for all participants by reducing the need for paper/pdf invoices.

The group is developing a joint data and process standard to be supported across the energy industry using established frameworks. They started by reviewing the results from eSM's first iteration back in 2008, as these needed updating according to current requirements and expectations.

The working group focuses on two main workstreams in order to reach alignment in key areas; one is meta data model to define content and

format to be used for reconciliation, and the other one is process definition to define order and algorithm used for matching. They selected physical fixed priced forwards in gas and power as the minimum viable products, based on previous experiences with eCM.

In the coming weeks and months the working group's technical documentation writing partner will submit their proposal around CpML definitions to both the EFET Board and the CpML Governance Board, the goal being for CpML to contain confirmation matching, regulatory reporting and settlement matching.

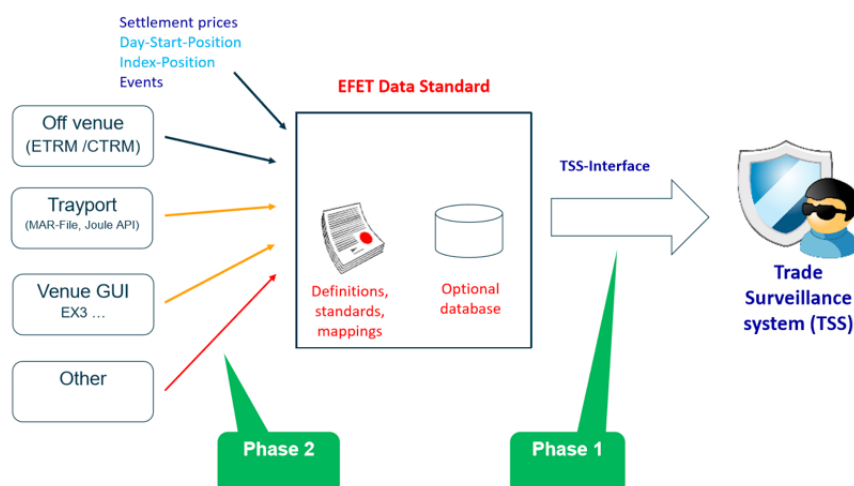
The importance of electronic settlement matching is becoming more and more essential in Italy where the use of e-invoicing for B2B and B2C Italy-resident businesses will become mandatory from January 2019. The Italian state is for that purpose

***“The importance of electronic settlement matching is becoming more and more essential in Italy where the use of e-invoicing for B2B and B2C Italy-resident businesses will become mandatory from January 2019.”***

developing a single exchange hub named Sistema di Interscambio (SdI) based on XML processing format.

Italy is not the only country concerned by e-invoicing. Indeed, as per the 2014 Directive (2014/55/EU) on electronic invoicing in public procurement and the European standard (EN 16931), member states have until April 2019 to comply with their obligation of receiving and processing electronic invoices. However this is limited to B2G (government) invoices. Countries across Europe are implementing different formats for e-invoicing.

Taking the example of Engie Global Markets Italy, the implementation of e-invoicing started in April with getting a good understanding of the text published by the Italian Tax Authority. For lack of time and fear of not being ready on time (hence being fined)



## EVENT HIGHLIGHTS

it was decided to go for a service provider, so an important step has been the selection of the provider. Following this, the implementation really kicked off with the analysis of the new flow, and how it will be embedded with current systems.

Very important topics remain to be discussed. The first one is around invoice number and accounting registration: since an invoice is formally “issued” only after passing the checks of the Sdl, the use of a ProForma invoice might be the way forward. The other point that Italian companies are still discussing is around payment terms, as this new obligation might induce payment delays. The Sdl system has indeed up to 5 days to send the invoice to the counterparty, meaning that payment terms should be changed under ISDA contracts.

This new obligation is also a great opportunity for companies to transform the invoicing process and make it leaner. It is a good timing to do so, not only because of the mandatory rule in Italy and the likelihood of the rest of Europe following soon, but also because regulations now support e-invoicing, the technology innovation like blockchain are more mature and can assist in these matters, and also because there is a real drive inside companies and outside to lower costs, gain in efficiency and reduce operational risks.

Trade surveillance is also one of the areas that would benefit from better alignment across the industry. A task force has been created by EFET in order to develop a data standard for market surveillance. Its objective is to firstly define a data standard for the upload interface of market surveillance systems – Phase 1. By using common and well defined data we can expect that the results will be clear and won't need interpretation based on who was deciding what data to enter. Secondly it will be about step by step moving data sources into the direction of the data standard in order to avoid harmonisation, transformation and data enrichment on the long run – Phase 2.

## NEW TECHNOLOGIES

Innovation in the field of data management and trading platform is shaping the sector. One of the trends that we see growing, although not a new technology, is RPA.

Companies engage in RPA for various reasons but the most common drivers are the scalability, transparency and people empowerment (of non-IT employees) it allows, its cost reduction aspect, its seamless integration with existing IT systems, and finally its ability to reduce operational and technology risks.

### *“... RPA is a macro on steroids”*

One of the approaches consists in starting small, with a proof of concept immediately followed by quick wins, to get familiar with RPA and promote it, with management but also with users. The most critical step is then process selection. When moving a process to RPA, one needs to carefully consider the process itself. What makes a process viable to consider as an RPA candidate? It will need to be a high volume and highly manual process that involves repetitive and rule based tasks, not to mention a low number of exception and low complexity. Scoring processes can help in this phase. It is also important to consider the amount of standardisation and optimisation that will be needed – hence work and time – for a process to be a good candidate for RPA. While scaling up, there will be a need for support and maintenance (in case of errors), that is achieved by developing ‘super users’. Finally, it would be crucial to set up a governance and excellence centre to make sure the way RPA is developed is standardised and in line with the ‘RPA brand’ you have in mind for your company.

When it comes to CTRMs, one of the client-driven trends experts have pointed out is the increasing need for CTRMs to support business agility and allow for companies to take opportunities quickly. They've also seen an increase in volumes of trades (including on LNG), and high frequency trading. Energy companies are very cost-conscious, hence they need faster implementation, but still have a necessity of flexibility. Very large systems are complex and hard to maintain, and this is why companies now aim for simplification, with the addition of modules, or decide for a reduced functionality system combined with cloud capabilities. Subscription economy is booming, hence the success of software as a service (SaaS).

It seems the need users are split between those who want to keep a private cloud, and those who are keener on a public one. Looking beyond the security issues, which some consider a non-topic given the lack of security we sometimes witness with data centres, a multi-tenant solution can provide high quality of service.

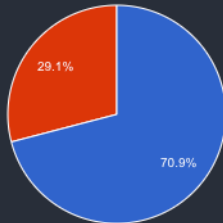
Some companies have embarked on the cloud journey for their CTRM systems. That is the case of Uniper: thanks to a big drive internally the company was able to move their major power system to the cloud, and this has been live since July. The plan is now to move the gas system Q1 of next year. It was a challenge to migrate to the cloud – it incurred change costs of course, however no operational ones – and couldn't be 100% tested but it's already resulted in a gain of performance. In terms of benefits, this system has enabled better data insight and access, faster deployment, increased speed, some cost reduction, not to mention scalability. For the company one of the major success factors has been the trust and partnership with their provider, it has to go beyond the normal buyer/seller relationship.



# ETOT 2018 LIVE VOTING RESULTS

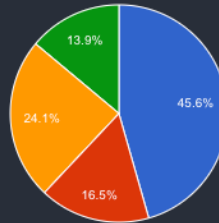
Do you expect to see blockchain production use in 5 years?

Yes  
No



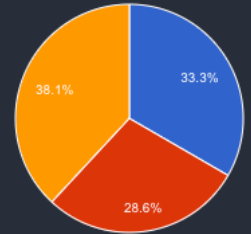
Who will be the 'taxi drivers' of the blockchain Uber?

Brokers  
Exchanges  
Clearing banks  
CCPs



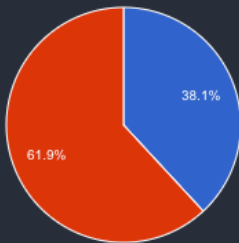
Have you begun your preparations for Brexit?

Yes  
Not yet, but will be starting shortly  
No, we are not planning to do anything



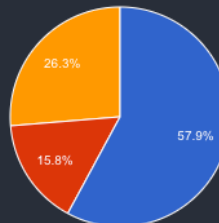
Do you have the resources to prepare for Brexit?

Yes  
No



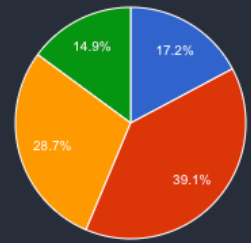
What is the most serious 'no deal' concern you have?

Cross-border energy trading  
Permits to trade  
Financial regulations



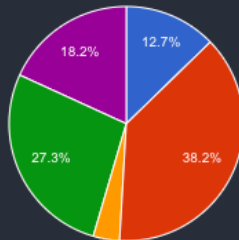
Where is the budget currently being focused on?

Regulatory requirements  
IT projects (RPA, AI, etc.)  
Trading platforms  
Operational teams



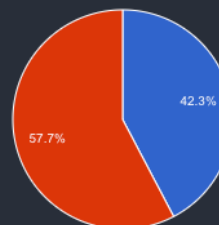
Benefits of regulatory reporting?

Integration/consolidation of internal trading systems  
Standardisation of trade, order and position data formats  
Establishment of code schemes (LEI, ISIN)  
Greater transparency  
None of the above



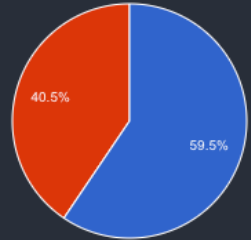
Who from the audience is already implementing RPA in their shop?

I am  
I am not



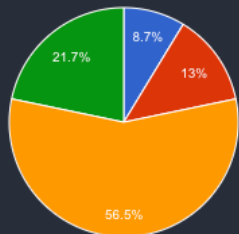
Who is considering an RPA implementation?

I am  
I am not



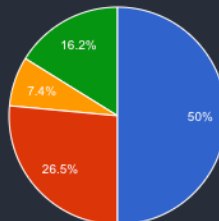
Is your organization AGILE?

Nothing, it don't apply us (It's some ICT stuff!).  
Everybody speaks about it but nobody actually uses it.  
We are starting to learn and use it.  
It's really embedded in our culture.



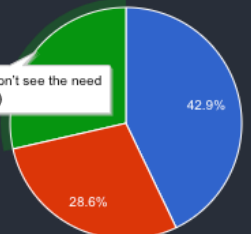
In your opinion, which departments benefits the most from access to Data:

Front Office  
Back/Middle Office  
Settlements and Treasury  
Credit and Risk



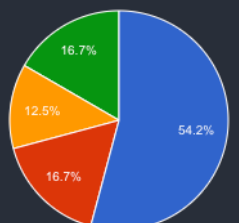
Do you have a working trade surveillance solution

Yes  
Not yet, but we are in the procurement / implementing / testing process  
No, we don't see the need  
No, we don't see the need



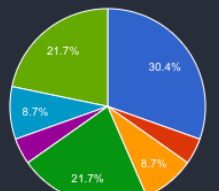
Do you use a data base for data collection in front of your surveillance system?

Yes  
Not yet, but we are in the procurement / implementing / testing process  
Not yet, but we plan getting one soon  
No, we don't see the need



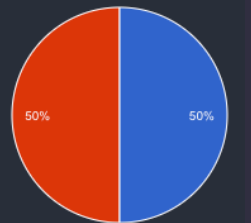
In the next 12 months which area of investment do you see as the most important priority for your firm:

Trade surveillance  
Electronic Communication Sur...  
Voice Communication Surveillance  
Holistic Surveillance (Combining Trade...  
Supervisory Surveillance Dashb...  
Artificial Intelligence...  
None of the above



How important is achieving holistic surveillance in your firm?

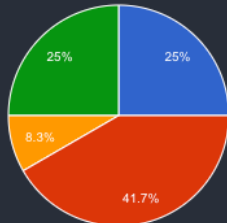
Important  
Not important



# ETOT 2018 LIVE VOTING RESULTS

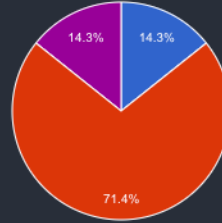
Do you consider to build a data analytics platform for your enterprise?

- Yes, there are plans
- Yes, we started already
- Yes, we completed
- We do not have concrete plans



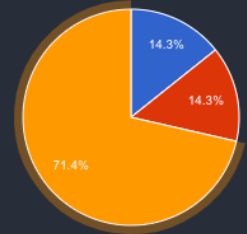
What is most important for a successful digital transformation?

- Tools & Technology
- Mindset
- ML & AI



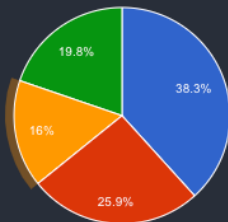
Do you think your current role will exist in 5 years?

- Yes, without any change
- No, not needed anymore
- Yes, with significant changes



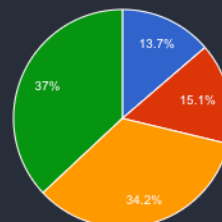
Has your company started developing solutions suitable for the Flexibility market?

- Not being considered
- Product is in design phase
- Product is in development phase
- Product is already in production



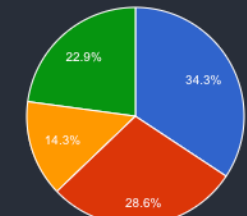
What do you find most challenging in delivering cloud based solutions?

- Cloud Expertise
- Lack of SME resources
- Internal complex processes
- Complexity of legacy platforms



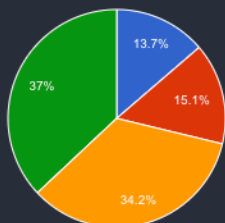
What stage of the cloud adoption framework you are currently at?

- Experimenting
- Foundations
- Migration
- Optimisation



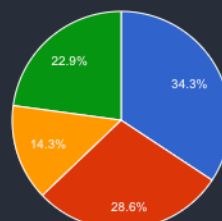
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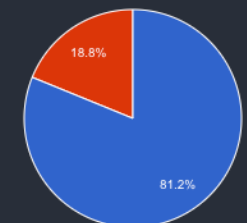
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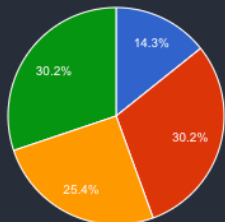
Do you believe electronic invoicing will be a necessity rather than an optimisation topic?

- Yes
- No



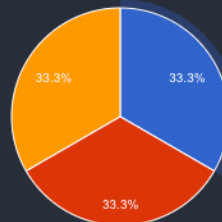
Will you/your company investigate electronic invoicing (and participation in eSM) now?

- We've got other priorities.
- We need to do more research.
- My company needs to join!
- We already are engaged in eSM!



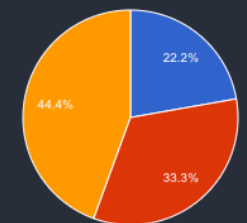
Have you considered changing clearing bank/broker in the past 5 years?

- Yes, we have not acted on it yet because of the burden of the migration process
- Yes, we are in the process of changing
- No, we are happy with the current ones we work with



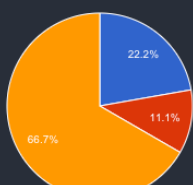
Who would you keep responsible for monitoring on quality ( both services and credit rate) of direct and general clearing members connected to the CCP?

- Regulator
- CCP
- Clearing Members themselves



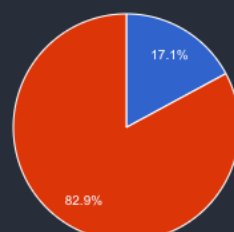
In case a Clearing Member goes into default and related positions have to be closed out in order to minimize the loss, the CCP will trigger the Default Management process. Should such process focus on

- Auction of positions only open for Clearing members
- Bidding procedure for a selected group of 'close out providers' (trading entities)
- Auction open to all active entities: both Clearing members and trading entities



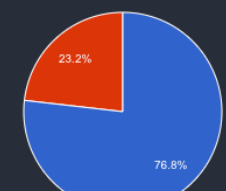
Is outsourcing dead?

- Yes
- No



You currently don't outsource. Would you consider outsourcing some areas of your business and IT functions?

- Yes
- No

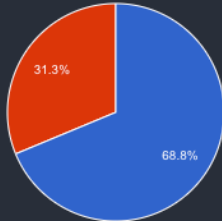




# ETOT 2018 LIVE VOTING RESULTS

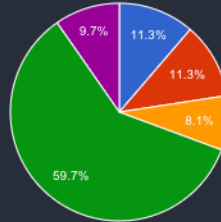
You currently outsource some functions. Do you consider getting some of these functions back?

● Yes  
● No



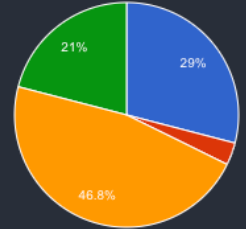
Has your organization experienced any of the following recently?

● Project/programme delay significant enough to potential...  
● Repeated/multiple cost over-runs within a single project or a...  
● Significant change to scope mid-flight on a project?  
● All of the above?  
● None of the above or have not engaged o...



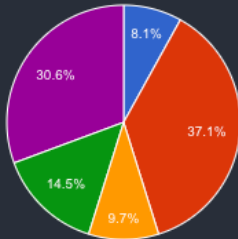
Do you think End User Tools have a right to exist?

● Yes, they are essential and should be allowed and stim...  
● No, they should be replaced by Mainstream IT  
● They have a value in certain cases but there should be a st...  
● They should be only allowed as a conscious allowanc...



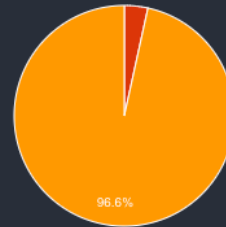
What is your biggest IT challenge?

● Knowledge sustainability in your everchanging proce...  
● Dynamic Business Needs and Priorities  
● Each solution being yet another Tactical fix – limited room fo...  
● Lack of mutual trust between Business and IT  
● All of the above



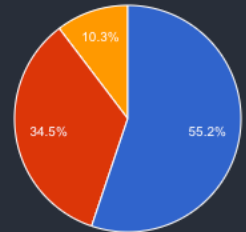
What is e-Invoicing?

● OCR – Optical Character Recognition (Scanned paper invoices)  
● An electronic invoice (e-Invoice) is an invoice that has been issued, transmitted and received in a structured data format which allows its automatic and electronic processin...



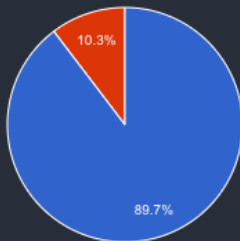
When do you believe e-Invoicing will be mandatory also for B2B in the rest of Europe?

● Within the next 3 years  
● Within the next 5 years  
● Never



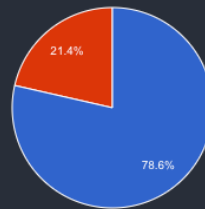
Do you recognize your actual process?

● Yes  
● No



Would you be ready to invest appropriate resources into the development of the eSM system?

● Yes  
● No



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# ETOT 2019

OPERATIONS TECHNOLOGY





SAY "CHEESE"!





# ATTENDEE LIST

## JOB TITLE

## COMPANY

## SECTOR

## COUNTRY

Back Office Specialist	A2A	Utility	Italy
Commodity Trading Risk & Management	A2A	Utility	Italy
IT Energy Management	A2A	Utility	Italy
Commodity Trading Risk & Management	Accenture	Risk Management, Legal and Business Consulting	UK
Head of Retail & Customer Service	Alperia	Utility	Italy
Project Lead & Business Expert	Alpiq	Utility	Switzerland
Head of Settlement Trading & Corporate Settlement	Alpiq	Utility	Switzerland
Head of Partnerships	Applied Blockchain	Technology Solutions & Consulting	UK
Founder and CEO	Applied Blockchain	Technology Solutions & Consulting	UK
COO	Aquilon Energy Services	Technology Solutions & Consulting	USA
CEO & Founder	Aquilon Energy Services	Technology Solutions & Consulting	USA
CTO	Avanade	Technology Solutions & Consulting	UK
Energy Lead	Avanade	Technology Solutions & Consulting	UK
Client Account Lead, Business Change Leader, CIO, CTO	Avanade	Technology Solutions & Consulting	UK
Account Lead	Avanade	Technology Solutions & Consulting	UK
Global Lead - Application Development and Managed Services	Avanade	Technology Solutions & Consulting	UK
Senior Business Analyst	Axpo	Utility	Switzerland
Business Project Manager	Axpo	Utility	Switzerland
Program Lead Lean Management	Axpo	Utility	Switzerland
Head, Energy Operations	Axpo	Utility	Switzerland
Head Transaction Processing	Axpo	Utility	Switzerland
Operations Manager	Axpo	Utility	Switzerland
Head Origination Services	Axpo	Utility	Switzerland
Head of Trading IT & Back Office	Axpo	Utility	Switzerland
Partner	Baringa Partners	Risk Management, Legal and Business Consulting	UK
Director	Baringa Partners	Risk Management, Legal and Business Consulting	UK
Partner	Baringa Partners	Risk Management, Legal and Business Consulting	UK
Director	Baringa Partners	Risk Management, Legal and Business Consulting	UK
Senior Manager	Baringa Partners	Risk Management, Legal and Business Consulting	UK
Partner	Baringa Partners	Risk Management, Legal and Business Consulting	UK
Senior Manager	Baringa Partners	Risk Management, Legal and Business Consulting	UK
Senior Consultant	Baringa Partners	Risk Management, Legal and Business Consulting	UK
Data Scientist	BB Energy	Trading house	Greece
Data Scientist	BB Energy	Trading house	Greece
Client Principal	BJSS	Technology Solutions & Consulting	UK
Head of Commodities & Utilities Practice	BJSS	Technology Solutions & Consulting	UK
Reporter	Bloomberg News	Press and Associations	UK
Director - Resources, EMEA	Blue Prism	Technology Solutions & Consulting	UK
Associate	Blue Prism	Technology Solutions & Consulting	UK
Senior Pre Sales Consultant	Blue Prism	Technology Solutions & Consulting	UK
Business Development, EMEA	Blue Prism	Technology Solutions & Consulting	UK
Senior Sales Executive	Brady	Technology Solutions & Consulting	UK
Head of Value Enablement	Brady	Technology Solutions & Consulting	UK
Product Marketing Manager – Energy	Brady	Technology Solutions & Consulting	UK
Pre-Sales Consultant	Brady	Technology Solutions & Consulting	UK
President & CEO	BroadPeak	Technology Solutions & Consulting	US
Account Executive	BroadPeak	Risk Management, Legal and Business Consulting	US
Team Manager Energy & Commodity Trading	Cappgemini Invent	Risk Management, Legal and Business Consulting	Germany
Senior Manager Corporate Functions Strategy	Cappgemini Invent	Risk Management, Legal and Business Consulting	Germany
Head of Energy & Commodity Excellence	Cappgemini Invent	Risk Management, Legal and Business Consulting	Germany
Vice President	CapSpire	Risk Management, Legal and Business Consulting	UK
Executive VP - Global Chief Operating Officer and Chief Information Officer	Castleton Commodities International	Trading house	US
VP - Team Lead for Process Automation	Castleton Commodities International	Trading house	US
Brexit Project Manager	Centrica	Utility	UK
Manager of Trading Operations	CEZ	Utility	Czech Republic
Founder	ChainVine	Technology Solutions & Consulting	UK
Editor in Chief	Commodities Now	Press and Associations	UK
IT Analyst	ConocoPhillips UK Ltd.	Oil Company	UK

# ATTENDEE LIST

JOB TITLE	COMPANY	SECTOR	COUNTRY
IT Supervisor	ConocoPhillips UK Ltd.	Oil Company	UK
Presales Consultant	Contigo Software	Technology Solutions & Consulting	UK
Managing Director	Contigo Software	Technology Solutions & Consulting	UK
Senior Associate	Correggio Consulting	Risk Management, Legal and Business Consulting	Belgium
Junior Associate	Correggio Consulting	Risk Management, Legal and Business Consulting	Belgium
Surveillance Chief Technical Officer	Credit Suisse	Financial & Brokerage Services	UK
CEO	CTRMCloud	Technology Solutions & Consulting	USA
Partner	d-fine GmbH	Risk Management, Legal and Business Consulting	UK
Manager	d-fine GmbH	Risk Management, Legal and Business Consulting	UK
Account Director	DataGenic & MarketView	Technology Solutions & Consulting	UK
Pre Sales Consultant	DataGenic & MarketView	Technology Solutions & Consulting	UK
Technical Account Manager	DataGenic & MarketView	Technology Solutions & Consulting	UK
Account Director	DataGenic & MarketView	Technology Solutions & Consulting	UK
Account Director	DataGenic & MarketView	Technology Solutions & Consulting	UK
Business Development Executive	Digiterre	Technology Solutions & Consulting	UK
Head of Business Development	Digiterre	Technology Solutions & Consulting	UK
Founder and CEO	Digiterre	Technology Solutions & Consulting	UK
PowerShift Lead	EDF Energy	Utility	UK
Head of Back Office	Edison	Utility	Italy
Back Office Analyst	Edison	Utility	Italy
ETRM Software Development Engineer	EDP	Utility	Spain
Energy Management IT/OT Director	EDP	Utility	Spain
Liquidation and Billing Specialist	EDP	Utility	Spain
Back Office Technician	EDP	Utility	Spain
Settlement Analyst	EDP	Utility	Spain
Secretary General	EFET – European Federation of Energy Traders	Press and Associations	Netherlands
Head of Standardisation Workstream	EFET – European Federation of Energy Traders	Press and Associations	UK
Chairman of the Legal Committee	EFET – European Federation of Energy Traders	Press and Associations	Belgium
Financial Controller	Electrорoute	Utility	Ireland
Back Office Operations	Endesa	Utility	Spain
Business Support & System Improvement	Endesa	Utility	Spain
Head of Back Office	Endesa	Utility	Spain
Head of Business Operations	Eneco	Utility	Netherlands
Analyst, Business Operations	Eneco	Utility	Netherlands
Head of Trading & Financial Back Office	Enel	Utility	Italy
Head of Data Quality and Collateral Management	Enel	Utility	Italy
Head of Risk Department	Energie Steiermark	Utility	Austria
	Energy Risk Professional	Press and Associations	UK
Brexit and Economic Policy Manager	Energy UK	Press and Associations	UK
Head of Back Office GEM Italy	ENGIE	Utility	Italy
IT Business Support GEM Italy	ENGIE	Utility	Italy
Back Office Manager	ENGIE	Utility	France
Chief Operating Officer - Global Energy Management Italy	ENGIE	Utility	Italy
Head of Transversal Projects Team - Back Office	ENGIE	Utility	Belgium
VP Operations – GLP Operations/Back Office	ENI	Oil Company	Italy
Back Office Trading	ENI	Oil Company	Italy
CEO	Entrima	Risk Management, Legal and Business Consulting	Netherlands
Sales Team	Equias	Technology Solutions & Consulting	Germany
Chief Operating Officer	Equias	Technology Solutions & Consulting	UK
Business Development	Equias	Technology Solutions & Consulting	UK
Sales Team	Equias	Technology Solutions & Consulting	Belgium
Leader Risk Analytics	Equinor	Oil Company	Norway
Leader IT	Equinor	Oil Company	Norway
IT Leader	Equinor	Oil Company	Norway
Leader IT	Equinor	Oil Company	Norway
Sector Manager IT, Marketing & Supply Solutions	Equinor	Oil Company	Norway
Head of Back Office Energy Management	ERG	Utility	



# ATTENDEE LIST

## JOB TITLE

## COMPANY

## SECTOR

## COUNTRY

Head of Trading & Optimization	ERG	Utility	Italy
Back Office Complex Contracts Manager	ESB	Utility	Ireland
Manager Projects and Support	ESB	Utility	Ireland
Business Analyst	ESB	Utility	Ireland
Commodities Manager, BO	ESB	Utility	Ireland
Business Analyst	ESB	Utility	Ireland
Managing Director	ETIAconsult B.V	Technology Solutions & Consulting	Netherlands
Lead Business Analyst & Architect	ETIAconsult B.V	Technology Solutions & Consulting	netherlands
Managing Director	ETR Advisory	Risk Management, Legal and Business Consulting	UK
Founding Partner & CEO	ETRM Services	Technology Solutions & Consulting	USA
Director, Europe	ETRM Services	Technology Solutions & Consulting	
Founding Partner & CSO	ETRM Services	Technology Solutions & Consulting	USA
Lead Director, Europe	ETRM Services	Technology Solutions & Consulting	Netherlands
Solutions Leader	Everis	Risk Management, Legal and Business Consulting	UK
Senior Manager	Everis	Risk Management, Legal and Business Consulting	UK
Director	Excelian	Technology Solutions & Consulting	UK
Director	Excelian	Technology Solutions & Consulting	UK
Director	Excelian	Technology Solutions & Consulting	UK
Managing Director	FERDEC GmbH	Technology Solutions & Consulting	Germany
Head of Sales	FIS Energy & Commodities	Technology Solutions & Consulting	UK
Business Development Manager	FIS Energy & Commodities	Technology Solutions & Consulting	UK
IT Manager, Development and Architecture	Fortum	Utility	UK
Business Development	Generation 10	Technology Solutions & Consulting	UK
CEO	Generation 10	Technology Solutions & Consulting	UK
Business Development & Strategy	Generation 10	Technology Solutions & Consulting	UK
IT Manager	GMSL	Technology Solutions & Consulting	UK
Head of Back Office	Iberdrola	Utility	Spain
Head of Business Development	Igloo Trading Solutions	Technology Solutions & Consulting	UK
Founder	Igloo Trading Solutions	Technology Solutions & Consulting	UK
CTO	Igloo Trading Solutions	Technology Solutions & Consulting	UK
Partner, Energy & Commodities European Lead	Infosys	Technology Solutions & Consulting	UK
Senior Principal, Energy & Commodities Practice	Infosys	Technology Solutions & Consulting	UK
Western Europe Reporter	Interfax	Press and Associations	UK
Editor, Middle East & North Africa	Interfax Global Energy	Press and Associations	UK
Director of Product Strategy	Irisium	Technology Solutions & Consulting	UK
Head of Product Control	Koch Supply & Trading	Oil Company	UK
Head of Middle Office	Koch Supply & Trading	Oil Company	UK
Project Manager	Latvenergo	Utility	Latvia
Head of Descriptive Analytics, Risk & Compliance	LDC (Louis Dreyfus Company)	Trading House	Switzerland
Global Head of Back Office Solutions	LDC (Louis Dreyfus Company)	Trading house	France
Head of Business Applications / Project Manager	Litasco	Oil Company	UK
CEO	Maitland Energy Consulting Ltd	Risk Management, Legal and Business Consulting	UK
Founder & CEO	Molecule Software	Technology Solutions & Consulting	
VP of Sales	Molecule Software	Technology Solutions & Consulting	
Relationship Manager	Morningstar	Technology Solutions & Consulting	UK
Relationship Manager	Morningstar	Technology Solutions & Consulting	UK
Senior Sales Executive	Morningstar	Technology Solutions & Consulting	UK
Head of ETRM & Trading Process Management	OMV AG	Oil Company	
SVP Product Management	Openlink	Technology Solutions & Consulting	UK
Sales Manager, Power & Gas Markets, EMEA	Openlink	Technology Solutions & Consulting	UK
Client Development Executive	Openlink	Technology Solutions & Consulting	UK
Senior Application Consultant Management Services Finance & IT	Ørsted	Utility	Denmark
Gas, Power, FX & LNG Investments	Petroineos	Oil Company	UK
Oil Settlements & Payments Lead, Finance	Petroineos	Oil Company	UK
Head of ETRM & Business Systems	Petroineos	Oil Company	UK
Head of IT	Petronas Energy	Oil Company	UK
Director of Sales & Marketing	Pioneer Solutions	Technology Solutions & Consulting	Netherlands
Managing Director	Ponton GmbH	Technology Solutions & Consulting	Germany
Managing Director	Positive Minds Consultancy	Technology Solutions & Consulting	UK

# ATTENDEE LIST

JOB TITLE	COMPANY	SECTOR	COUNTRY
Sales Manager	Powel AG	Technology Solutions & Consulting	Germany
Partner	PwC	Risk Management, Legal and Business Consulting	UK
Director	PwC	Risk Management, Legal and Business Consulting	UK
Managing Partner	RedQuadrant	Risk Management, Legal and Business Consulting	UK
Business Consultant	ROITI	Technology Solutions & Consulting	Bulgaria
Head of Bespoke Contracts & Balancing Services	RWE Supply & Trading	Utility	Germany
Head of Back Office Services	RWE Supply & Trading	Utility	Germany
Head of Data Engineering Practice	Scott Logic	Technology Solutions & Consulting	UK
Head of Business Development	Scott Logic	Technology Solutions & Consulting	UK
Lead Technical Consultant	Scott Logic	Technology Solutions & Consulting	UK
IT Manager	Shell	Oil Company	UK
IT Advisor	Shell	Oil Company	UK
General Manager	Shell	Oil Company	UK
Business Analyst (IT)	Shell Energy Europe and Environmental Products/Back Office	Oil Company	UK
Senior BA Shell Energy and Back Office	Shell International Trading and Shipping	Oil Company	UK
EMEA Head of Energy Clearing Sales, Director CTY Energy and Power Markets	Societe Generale International Limited	Financial & Brokerage Services	UK
Head of Back Office Trading and Origination	Statkraft	Utility	Germany
VP Back Office	Statkraft	Utility	Germany
Head of IT & Business Analysis	Statkraft	Utility	Norway
Head of Trading Support, IT	Statkraft	Utility	Germany
IT Manager	Total Gas & Power	Utility	UK
Development Manager	Total Gas & Power	Utility	UK
Head of Market Risk, Derivatives Middle Office and Back Office	TOTSA TOTAL Oil Trading	Oil Company	France
Head of Energy Operations EMEA	TP ICAP	Financial & Brokerage Services	UK
Global Head of Operations and Chief of Staff	TP ICAP	Financial & Brokerage Services	UK
MD	Tradelogic	Risk Management, Legal and Business Consulting	UK
Managing Director	TRADESPARENT	Technology Solutions & Consulting	UK
Marketing Manager	TRADESPARENT	Technology Solutions & Consulting	UK
Senior Business Consultant	TRADESPARENT	Technology Solutions & Consulting	UK
Product Manager	Trayport	Technology Solutions & Consulting	UK
Client Executive	Trayport	Technology Solutions & Consulting	UK
Client Executive	Trayport	Technology Solutions & Consulting	UK
Head of Power and Gas Trading Solutions	Uniper Global Commodities SE	Utility	Germany
Head of Long Term Gas Contracts Infrastructure	Uniper Global Commodities SE	Utility	Germany
Head of Trading Business Development Operations	Uniper Global Commodities SE	Utility	Germany
Head of Exchange, Clearing and Margining Operations	Uniper Global Commodities SE	Utility	Germany
Vice President, Enterprise Data Integration	Uniper Global Commodities SE	Utility	Germany
Senior Vice President Sales & Trading IT	Uniper Global Commodities SE	Utility	Germany
Research Associate - Energy Policy Research Group	University of Cambridge	Press and Associations	UK
Business Analyst	Vattenfall	Utility	Germany
Head of Trade Control	Vattenfall	Utility	Germany
Solution Architect ETRM	Vattenfall	Utility	Germany
Enterprise Architect	Vattenfall	Utility	Germany
Back Office Manager	Vattenfall	Utility	Sweden
Principal Risk Manager	VERBUND Trading GmbH	Utility	Austria
Global Head, Energy & Commodity Trading Business	Wipro	Technology Solutions & Consulting	India
Practice Director - Energy & Commodity Trading Business	Wipro	Technology Solutions & Consulting	USA
Consulting Partner - Energy & Commodity Trading Business	Wipro	Technology Solutions & Consulting	India
Senior Consultant, Energy & Commodities Digital Transformation	Wipro	Technology Solutions & Consulting	India
Energy & Commodities	Xceptor	Technology Solutions & Consulting	UK
Director of Business Development, European Markets	ZE PowerGroup	Technology Solutions & Consulting	UK
Account Manager	ZE PowerGroup	Technology Solutions & Consulting	UK
Business Development Executive	ZE PowerGroup	Technology Solutions & Consulting	UK
FinTech and Commodity Systems Advisor		Technology Solutions & Consulting	UK

THIS REPORT IS POWERED BY:



*"The ETOT Summit was a great experience for Digiterre. We have been attending over the years and the 2018 event has definitely been the most valuable in terms of meeting key people in the industry who would benefit from our services. The sessions were extremely thought provoking and the calibre of the visitors very high. For a IT professional services organisation like Digiterre, there is no substitute for meeting with the industry and really understanding their problems so we are more able to help them. Customers in the energy and commodities trading sector are becoming more demanding for technology to grow year on year and this summit was a great platform to understand and discuss their needs.*

*Altogether, it was a wonderful event to promote our business and reach out to a large number of industry professionals. Thank you and well done to Commodities People"*

**Ian Murrin, CEO, Digiterre**

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