

IEA – DSM Workshop, Graz, 2. October 2002

## “Energy Services for Tomorrow – The Future of DSM”

Position of DSM in the Energy marketplace

### DSM activities at the Research Cooperation of Austrian Utilities

In 1991 the Austrian Association of Electricity Utilities has established the Energy Research Association as one of the cooperation activities of the utilities in order to coordinate, concentrate and adjust the research policy within the changing political environment.

The main research topics lie in energy related domains, especially with the following focuses:

- environmental protection
- renewable energies
- new energy technologies
- efficient energy use
- economic, legal and social environment

Reports of some finished projects are published and available for ordering at [www.veoe.at](http://www.veoe.at) and there at “Shop”.

Some examples of DSM related reports of this platform are available at the coffee break of the workshop.

After the liberalisation of the energy markets in electricity and gas the orientation of the research activities is changing: The former approach of cost optimised co operational activities is only applicable if reasons of competition – external rules as well as internal interests and preferences – allow cooperation. This is still remaining e.g. in fields from public interest like environmental protection, efficient energy use as well as in questions of technical assessment of market - available products and technologies. Some other issues of market research and technological development are orientated in future by the new criteria caused by the new competitive surrounding.

This was my official input to your workshop from the side of the Austrian Association of Electrical Utilities. Eventually it can contribute to create forms of cooperation also on international levels.

#### **I want to close with my personal approach to DSM:**

DSM is a tool which offers possibilities in different situations (places of investment) which are to be established in a fitting way according to the respective situation. Confrontation will happen not only between DSM people and utility managers, also between DSM users there can be difference caused by different situation. The question is, how to define the common understanding of DSM. To define DSM as a tool to realise efficiency is a first step – But for example in the field of renewable energies efficiency is not the relevant issue - we have to focus to potentials of possible realisation. An other example is the focus of exergetic efficiency of thermodynamic optimisation, which can optimise certain processes but it can not be used as approach for all energy related issues.

Therefore my suggestion for the general consent in the field of DSM. Let us use DSM as tool to realise sustainable solutions... DSM as tool for the purpose to reach sustainability !

Also within the utilities I see this access as an applicable one to increase customer orientation and to develop service orientated business opportunities. If we find a purpose which pays, investors are not afraid.

Thank you for attendance and have a nice time in Austria!