



## KEY PROJECT DETAILS

### INDUSTRY

FOOD SERVICE

### ACTIVITY

Food & Logistics

### PROJECT TYPE

Firm Frequency Response (FFR)  
Smart Tariffs (DUoS & Triads)  
Optimisation

### PROJECT FACTS

- 610,000 sq ft for 19 sites
- 3 Megawatts declared to National Grid
- Annual revenue on track over £300,000 of savings + income from National Grid
- Reduced energy, optimised operating efficiency and high financial reward gained

### CUSTOMER GOAL

Sustainability is deep in Brakes corporate DNA. Embracing new approaches to energy use is second nature to Brakes.

# BRAKES GROUP TAPS INTO EXTRA REVENUE WITH ENDECO TECHNOLOGIES.

## Brakes Group is the largest foodservice operator in the UK

Brakes Group is the largest foodservice operator in the UK, with operations across Ireland, France and Sweden delivering over 1 million cases every day.

### High Reward Opportunity

It was decided that Firm Frequency Response would be the most valuable scheme to fit the operations of Brakes Group without affecting operations.

The Grid is prepared to pay such high rewards as it has an obligation to ensure that sufficient demand is met. National Grid offers those that participate the potential to earn extra income from assets by automatically adjusting power consumption in real-time.

### Optimised Solution

It was assessed that Brakes Group's main refrigeration plant compressors and store evaporator fans would be suitable assets to turn down during an FFR event. Brakes Group is energy intensive 24/7 across 19 sites and it was estimated that this would provide an average available load of 3 MW for the FFR Service. On receiving a control signal the compressors and evaporator fans would be turned down within pre-agreed parameters, within 10 seconds of a grid event occurring. After 30 minutes, Endeco's platform will release the control signal and the assets are turned up automatically following the required sequence.

### Monthly Payments

The installation of the system hardware and software was successfully completed in 2013 and Brakes Group added more sites in 2016.

Brakes Group is receiving its monthly FFR payments.

The annual revenue is in line with original forecasts set out by Endeco Technologies, although this could rise in line with any increase in business activities.

## Customer Benefits

- **Unlocked New Revenue Stream**  
New monthly revenue delivered from National Grid via Endeco Technologies
- **Reduced Carbon Footprint**  
Optimised impact of the company's operations whilst contributing to the nation's decarbonisation of the grid
- **Future Proofed Flexibility**  
Flexibility to switch seamlessly to higher revenue schemes as they become available
- **Business Intelligence**  
Energy monitoring & reporting
- **Fully Financed Installation**  
Installation with no cash outlay, including no upfront cost
- **No Risk To Operations**

**"I just had to put Brakes name on the cheque from National Grid. With Endeco's energy automation platform we get a new revenue from National Grid and consume energy at the lowest price & avoid price peaks."**

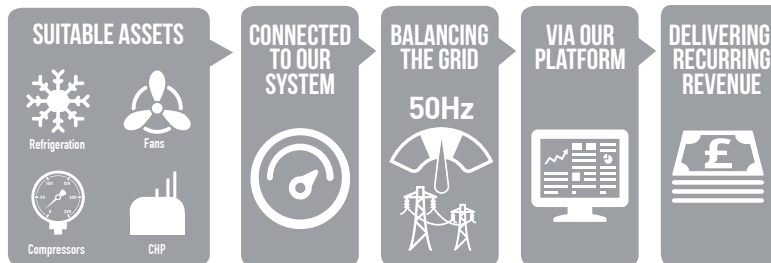
**Steve Webster,**  
Category Purchasing  
Manager, Brakes

Over **£300,000**  
Annual Project Returns

## HOW DOES IT WORK?


### We connect the Food Industries' assets

Refrigeration plant compressors, store evaporator fans, Variable Speed Drives, pumps, standby generators and CHP



### Implementation

Our 5-stage simple process to deliver maximum revenue:

- 
**1. Identify Assets**  
 We identify available assets and calculate the potential revenue.
- 
**2. Define Response**  
 We work with clients to establish the parameters for response, defining constraints and operational priorities.
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**3. Installation**  
 With no outlay, we install and configure our technology platform to connect the energy intensive assets available.
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**4. Connected Response**  
 Once connected, clients are ready to respond in real-time when required, without risk or impact on your productivity.
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**5. Revenue Enabled**  
 Our customers start receiving monthly payments from National Grid within a month.

### FUTURE-PROOFED SOLUTION

As response schemes are always likely to change over time, participating companies must be technology-ready to access more financially attractive tariffs. Endeco Technologies is the leading aggregator able to offer the most lucrative National Grid DSR schemes, and the company's unique platform enables switching schemes.

Over 100 sites moved from FCDM (Frequency Control by Demand Management) to FFR overnight when the scheme was released by the National Grid in July 2015.

#### Endeco Technologies

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