



Energy Management Solution



New Business Discovery Mission to the UK

[5 to 9 November 2012, London]

Meet the Mission Invitation Package



British Embassy
Tokyo

Supported by:

Organisers:



MPD (Master of Project Design)
事業構想大学院大学

事業構想研究所

The Graduate School of Project Design
(Professional Graduate School)



Japan Business Publishing Co., Ltd.



Coordinator:

EnMS-Doc Associates

Purpose of this information package:

To seek Business partner candidates who would like to pursue sustainability business in Japan by forming partnership with the member company in the mission.

If you are interested, there are several options for interfacing:

- ☐ **To participate “New Business Mission Sustainability Day”, an open forum session at University of London on Monday 5th November**
- ☐ **To invite the mission or specific member to your company or business site during the week.**
- ☐ **To meet specific member of your choice at the free time during the week.**

We are currently forming the mission in Japan. Your interest may influence the formation of the mission. So please contact one the following points at your earliest convenience.

If you are interested to meet the mission, kindly please contact Nobby Yamanouchi at nobby@enms-doc.com.



Energy Management Solution



New Business Discovery Mission to the UK

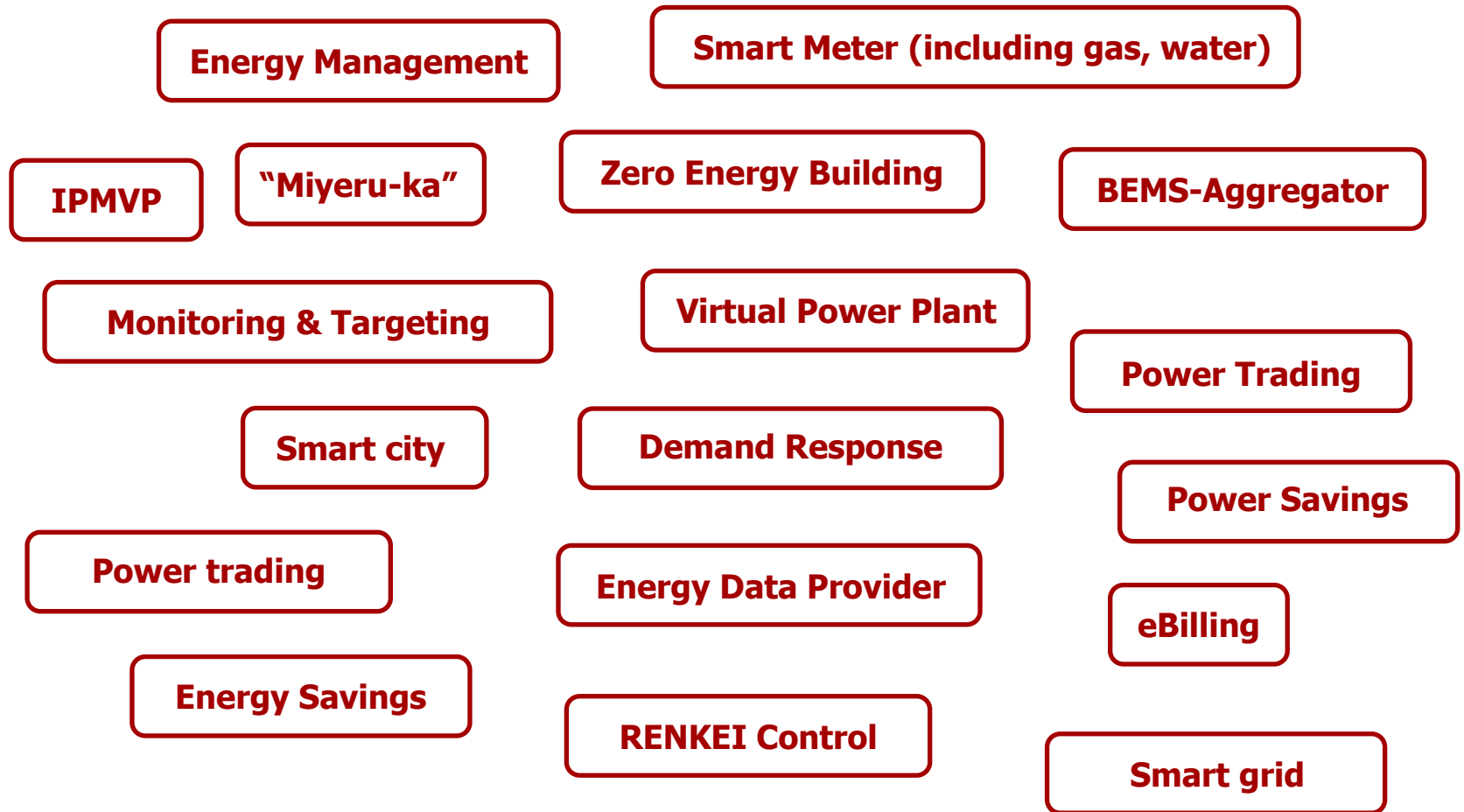
==Mission==

To discover the new business source that can enhance the next step sustainability business in Japan

- 1. New business related to power & energy savings**
- 2. New business with energy data utilisation**

- ① **Solution software for energy management together with enterprise management**
- ② **Solution software to optimise the BEMS functionality such as demand mgmt., exception mgmt., etc.**
- ③ **Solutions for power trading infrastructure and power retail business**
- ④ **Solutions for optimum combined use of power, gas and renewable energy**
- ⑤ **Solutions for energy billing and authorisation procedure efficiency improvement**
- ⑥ **Solutions for Carbon Reduction Commitment (CRC)**

New Business Discovery **Key words:**



Mission Member Company Category

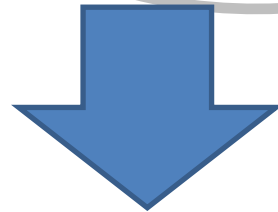
Types of company showing interest in participating the mission are listed below:

- **Power Management, Engineering, Smart grid business**
- **Building Maintenance**
- **HVAC facilities and equipment manufacturer**
- **Building Maintenance**
- **Total facility management service provider**
- **Building Management**
- **Shop and stores management, cleaning, maintenance, etc.**
- **Total ICT supplier**
- **Electric home appliance chain retail stores, mobile and communication business**
- **System integrator, outsourcing, ASP business, etc.**
- **Leasing Business**
- **Energy Information Analysis (EIA) service business, Environmental and energy management consulting**
- **Trading of hardware and software including energy**
- **Cleaning, industrial waste treatment, flammable waste collection and transportation**
- **Develop, manufacture and sales of electric measurement devices**
- **Control Company**
- **ICT related solution (networking, operation, facility) installation construction work, service provider**
- **System integration business**
- **ESCO business operator**
- **Domestic and International Telecommunications Services**

Concerns in Japan



- ✓ Energy business is very competitive and does not provide planned profit margins
- ✓ Currently profitable but has a lot of concerns for the next 2-3 years
- ✓ Current business do not seem to maintain the long term relationship with clients
- ✓ Talking to clients do not seem provide clues to new business
- ✓ What are the win-win solutions?



Sending the mission to the UK, the pioneer of sustainability



Point① To understand the new business from experience

Point② To obtain the new business ideas that can integrate into the business plan

Point③ To find business partners



Scope:

Companies doing business related to sustainability and energy management:

- BEMS-Aggregator
- Power savings, energy savings, energy storage, renewable energy equipment makers, System integrator, trade and retail firms
- Energy saving solution providers



Energy related business has entered the new era.
Design and develop a state of the art product is important, but
to see ahead and bring ideas to design a project is the current business needs

Energy Management System

BEMS

ISO 50001

FEMS

HEMS

- “Miyeru-ka”

- Demand control

- Energy efficient/renewable equipment
- Renewable energy power plant
- Energy efficient building/factory

Legal and requirements

- Energy Conservation Act
- Municipal regulations
- Standards such as ISO 50001

How do I take advantage of ?

Energy Data

【Significant changes of external impacts】

- Power tariff, fuel cost hike, PPS
- Power production/distribution /transmission division, power trading
- Power retail market, Feed in Tariff, etc.

What is the required new business hereafter in Japan?

New business related to:

1. lean electricity and energy efficiency
2. added value by use of energy data

Moving on to the new business



Monday 5th November 2012

Inviting you to meet the mission

Purpose: To explore sustainability business opportunity in Japan

Result expected (1): To find out sustainability business situation in Japan

Result expected (2): To gain upfront acquaintance with leading sustainability business players in Japan

Result expected (3): To come up with a possible business partners to explore further

Probable agenda for the day

09:00 – 09:30 Registration and coffee

09:30 – 10:00 Welcome remarks and Introduction of University of London
Sustainability Drive

10:00 – 11:30 Sustainability Tour of the Campus

11:30 – 12:15 Energy Management and M&V at the University

12:15 – 13:00 Lunch

13:00 – 14:00 Market in Japan and the activities of the mission members

14:00 – 15:00 Business introduction by participating guests

15:00 – 15:30 Coffee break

15:30 – 16:15 Panel Discussion: Sustainability issues in Japan and solutions

16:15 – 16:45 Identify action items

16:45 – 17:05 Closing remarks



Japan Business Publishing Co., Ltd.

NBF 5-2-1, Minami-Aoyama, Minato-ku, Tokyo 107-8550

**Organiser
Introduction**

Japan Business Publishing Co., Ltd.

doing business as



Business objectives:

- To provide advanced case studies, know-hows and latest information related to energy management and environmental fields.
- To provide the latest information on legislation and funding program (grants/subsidies, tax incentives, financing, lease, etc.) related to energy management and environmental fields.
- To promote sustainability business development with energy performance improvement/CO2 emission reduction and the cost reduction compatibility through energy management operation.

Activities:

- Plan, edit publishing and sales of the monthly magazine "Kankyo Business" (Circulation: 45,000 / Issued 26th day of month)
- Plan, edit publishing and sales of environment and energy management related books
- Operation of the company website "www.kankyobusiness.jp" (monthly 800,000 PV / 300,000 UU)
- Organization and execution of lecture, symposium, overseas study tour, business matching tour, etc.
- Study and analysis work related to environment and energy management markets and associated businesses in Japan, Asia, U.S.A. and EU.



Representative: Hideya Azuma

General Manager: Taku Okoshi

Editor: Tomofumi Murakami

Editorial Planner: Ryosuke Oda

URL <http://www.kankyo-business.jp>

	<p>Monthly "Kankyo Business"</p> <p>Price : 1,200 yen (with TVA)</p> <p>Issue : 26th of each month</p> <p>Circulation: 45,000 copies</p> <p>Size: A4 / flat bind / 12-page</p> <p>Sale method: Bookstores, subscription, website</p> <ul style="list-style-type: none">• Website "www.kankyobusiness.jp"• 900k PV/300k UU• Mail magazine: 37,000 addresses (Jan. 2012)
	



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Organiser Introduction



MPD (Master of Project Design)

事業構想大学院大学

事業構想研究所

The Graduate School of Project Design (Professional Graduate School)

The scope of "Project Design" is a set of steps of firstly thinking and studying how to be useful now and future, and secondly designing the idea into feasible project, and thirdly being able to explain and win endorsement by the society.

Company or business sustains growth by constantly implementing change and development in line with the social environment. The graduate school, in order to capitalise on learning and study, takes up challenges of going beyond the conventional framework as the high level education. The school's academic discipline offers the new professional graduate school concept of expanding into the integration of theory and practice placing a strong emphasis on human resources development playing an important role in the society. The school intends to perform the highest standard of study and teaching to overcome the challenge of reaching this academic discipline that none of high level education has ever been able to accomplish in the past.

Associate Professor of the Graduate School of Project Design, Nobuto Oka (Dr.Eng), the specialist in the field of database leverage, will accompany the mission to enhance the active member discussion and create ideas to develop new business to leverage the overwhelm database situation.



Nobuto Oka

Coordinator Introduction

EnMS-Doc Associates

Mission is to broaden association with organisation or individual involved in energy management business competent with the global sustainable requirements

Main activities:

- **EnMS related document composition**
- **EnMS related consulting services**
- **Other EnMS related services, such as organising conference, business mission tours, etc.**
- **Partnership in the EnMS related business**

**We develop communication through our website www.enmes-doc.com.
For more detail please visit our website.**



Nobby Yamanouchi
Energy management system specialist

- **Sustainable Business Development in the field of Energy and Environmental Management**
- **Consultant: Energy Management System compliance to ISO50001**
- **EnMS "Guidebook+template in one" author for the documentation in line with ISO50001**



EnMS-Doc Associates

Mission's rough itinerary

Date	City	Dep/Arr	Local time	Transportation	Activities
1 2012年 4th Nov. (SUNDAY)	Tokyo (Narita Airport) London (Heathrow Airport)	Dep. Arr.	Noon Evening	Carrier JL/ANA Bus JSA	For London by air To the hotel after arrival 【Stay in London】
2 5th Nov. (Monday)	In London			Bus	University of London New Business Mission "Sustainability Day" am Sustainability business tour in the University premises pm Sustainability new business discovery exchange [at Sanate House] 【Stay in London】
3 6th Nov. (Tuesday)	In London			Bus	CEREB (Centre for Efficient and Renewable Energy in Buildings) am Renewable Technology options pm TEAM Sigma solution offering to various options 【Stay in London】
4 7th Nov. (Wednesday)	In London ↓ Milton Keynes			Bus	[TENTATIVE] am Visit sustainability sites in the city of London pm Move to Milton Keynes visit sustainability sites in Milton Keynes 【Stay in Milton Keynes】
5 8th Nov. (Thursday)	In Milton Keynes Milton Keynes ↓ London				TEAM Annual User General Conference Move to London (16:30 ~ 18:00) 【Stay in London】
6 9th Nov. (Friday)	In London London (Heathrow Airport)	Dep.	Evening	Carrier JL/ANA	Free (Option: additional site visit or time allocated for business talk) Returning for Tokyo by air 【Overnight flight】
7 10th Nov. (Saturday)	Tokyo (Narita Airport)	Arr.	Afternoon		Mission dismissal after arrival