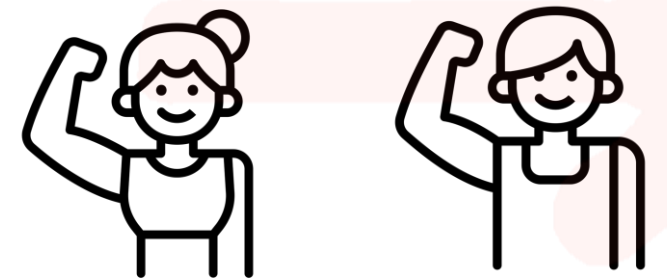


# FlexForum Steering Group

## Meeting agenda and context

14 November 2024



# Agenda: 14 November 2024

## 1. Welcome

### Strategic items

## 2. Being even more active and forward-looking

### Standing items

## 2. Engagement - update

## 4. Workplan - update

## 5. Finance - update

### Procedural items

## 4. Membership requests

## 7. Actions

## 8. Next Steering Group meeting

## 9. AoB/Close

# 1 Welcome

## Purpose of this item:

- Welcome
- Apologies
- Interests
- Confirm the agenda

The purpose of the FlexForum is to support coordinated and collaborative action to make it easier for households, businesses and communities to maximise the value of consumer and distributed energy resources and flexibility to:

- support affordable and reliable operation of the electricity market and power system
- enable accelerated electrification by households and businesses as part of the transition in Aotearoa New Zealand to zero emissions economy

You should all be familiar with the requirements of the Commerce Act 1986, prohibiting anti-competitive conduct. You should not discuss commercially sensitive areas of competitive activity, including (but not limited to) relating to agreements to fix, control or maintain prices, restrict output or capacity, or allocate markets or customers

A written record of the discussions today will be available on the FlexForum webpage.

As steering group members you are acting in an individual capacity not as a representative of your organisation.

## 2 Being even more active and forward-looking (1)

Actions: No action requested

### Purpose of this item:

- Discuss how FF can be even more active and forward-looking

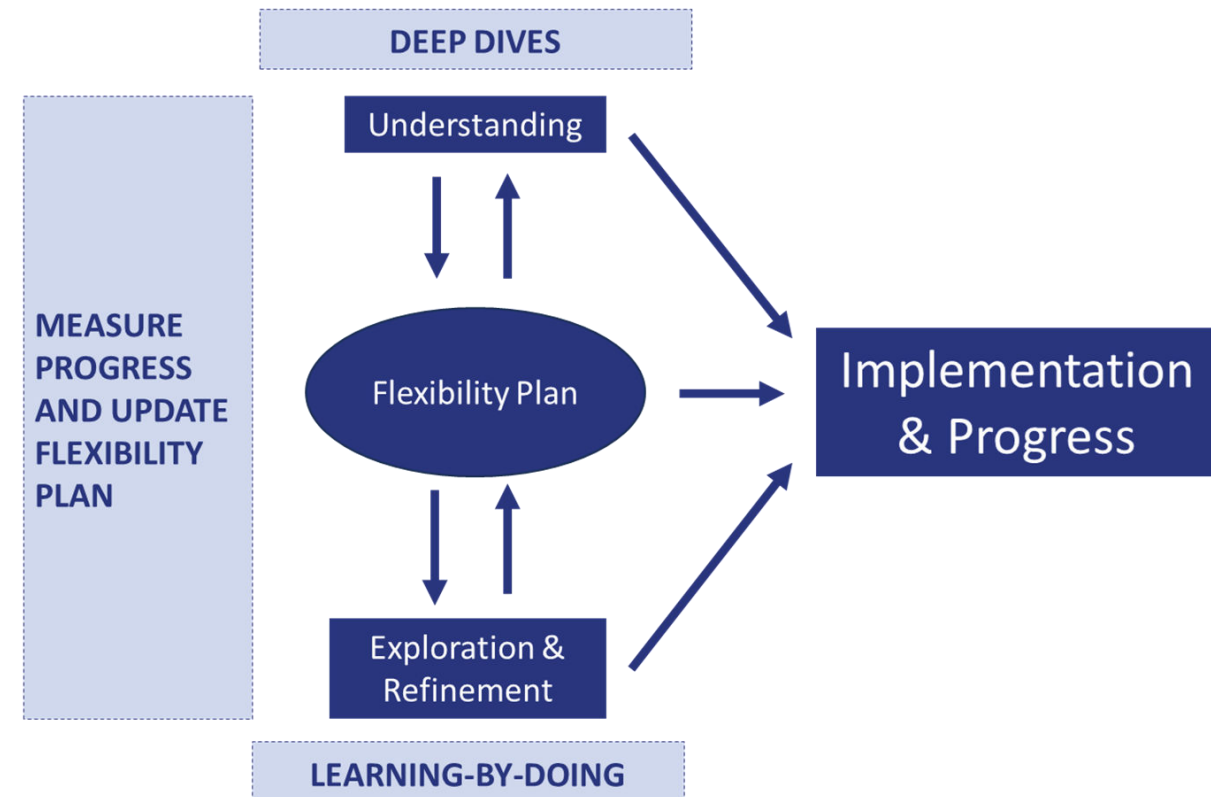
Last time, 'The SG agreed FF should be more active and forward looking in the problems it takes on. This means developing a workplan that reflects what conversations that NEED to happen and when, eg, based on what needs to be landed in 12-24 months.'

- the problems FF takes on are a function of the Flexibility Plan and progress with its delivery. We are updating the Plan ahead of assessing progress again in March(ish) 2025....we are doing this because the Plan:
  - is a human-centric, whole-of-system checklist of the actions required to reduce the system and economic costs of decarbonisation through unlocking and maximising the value of flexible resources... ie, to reduce the \$300B in system and human capex to 2050 by >0%...every 1% reduction is \$3B (nominal)
  - enables a systematic and rigorous assessment of priorities to allocate effort to policy change and learning-by-doing
  - provides accountability by enabling a structured assessment of progress/lack of progress.
- the 2025 progress assessment provided a ranked list of topics requiring deep dives (ie, conversations that NEED to happen now versus later)
  - NOW. Actions to fill the holes in the value stack. We are working on this to provide the Taskforce with robust advice to the Taskforce AND inform learning-by-doing. Several actions will result in new steps in the Plan
  - NOW. Actions to enable people to easily and routinely discover and assess their flexibility choices. These actions all relate to data and digitalisation which we know is a nest of snakes. We are not working on this, but should start to front foot upcoming regulatory activity
  - NEXT. Actions to establish the mechanics of flexibility and how it is integrated into the market and system are necessary. However, decisions about technical aspects (and the associated effort) should not occur without insight into why, when and how people will say yes to flex...
- doing/supporting/advocating for learning-by-doing should direct effort to activities that accelerate progress. This means emphasising learning to find out why, when and how people will say yes to flex by testing customer propositions
  - how will people respond to what is in the shop window (ie, the proposition) is the ultimate determinant of the amount of flexibility that will be available to reduce the system and economic costs of decarbonisation, and this depends on both filling the holes in the value stack AND people being able to easily and routinely check out what is in the shop window
  - ...the 'market' will not deliver this learning/outcomes fast enough, resulting in foregone value (eg, people buying the wrong stuff, avoidable energy infrastructure) and mis-directed regulatory effort (eg, rules that reflect the current state/specific commercial interests, and not the interests of people)

## 2 Being even more active and forward-looking (2)

Being more active and forward-looking will be more valuable and effective when it involves coordinated efforts across the ecosystem which make best use of scarce resources to first make things easier for households, businesses and communities, and second, make things easier for the sector.

- How do we better coordinate FF efforts with those of regulatory/policy bodies?
  - ...what would better look like to you?
- How do we better coordinate FF efforts with those of industry bodies, eg, ENA, ERANZ, Framework etc?
  - ...what would better look like to you?
- How do we better coordinate FF efforts with those of FF Members?
  - ...what would better look like to you?



# 3 Engagement (1)

Actions: No action requested

Purpose of this item:

- Update on people we have or will speak with
- Update on communications channel activity

Key interactions since the previous SG meeting

- independent chair has spoken with:
  - all Steering Group Members
  - observers from EA, EECA, MBIE and Ara Ake
- spoke with person undertaking an Ara Ake research project about barriers to flexibility uptake, expansion and innovation in NZEM for flexibility coordinators
- spoke with AA about the EDB challenge insights report

## 3 Engagement (2)

Actions: No action requested

### Website interaction

- total users in October = 258. Newsletter is a key route to the website, but roughly half of traffic is organic search (ie, via search engine) suggesting people are actively looking for FF

Total users	New users	Sessions	Engaged sessions	Views
258	221	431	250	1.0K
↑ 42	↑ 26.3%	↑ 21.4%	↑ 17.4%	↑ 39.0%

Page title	Sessions ▾	% Δ
Home - FlexForum	239	38.2% ↑
About - FlexForum	136	30.8% ↑
Flexibility Plan - FlexForum	104	22.4% ↑

### Newsletter

- October newsletter sent 25-10-24 (after Flex Day) to 365 people (up 10). Interest remains steady and above 'industry' averages (ie, 21.3% open rate and 2.6% click rate). The advice to the EA attracted the most interest (clicks)

Recipients	Open Rate	Total Opens	Click Rate	Total Clicks
365 ↑ 10	45% ↓ 2.8%	328 ↓ 4	12% ↓ 1	225 ↓ 76

### LinkedIn

- Follower numbers = 417, a 5% increase from September
- Flex Day post got (relatively) lots of attention

Total Number of posts	Total Engagements	Reactions/Likes	Comments	Shares
5 ↓ 1	143 ↑ 63	127 ↑ 53	14 ↑ 9	2 ↑ 1

## 4 Workplan (1)

Purpose of this item:

- Update on progress with the workplan and other FlexForum tasks

**Actions:** subject to the action/decision at item 5, approve the secretariat securing a dedicated resource to develop/deliver a post-Flex Day activity

The FlexForum workplan currently has 3 sets of activity/task

Accelerating flexibility through doing. The task is to identify and support activities which accelerate delivery of the Flexibility Plan, build confidence in flexibility and provide tangible benefits to humans.

- Flex Day produced 6 ideas, on top of 17 ideas provided as homework
  - a mix of views on which Flex Day idea FF should focus on
- following conversations with EECA and Ara Ake, a rough project scope has been developed drawing on the Flex Day ideas and FF priorities using these criteria
  - makes flexibility easier for people and shows tangible benefits by providing choices/access to benefits etc and demonstrates system value, ie, tests how flexibility can reduce system costs
  - enables broad involvement
  - can be set up quickly (and scaled if this gives more learning etc)
- input on the rough scope has been provided/sought from a selection of Members to test the focus on these 2 related problems:
  - we don't fully understand why people might say yes to flex. There is not enough public evidence on why people will say yes to flex and how they might respond when asked to provide flexibility. Understanding the customer propositions which will get people to say yes to flex will show us how flexibility could to reduce the estimated \$300 billion capex to be spent by the power sector and people by 2050, and inform policy and regulatory design choices.
  - we don't fully understand if flexibility can deliver across a range of use cases, particularly for network use cases. Being confident that people will provide flexibility is a function of the customer propositions and commercial models for each customer type, value stream, commercial offer etc, but demonstration projects have focused more on technical performance and less on whether people will want to provide flexibility when and where it is needed.
- progress requires dedicated resources able to commit consistent effort to finalising the scope/coordinating participants/beginning delivery.
  - refer action/decision at item 5 Finance update



## 4 Workplan (2)

Actions: No action requested

Updating the Flexibility Plan. FF agreed to update the Flexibility Plan and include priorities, goals and timelines.

- effort on this task has slowed due to a focus on post-Flex Day activities
- input from Members will be sought (hopefully) in late November and early December on adding/clarifying/removing steps
- a full FF workshop will be held to discuss/agree the updated Plan. Realistically this will be February 2025

Advice to regulators. We are focusing on regulatory consultations which deal with FlexForum priorities

- Done. Advice on the EA proposal to improve consumers' access to their electricity data was provided on Tuesday 15 October
- Under development. Advice to the Taskforce (and EA) on filling holes in the value stack. Workshop 3 on 19 November is to develop a FF position on how to fill holes in the value stack ahead of consultation in February 2025
- Other EA and MBIE consultations underway relevant to the Flexibility Plan
  - EA has 2 consultations underway on connection pricing and connections processes. The proposals relate to steps #9 and #27, but no resources are available to work out if they will deliver the relevant outcomes or provide advice
  - MBIE is consulting on voltage range. The proposal will deliver step #15. The FF advice would be no more than do it already
- Things we probably want a view on... the EA priority work programme indicates a Digitalisation consultation in March 2025 (no detail available). Data and digitalisation has been a nest of snakes for over a decade and would benefit from the FlexForum deep dive treatment. Doing this will require an extra body

# 5 Finance update

## Purpose of this item:

- note cashflow projections
- note status of payment of invoiced subscriptions

Two cashflow projections. The approved budget and a more active FF scenario

- the 'Budget' projection reflects the approved budget
- the Scenario 1 projection reflects a more active FF with an extra body to support the workplan, eg, learning, deep dives (etc)
- new funds (Member or grants) would improve the net profit and cash balance positions AND allow more doing
- September 2025 = subscription renewal or quit

## Status of subscriptions

- 7 new/renewing membership invoices paid in October
- 10 membership invoices outstanding.
  - 3 new Members due by 20 November
  - 7 renewing Members pending at 1 November

## Action:

1. Agree to operating based on the activist FF scenario subject to the September 2025 cash balance projection not falling below a prudent reserve

## 6 Membership

**Actions:** No action requested

**Purpose of this item:**

- note Membership enquiries, requests and decisions since previous meeting

# 7 Actions

## Purpose of this item:

- Note actions

Actions from FlexForum and Steering Group meetings from 1 July 2023 to 10 October 2024 are documented here: [FF collated actions - FF and SG meetings](#)

- all time-bound and time-critical actions are complete or underway

**Actions:** No action requested

## 8 Next meeting

### Purpose of this item:

- Confirm the date for the next Steering Group meeting

### Next Steering Group meeting

- the next SG meeting is scheduled (diarised) for 12 December

**ACTION:** confirm the 12 December SG meeting

## 9 Other business

Purpose of this item:

- Any other business