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Presented by digital@INSEAD

Tuesday, 6 October 2020, 16h CET (1h30)

E.ON: Building a New AI Powered Energy World



Karsten Wildberger

Member of the Board of Management
E.ON SE



Juan Bernabe Moreno

Chief Data Officer
E.ON



Theodoros Evgeniou

Professor of Decision Sciences
and Technology Management
INSEAD

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accenturestrategy



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Plan of the day

4.00PM **Welcome Note**

Theos Evgeniou, Professor of Decision Sciences & Technology Management INSEAD

4.10PM **Panel discussion**

Karsten Wildberger, Member of the Board of Management, E.ON SE and Juan Bernabe Moreno, Chief Data Officer, E.ON. Moderated by Theos Evgeniou

4.40PM **Insights from other Industries**

Caroline Zimmermann, Senior Director Data Insights & Analytics, Bertelsmann Music Group
Tero Ojanperä, Chairman, SILO.AI.
Moderated by Theos Evgeniou

5.00PM **Q&A & Wrap-Up** Moderated by Theos Evgeniou



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E.ON: Building a New AI Powered Energy World

Inspection copy

By Theodoros Evgeniou, Pal Boza

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Reference 6595

Topic Leadership & Organisations

Region Europe





Introduction to
e-on

A strong portfolio for the new energy world

Energy Networks

Energy Networks play a crucial role in making the transition of the energy system work. With our pan-European network, we will connect renewable energy sources with customers. By digitizing our networks, we will create the “Internet of Energy” opening-up new horizons.

-  # 1 networks operator in Europe
-  1.6m km energy networks
-  500k assets connected



70k employees
15 countries



Customer Solutions

Customer Solutions enable customers to take an active role in the energy transition. We design, build and operate sustainable and connected energy solutions for cities, industrial and commercial customers as well as millions of private households.

-  Leading European Energy Retail with ~50m customers
-  >32k industrial sites under management
-  >350 heat networks



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What are some challenges to develop data and AI capabilities in an organization?

What are some key steps that E.ON took to achieve the transformation?

What are some challenges to develop data and AI capabilities in an organization? Points to consider:

1. Do we understand the (immediate) value (and threat) of AI and Data – for our company, industry, markets? Can we measure it?
2. Is it urgent and is it top priority for the business?
3. Do we have the necessary skills (people) to organize, access, and analyze the data we have in the organization?
4. Are people willing to change (e.g., their own beliefs based on what data may say)?
5. Do we have appropriate (e.g., scale, speed, etc.) IT systems to support our data initiatives?
6. Do we have (customer/supplier/etc.) data standardized and integrated across the organization/business unit? Do we trust the quality of our data?
7. Do we have processes to capture, organize, access, analyze data?
8. Are there any regulatory constraints (or requirements)?

What are some key steps that E.ON took to achieve the transformation?

Some starting points:

1. Sponsorship, support, and protection from the top (the Board)
2. Hired talent – at all levels – and developed training throughout the organization
3. Quick wins: succeed fast with high business impact, low data challenges project(s)
4. Data Evangelization: “Show the Value of Data and AI!”
5. Created central Data.On initiative and organization, with local Data.On hubs and with active Data.On community
6. Data Governance: Ensure data quality and data quality processes, roles, accountability, etc.
7. Develop AI investments and prioritization processes
8. Align, Value, Purpose



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Caroline Zimmermann
Senior Director Data Insights & Analytics
Bertelsmann Music Group



Tero Ojanperä
Chairman
Silo.AI

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The logo for Accenture Strategy, featuring the word "accenture" in white and "strategy" in red, with a red arrow pointing right above the "y" in "strategy".