

# Building the future is for the bold

A look at the competitors/collaborators and the potential in the connected power plant market

## *Executive summary*

The only important buzzword when it comes to discussing a connected power plant (CPP) is money. Today, uptime nets money coming in and downtime nets money going out. Tomorrow, plants offering enhanced capabilities to an ever increasingly complex market will be compensated specifically for those capabilities and those that don't will not. Connectivity, data, analytics, and revolutionizing plant operation and maintenance around it all can be valued many ways by many players in the power generation industry.

Connectivity at power plants has historically been justified through failure avoidance and rectification of efficiency lost over time. Future justifications for comprehensive connectivity within a single plant and at the portfolio level will include top line benefits to the owner / operators through new revenue streams and improved competitiveness for existing compensation mechanisms.

There are many capable players in the connected power plant market and there is value & competitive advantage for the trend setters in all the player categories. Owners / operators of power plants, major equipment OEMs, and 3<sup>rd</sup> parties.

Currently, enough potential products and business models exist for all of the players to be enticed into the connected power plant market and be able to justify capability development costs with future financial benefits. However, the bold – the first movers and trend-setters, will likely reap the majority of rewards by establishing the standards while the market is so fragmented.