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Press Release: AiLux / Flexcity synergy for the dispatching services market.

Flexcity, primary Balancing Service Provider on MSD and specialized in the enhancement of energy flexibility, part of the international Veolia group, and AiLux, a company active in the supply of UPM units for the management of Prosumers, announce that they have entered into a partnership to provide integrated solutions to allow industries and the service sector to participate in Demand Response.

The solution involves an initial assessment of the consumption / production profile and the consequent insertion of the site in a Uvam (Mixed Enabled Virtual Unit), through the supply of an ad hoc configured hardware device, its installation and the necessary post-sales assistance for the successful qualification.

Industries and tertiary sector energy consumers are key participants in grid balancing. By connecting the electrical devices, Flexcity allows to enhance the energy flexibility of processes through demand management, thus reducing energy costs and environmental impact. All industries and energy consumers in the tertiary sector can benefit from the deep experience of both companies in the energy market and reliable Partners both for the supply of the equipment necessary to participate in the Dispatching Services Market, and for the management of their own energy flexibility.

The collaboration between the two companies was born in 2018 and, following a consolidated experience on the market through the establishment of dozens of Uvam, a real partnership is started which sees both parties establishing themselves on the electricity and energy markets.

AiLux is a technology manufacturer specialized in the design of equipment for the remote control of primary and secondary electrical substations. It manufactures RTU units for electrical substations, UPDMs, UPDCs for disconnecting interruptible loads and "field" UPMCs for monitoring and collecting energy data, as well as industrial protocol converters. It is also active in

Industrial Cybersecurity as a member of the IEC-TC57-WG15 and on the Internet Of Things market.

"This partnership is the result of a growth process that sees us increasingly establish ourselves as a reference company for the electricity and energy market: together we can create added value to offer customers customized and tailor-made solutions. The commercial agreement with an important partner such as Flexcity will contribute to the increase of our market share and will be an opportunity for the Prosumer customer because he will be able to become a protagonist by directly participating in the balancing of the national electricity grid with his own flexibility, receiving specific remuneration ", declares Marco Bianchetti, Sales Manager & Business Partner for AiLux Srl.

Flexcity Veolia group is one of the largest European operators in terms of flexibility, offering support to companies and entities that want to be actively involved in the energy transition. In a constantly evolving Italian and European energy context, Flexcity has a solid know-how developed in the field, with products ranging from tertiary reserve and Demand Response to particularly complex solutions on the secondary and primary reserve services markets.

"After years of fruitful collaboration, we are pleased to have tightened even more the relationship with Ailux, signing this partnership that will make us faster and more efficient in responding to customer and market requests and we are convinced that it can be of benefit to all those who are our current and future customers. The acquired knowledge of the energy market is thus combined with a strong imprint of technological know-how linked to the hardware part that Ailux supplies ", declares Petra Johannson, Business development and Sales Manager for Flexcity.

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