

AI DISCOVERY

IDENTIFYING AND DETAILING OPPORTUNITIES TO APPLY AI TO SOLAR AND WIND FARM OPERATIONS AND MAINTENANCE SERVICES

Northwind – A Spark Power Company – is a progressive, customer-focused service organization delivering asset monitoring, performance analytics, and operations & maintenance (O&M) services to the renewable energy industry. Their mission is to minimize asset down time and maximize the value of renewable energy assets today, and for the long term. Established in 2004 in Ontario, Canada, Northwind has become a recognized wind and solar (O&M) services leader in North America.

Northwind met with AppCentrica to discuss the potential to leverage AI technology for their Operations & Maintenance (O&M) services. In a two-hour workshop the group went through an overview of AI and its emerging use cases, a review of Northwind's operations, and a collaborative opportunity identification exercise.

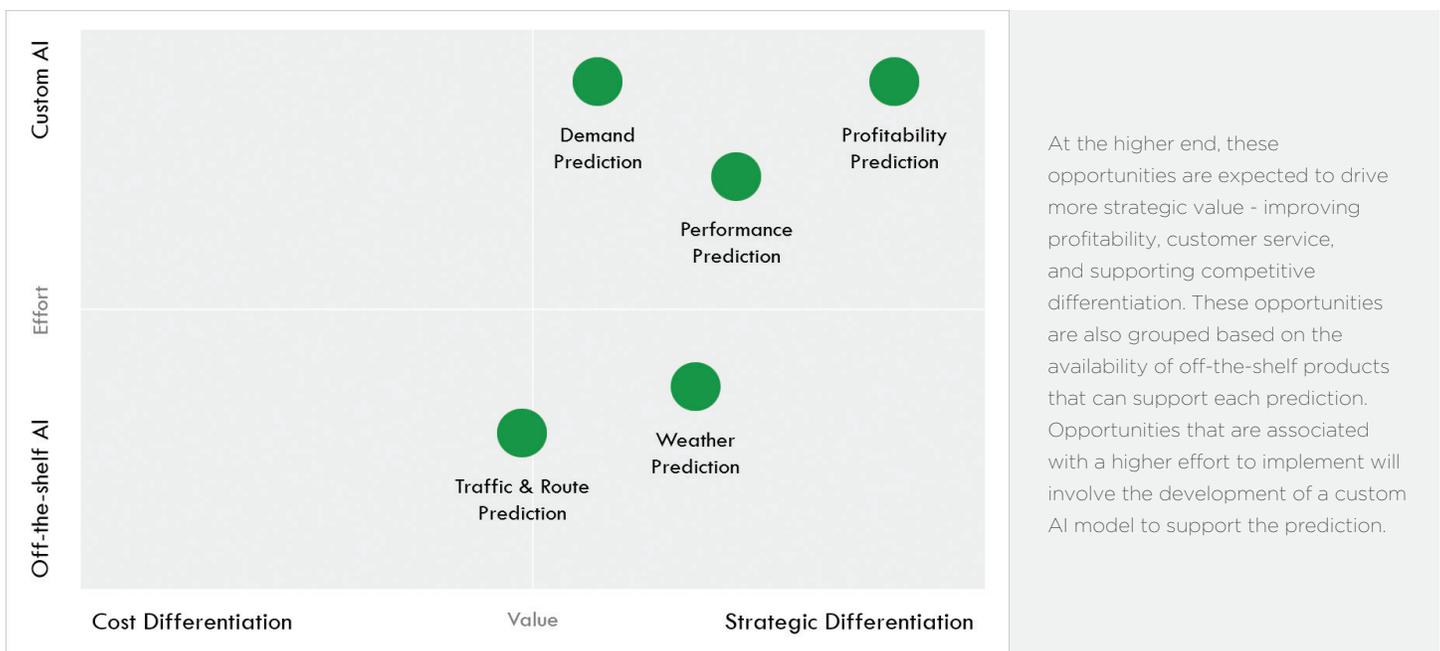
TAKING A COLLABORATIVE, VALUE-ORIENTED APPROACH TO AI OPPORTUNITY EXPLORATION

While AI was the topic, the workshop focused on understanding Northwind's value-chain. This approach allowed the group to remain focused on business outcomes rather than solutions. By focusing on Northwind's value-chain, the group was able to identify areas where predictions could be made; areas that AI can generally be applied to deliver the most value.

Each of these opportunities was framed as a prediction – independent of technology considerations. The premise was to focus on things that Northwind needs to know to make important decisions and deliver their services. These predictions were then organized relative to their expected value and the expected effort associated with implementing them.

OVERALL, NORTHWIND TOOK A PRAGMATIC APPROACH WHEN EXPLORING OPPORTUNITIES SURROUNDING AI

While they allowed for an expansive discussion of the possibilities around AI, they did not lose focus on how each opportunity could create value – especially for their customers. By balancing an open-minded exploration with an acute focus on driving customer value, Northwind was able to make meaningful progress, quickly. Northwind framed a specific opportunity and quickly began to drill-down into detail about how it could be delivered. In elaborating on this specific opportunity, they considered how AI-driven insight could be integrated into their existing enterprise environment and decision-making processes. This exercise demonstrates how a progressive, customer-centric service organization can start to uncover opportunities around AI and begin to add these considerations to their strategic roadmap.



ABOUT SPARK POWER CORP.

Spark Power Corp. delivers technical innovation, asset management, project development, maintenance, service and operational support to the renewable energy sector and industrial, commercial, institutional (“ICI”) and utility markets. Headquartered in Oakville, Ontario, with branches in Barrie, Belleville, Blenheim, Brampton, Cambridge, Chatham, Hamilton, Markham, Mississauga, New Liskeard, Perth, Peterborough, Tillsonburg, Stoney Creek, Vaughan and Whitby, the company has over 400 employees and 4,500 customers across Ontario. For more information, please visit us at www.sparkpower.ca