



THE MOBILITY HOUSE



**The Mobility House connects
e-mobility with renewable
energy**

triPica.

Context

The energy landscape is shifting rapidly as renewables like wind and solar become vital to sustainability. Yet, their intermittent nature challenges traditional grids. In this environment, flexible energy solutions are essential, not only to stabilise the grid but also to shield customers from soaring energy costs.

At the same time, EV adoption is spreading across Europe, driven by government incentives and growing demand for eco-friendly transportation. In 2024, 3.3 million EVs were sold in Europe, with projections reaching 5.63 million by 2029 (Statista).

With advancement of bi-directional charging technology, EVs can not only charge, but also **store and return energy to the grid**, transforming into **virtual power plants**. By 2040, with V2G enablement, **EVs could save the EU up to €175 billion in energy costs** (Fraunhofer Institute).

In Germany alone, the 166,000 bidirectional charging-ready EVs on the roads today could power 1.75 million households for 12 hours, illustrating the immense potential of EV batteries to act as **flexible energy sources**.

Recognising this potential, The Mobility House (TMH) leveraged its expertise in energy storage to pioneer solutions connecting e-mobility with renewable energy.

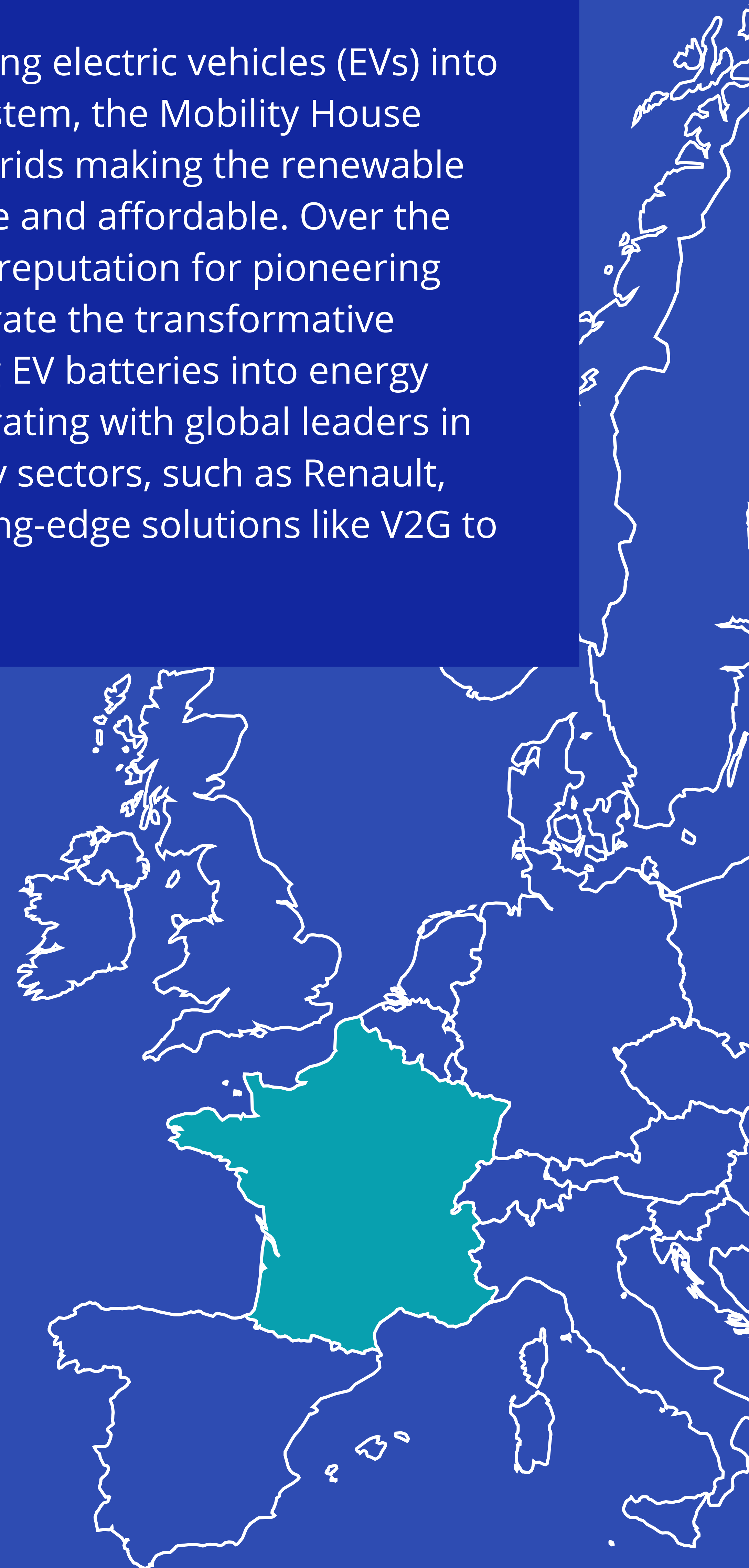
Objectives

This vision advanced significantly with Mobilize, Renault Group's mobility-focused unit, as Renault announced the all-electric **Renault 5 would debut bidirectional charging for Vehicle-to-Grid (V2G) capabilities**. The V2G service, was set to launch alongside the Renault 5, initially in France, with plans to expand to Germany and the United Kingdom.

About The Mobility House

Founded in 2009 and headquartered in Munich, The Mobility House operates worldwide with locations in Zurich, London, Paris, Singapore, and Belmont (CA), supporting its customers and partners from the introduction of electromobility to the trading of flexibility in energy markets.

Committed to integrating electric vehicles (EVs) into the broader energy system, the Mobility House helps stabilise power grids making the renewable energy more accessible and affordable. Over the years, TMH has built a reputation for pioneering projects that demonstrate the transformative potential of integrating EV batteries into energy infrastructure, collaborating with global leaders in automotive and energy sectors, such as Renault, Mobilize, to bring cutting-edge solutions like V2G to market.



As a result, The Mobility House started preparing to launch Europe's first V2G energy services for private customers in France, driven by highly ambitious goals:



Unlock Grid Flexibility:

By enabling bidirectional charging, EV batteries can be a valuable energy resource for the grids, optimising peak demand management.



Enhance Customer Value:

The goal was to empower EV owners to actively participate in the energy transition while significantly reducing their energy costs.



Accelerate the Energy

Transition: a robust V2G solution would drive more renewable into the energy mix used.



Why triPica?

The Mobility House faced a **critical challenge**: to inject energy into the French grid, they needed energy supplier status, customer invoicing capabilities, and a solution to manage bidirectional connections with Enedis. This required **a technology partner with expertise in both V2G billing and CRM**.

After evaluating market options, TMH chose **triPica, praised by industry experts as the "Ferrari of solutions" for its unmatched agility and capability**. Uniquely equipped to handle real-time energy monetization in France, triPica was able to provide EV owners the transparency and control over their grid interactions. With its proven and robust platform triPica provided TMH with the confidence that their ambitious goals can be achieved with precision and speed.

Finally, as triPica's **flexible SaaS platform** has proven record of adapting seamlessly to varying regulatory and grid requirements, it was a strategic choice for potential international reach.



Path to launch

The partnership between The Mobility House (TMH) and triPica began in December 2023, kicking off with a three-week discovery phase in January 2024 to finalise scope and functional requirements. To make the project a success the team had to **meet a very tight timeline and be ready for a commercial launch within seven months** to coincide with the Renault 5 E-Tech's commercial debut, targeted for September 2024.

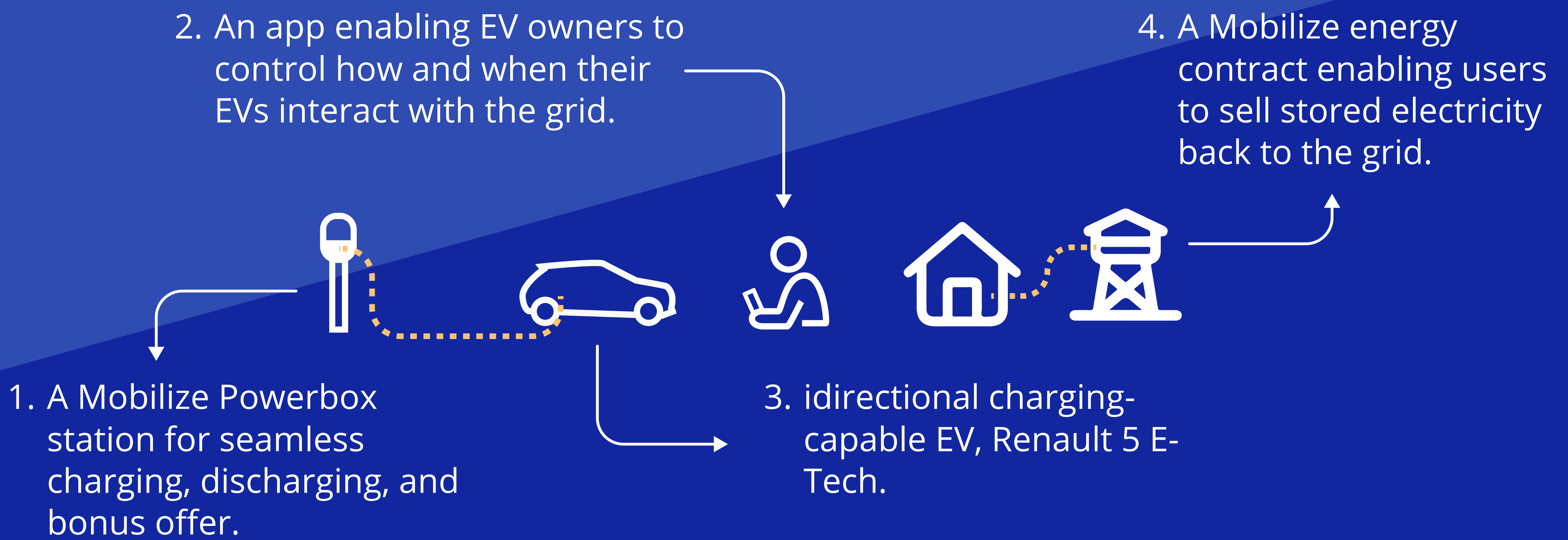
To meet an ambitious timeline, triPica executed a meticulously structured project plan:

- February 2024** The project officially kicked off.
- May 2024** A comprehensive supplier platform, including CRM and billing, was launched with a standard electricity offer. Friendly end-to-end user testing with The Mobility House, Mobilize, and Renault was successfully completed.
- July 2024** Bidirectional communication with the grid was activated, enabling V2G charging. End-to-end functional user testing engaged Renault, Mobilize, and TMH to ensure seamless contract management and billing throughout the full customer journey, was successfully completed, signing-off project go live.
- September 2024** World's first Vehicle-to-Grid (V2G) solution was commercially launched in France.
- October 2024** The offer was promoted and presented by Mobilize and Renault at the Paris Motor Show.

This structured approach ensured smooth delivery at every stage, while keeping focus on the critical timeline.

TMH launched **Europe's first commercial V2G service** in September 2024, in France with Renault with the pioneering offering centered around the Renault 5 E-Tech.

The service was built on **four key** components:



The backbone for this operation is triPica's SaaS CRM and billing platform, enabling a seamless monetisation of the bi-directional communication between the EV and the grid. Powered by triPica robust billing functionality, EV owners have full transparency on how much energy their vehicles consume from the grid, and how much they inject back into the grid.

While The Mobility House brought valuable experience as supplier in Germany, throughout the full project TMH leadership confidently relied on triPica's advanced and ready-to-use out-of-the-box CRM and billing functionality, fully aligned to energy retailer's needs. Thanks to its flexibility to accommodate TMH's unique requirements as well as complex taxation rules, triPica provided a fast and adaptable solution.

Results

In just **7 months** since the project kick-off, by August 2024, Renault's first customer in France signed the inaugural V2G service contract with The Mobility House.

This groundbreaking launch of the **World's first commercial V2G offer** proved that electric vehicles can be more than transportation - they can sell electricity.

The V2G launch is transformative not only for the EV owners and energy consumers, now convincingly taking the role of **prosumers**, but it also **marks a societal shift**:



Financial Benefits for Customers: Bidirectional charging can cut EV owners’ annual energy bills by up to 52%, saving around €780 yearly (transportenvironment.org).



Grid Stability: Feeding energy back to the grid during peaks reduces strain and enables more renewables like wind and solar into the used energy mix.



Sustainability at Scale: Supporting the EU’s renewable transition, V2G tech lowers fossil fuel reliance and drives carbon neutrality. Acting as virtual power plants, EVs have potential to generate an impressive 430 GW of solar capacity by 2040, almost doubling the current solar output in the EU and potentially becoming the EU’s 4th largest energy provider (Fraunhofer-Institut für Solare Energiesysteme ISE).

Finally, even though the technology is already in place, its monetisation and customer promotion via easily accessible offers are just beginning, leaving much potential untapped. With clear regulations and unified standards emerging, this innovation is poised to unlock its full potential, driving Europe’s transition to a sustainable and green energy future.



Testimonials

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*“V2G is a game-changing innovation for both energy suppliers and customers. With our technology and **triPica’s adaptable billing platform**, EV owners can contribute to the energy transition and save on energy costs.”*

Raphael Hollinger,
Chief Digital Officer, The Mobility House

Summary

The partnership between TMH and triPica is not just a milestone—it is **a glimpse into the future of sustainable energy and mobility**. By combining TMH’s expertise in V2G technology with triPica’s adaptable CRM and billing platform, the collaboration is setting a new standard for how EVs and energy systems interact.

As V2G services expand beyond France to other European markets, this partnership will continue to unlock new opportunities for consumers and energy retailers alike, turning the vision of a zero-emission future into reality.



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SAAS CUSTOMER AND BILLING PLATFORM

Energy Flexibility demands IT Flexibility

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