coneva presents new optimization solutions for commercial & industrial, logistics and PV plant operators at Intersolar Europe 2026

New use cases for PV feed-in optimization and flexibility marketing address the most pressing challenges facing commercial & industrial businesses, logistics companies and PV plant operators

Munich, 16 June 2026 – coneva GmbH – electricity supplier, direct marketer and provider of an intelligent energy management system for industrial and commercial customers – is presenting two further-developed solutions at Intersolar / The smarter E Europe 2026: an expanded version of coneva Flex with new use cases around PV feed-in optimization and flexibility marketing, plus coneva Solar Spot, a new manufacturer-independent direct-marketing product for PV plant operators. coneva can be found in Hall B0 and is also a partner of the special exhibit "Renewables 24/7: Secure Energy for a Changing World" in Hall C5.

Three target groups, one shared problem: energy is getting more complex – and more expensive

Commercial and industrial businesses are grappling with rising electricity and grid costs, while individual peak loads drive up demand charges. Logistics operators electrifying their fleets are hitting the limits of their grid connections: energy demand at the depot is enormous – especially when every vehicle charges at once – but the connection capacity is finite. And PV plant operators are losing revenue to curtailment and negative electricity prices, while fixed feed-in tariffs expire on existing systems and new marketing models are needed.

What all three groups have in common: they possess flexibility – whether battery storage, PV systems or controllable loads – but have barely tapped its economic potential so far. This is exactly where coneva comes in. And the best part: what pays off for the individual company has an impact far beyond it. Every flexibility that is used economically relieves the power grids, accelerates the energy transition and strengthens Europe's energy independence.

PV feed-in optimization: an end to revenue lost to curtailment

96 electricity prices in a single day – and most PV systems ignore them. They feed in the moment the sun shines, even at negative prices. The new feed-in optimization in coneva Flex changes that: the system identifies high-price periods, stores surpluses in the battery and only feeds in when it is

economically worthwhile. Curtailment at negative prices is reduced, and continuous grey-power trading on the day-ahead and intraday markets generates additional revenue.

It is particularly attractive for operators of rooftop and ground-mounted systems: the existing grid connection is used more effectively – more value from existing infrastructure, with no additional connection capacity. coneva handles direct marketing and grey-power supply with no upfront investment from the operator and shares in the revenue through a profit-share model. And for systems in the "other direct marketing" scheme, the model opens up economically viable operation.

One battery, multiple revenue streams: new perspectives for commercial businesses and logistics

Beyond this, coneva is further expanding the parallel use of battery storage across multiple use cases. coneva Flex already combines increased PV self-consumption, peak shaving, atypical grid use and price-optimized grid procurement – in combination with coneva's dynamic electricity tariff. Now flexibility marketing is added as an additional revenue stream: free storage capacity is actively marketed on the market, turning the battery from a pure cost-saver into a source of income.

The result: at any given moment the battery is deployed wherever it delivers the greatest economic benefit – differently in winter than in summer, differently on weekdays than at weekends – instead of being locked into a single use case. This can cut energy costs by up to 35 percent and noticeably shorten the payback period of battery storage.

That makes getting started worthwhile even for commercial businesses that don't yet operate battery storage: combining several revenue and savings levers makes the investment economically attractive – and, alongside low energy costs, delivers greater independence from rising electricity and grid charges.

For logistics sites with electrified fleets, the approach is especially relevant: coneva not only controls charging infrastructure, battery storage and PV systems, but integrates the entire depot into the energy market. Peak loads from simultaneous charging are absorbed, the limited grid connection is used optimally, and power procurement is aligned with quarter-hourly fluctuating market prices. This makes electrifying truck and bus fleets economically scalable – an insight that coneva is currently translating into a practical blueprint as a partner in UnternehmerTUM's "Truck Charging 2.0" project.

coneva Solar Spot: flexible direct marketing instead of a fixed tariff

In parallel, coneva is introducing Solar Spot, a standalone product for the market-oriented direct marketing of PV systems. It is aimed at plant operators who want to participate flexibly in the spot market rather than feeding in at a fixed tariff. Settlement is software-based via compatible power plant controllers, including the meteocontrol blue'Log XC series and WAGO PFC200.

"Electricity stopped being a fixed cost block long ago – it's a market with 96 prices a day, and anyone with flexibility can turn that into a business," says Frank Blessing, Managing Director of coneva GmbH. "With the new use cases in coneva Flex and the coneva Solar Spot direct-marketing offering, we make exactly that easy to access for commercial & industrial businesses, logistics companies and PV plant operators: lower energy costs, new revenue streams and greater independence. And every kilowatt-hour that is intelligently stored and marketed also relieves the grids and advances the energy transition in Europe."

coneva is also a finalist for The smarter E AWARD 2026 in the Smart Integrated Energy category – evidence of the relevance of its optimization approach.

About coneva

coneva GmbH, headquartered in Munich, is an electricity supplier, direct marketer and provider of a manufacturer-independent energy management solution for industrial and commercial customers. The coneva Flex platform connects PV, battery storage, charging infrastructure and dynamic electricity tariffs into a fully automated system and enables active participation in energy markets. More than 200 customer projects across 17 countries demonstrate the practical effectiveness of its solutions. Further information at https://www.coneva.com.

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