

CORNWALL INSIGHT

CREATING CLARITY

Our Capabilities in Training

The pre-eminent provider of energy market training

Cornwall Insight is the energy sector’s market leader in training in GB, Ireland and beyond. Our pedigree is born out of over 15 years of imparting knowledge and strategic advice from our market experts to clients across the value chain, including generators, investors, lawyers, network companies, regulators, government departments, suppliers, and the public sector.

Customers benefit from our training service being developed and delivered by experts from a wide range of backgrounds across global energy markets and disciplines. All of our presenters are active practitioners in the industry, ensuring our training captures the most up-to-date knowledge and market intelligence.

Our passionate and engaging trainers have a long history of delivering training for those requiring an introduction to the sector through to advanced level learning on specific complexities of market arrangements. Their subject expertise and enthusiasm gives our clients the unique and additional benefit of having specialists to contextualise learning with real-world experience.



Ed Reed, Head of Training

Ed leads on ensuring our training offerings across the Cornwall Insight group capture the latest market developments and are tailored to meet customer requirements, be it new starters to the sector or advanced level training on areas of complexity. He is also responsible for overseeing our customer’s bespoke and in-house training needs, which can be delivered on-site or remotely via videoconferencing.

Ed works with the rest of the business to expand our knowledge sharing service, including the provision of advice and learning to overseas clients looking to establish a presence in GB or Ireland or in emerging markets where clients wish to understand the pros and cons of GB and Ireland’s experience of liberalising energy markets since the 1980s.

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Examples of breadth of topics covered

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Great Britain	Introductory courses for new starters – covering the basics of market metrics, design, regulatory, cost chain and trends	‘Flexibility’ markets – Balancing Mechanism, BETTA design, balancing services contracts, embedded benefits, imbalance	Retail market landscape and competitive dynamics, network costs, settlements, supplier compliance, energy efficiency obligations
	Renewables – Renewables Obligation, Feed-in Tariffs, Contracts for Difference, ‘subsidy-free’, Corporate PPAs, and routes to market	Wholesale trading— hedging, price drivers, risk management, routes to market	Project finance— project risks, contract structuring, sources of value
Ireland & Northern Ireland	Introduction to Energy markets – covering basics of wholesale trading, retail market arrangements, regulatory, cost chain and trends	Single Electricity Market (SEM) – design, incentives and opportunities	Energy asset investment – project finance, SEM risks and revenues, assessing business cases
	Retail markets – regulatory frameworks, competitive landscape, charging, outlook	Renewables – Renewable Electricity Support Scheme (RESS) design, routes to market, balancing responsibility	‘Flexibility’ markets – DS3 framework, Capacity Remuneration Mechanism, trading and balancing



We offer a comprehensive yet flexible service to ensure we meet clients' needs. Our offerings include public face-to-face training, bespoke workshops delivered at customer's premises, and distant learning options.

About us

The Cornwall Insight group is headquartered in Norwich, GB and has offices in Dublin, Ireland and Australia. Our team of over 60 employees provide our clients with insight and advice on wholesale, retail, policy, regulation and emerging market issues. Our sister company Pixie Energy, acts as an incubator and facilitator of strategic research and project work focussing on a wider range of impacts of disruption on energy regulation, policy and markets. The Cornwall Insight team provides specialist knowledge and independent insights that helps our customers succeed in the rapidly changing markets.

Feedback



Very good content and knowledgeable speakers. Excellent response to questions. -REDT Energy



I really enjoyed the training. The speakers took the time to explain basic concepts and go deeper into detail. Good management of interaction and activities

-Committee on Climate Change



As someone new to the energy industry, this has been a really useful and valuable entry-level course. Knowledgeable speakers. -ENGIE



Extremely informative and a good insight into the industry

-Utility Regulator for Northern Ireland

Training Pathway Examples

GB Training Pathways 1	Energy Supply	Renewables	Flexibility Assets
Foundation Course	Introduction to the GB Energy Market	Understanding the GB Electricity Market	Understanding the GB Electricity Market
Intermediate Course	Commercials of Energy Retailing	Renewables and the Low Carbon Power Market	Future Flexibility
Advanced Course	Electricity Settlements: From the Meter to the Bank	Power Purchase Agreement (PPA) Masterclass	Getting BETTA
GB Training Pathways 2	Training & Balancing	Networks	Finance & Investment
Foundation Course	Introduction to the GB Energy Market	Introduction to the GB Energy Market	Understanding the GB Electricity Market
Intermediate Course	GB Electricity and Gas Wholesale Trading	GB Energy Networks: Costs, Charges and Changes	Future Flexibility
Advanced Course	Getting BETTA	Models for Distributed Energy Masterclass	Project Finance for Energy
Ireland & Northern Ireland Training Pathways	Flexibility Assets	Renewables	Energy Supply
Foundation Course	Introducing the Irish Energy Markets	Introducing the Irish Energy Markets	Introducing the Irish Energy Markets
Intermediate Course	Revenue Opportunities for Flexible Assets	Renewable policy and markets	Energy Retail Market
Advanced Course	Bespoke training	Bespoke training	Bespoke training

