

## Energy Storage

### MAKE INFORMED DECISIONS.

Assess financial viability of behind-the-meter applications.

#### Supporting distributed energy resources

As distributed energy resource (DER) penetration increases, utilities must take new steps to maintain power reliability and quality. For example, pairing solar photovoltaic (PV) technology and energy storage, sometimes called resilient solar, enables utilities to establish additional solar PV capacity “behind the meter.” This allows utilities to address substation feeder overload situations and mitigate potential costs due to any backflow. At the same time, it allows customers to store excess generation from renewables and use it at other times to reduce peak demand.

While behind-the-meter storage can benefit both electric utilities and their customers, particularly those located on or near constrained (or potentially constrained) substations/feeders or facing demand-based rates, there are a host of considerations that will affect the economic viability of such a DER configuration.

- ◆ Are you observing growing levels of renewables?
- ◆ Are you concerned about cost shifting among customers?
- ◆ Is your electric supply stable during peak periods?
- ◆ Are there discussions of electricity rate reform?
- ◆ Would customers located near a substation/feeder with performance constraints benefit from load reductions/shifts?

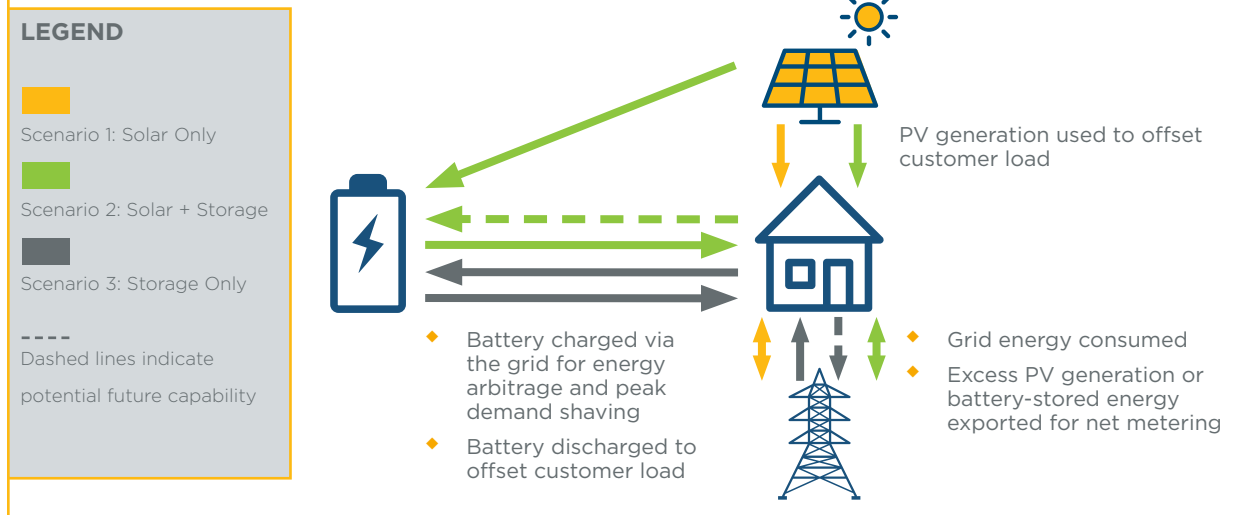
#### OUR PROPRIETARY APPROACH

##### MODELING FINANCIAL VIABILITY OF BEHIND-THE-METER ENERGY STORAGE

- ◆ **Identify customer value streams** for DERs based on existing or potential regulatory constructs such as energy arbitrage, demand reduction, or participation in demand response
- ◆ **Model solar output and advanced energy storage behavior** by customizing our proprietary algorithms and data sets – considering customer load, solar generation, energy prices, and other factors
- ◆ **Compute economics** for various customer types
- ◆ **Compare combinations of DERs** (solar only, solar + storage, or storage only) under different rate structures

Our graphical user interface makes it easy to run customized scenarios and to understand how various rate structures may affect your rooftop solar and storage economics.

## WE CAN HELP YOU MODEL DER COMBINATIONS UNDER DIFFERENT RATE STRUCTURES



### Model the economics of behind-the-meter PV solar and energy storage

We work with electric utilities to identify key drivers for customer adoption of DERs and to assess how potential changes in state legislation may impact needs for and interest in behind-the-meter energy storage.

With a team of industry experts in the DER market and extensive experience building customized utility business cases, we have distinctive capabilities for modeling behind-the-meter solar PV and energy storage economics.

### Insight for making informed decisions

Our proprietary analysis capabilities let you see how changes in rate structure, technology costs, and policies may affect penetration and, ultimately, the economic viability of providing behind-the-meter solar PV and energy storage for your customers. In turn, with this insight you can make confident and informed decisions about design and incentive structures – enabling both your organization and your customers to benefit from distributed energy resources.

