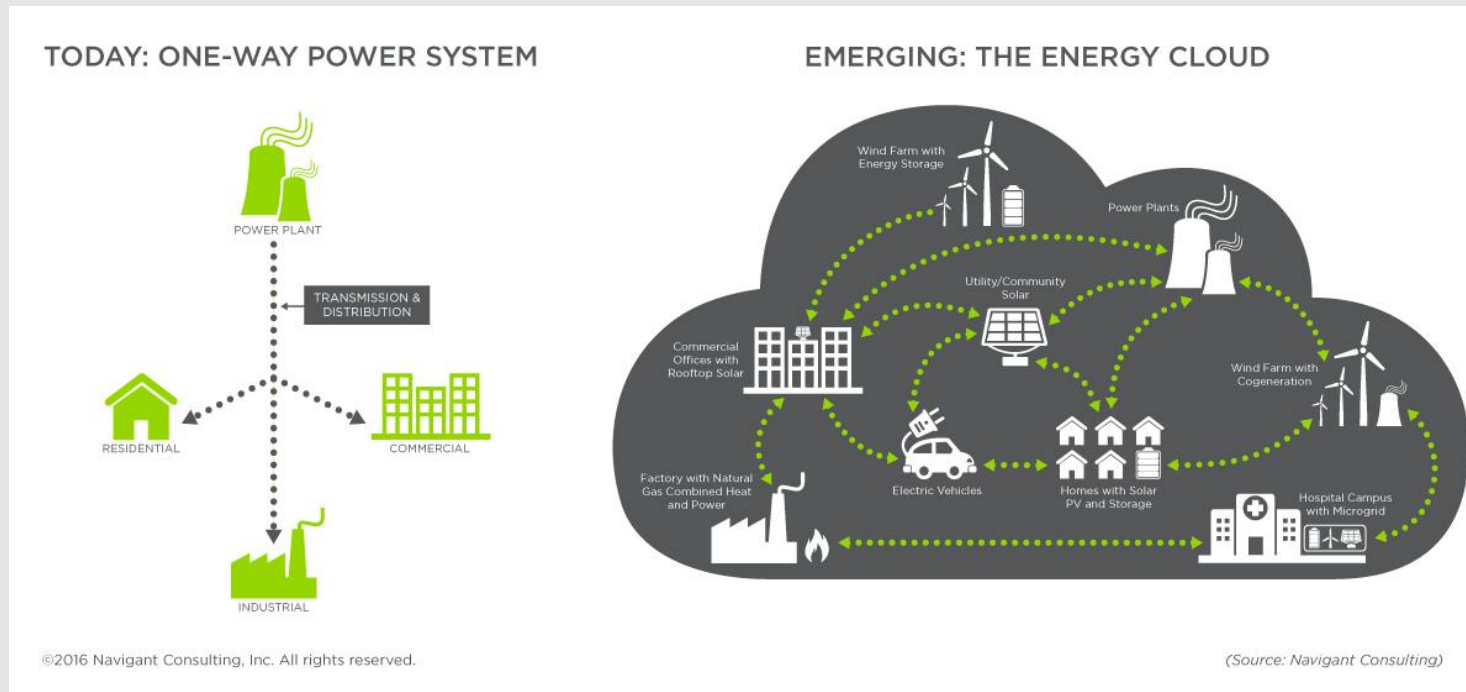


Technology trends for managing peak load demand, grid stability, energy storage and demand side management

---

# A Platform for Integrating Technology Solutions Across the Grid



- Large, centrally-located generation facilities
- Designed for one-way energy flow
- Utility controlled
- Technologically inflexible
- Simple market structures and transactions
- Highly regulated (rate base) and pass through

- Distributed energy resources
- Multiple inputs and users, supporting two-way energy flows
- Digitalization of the electro-mechanical infrastructure: smart grid and behind the meter energy management systems
- Flexible, dynamic, and resilient
- Complex market structures and transactions
- Regulation changing rapidly around renewables, distributed generation (solar, microgrid, storage), net metering, etc.

# Distributed Energy Resources (DER)

We take a broad view of what encompasses DER.

## Distributed Generation

- Solar
- Wind
- Turbines / Micro Turbine
- Fuel Cells

## Distributed Storage

- Electrochemical
- Mechanical
- Thermal

## Microgrid

- On the Grid
- Customer

## Demand Response & Energy Efficiency

- Direct Load Control
- Price Based
- Virtual Power Plants
- Incentive Based

## Utility Side Loss Reduction

- conservation voltage reduction (CVR)
- Voltage and VAR optimization (VVO)
- Grid Optimization

## Electric Vehicles

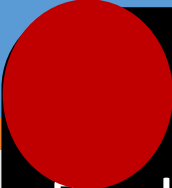
- EV Charging
- EV to Grid

# Drivers

There are a number of drivers facilitating steady market growth.

<p><b>Social</b></p> <ul style="list-style-type: none"><li>• Climate change mitigation is a major motivating factor</li><li>• Concerns about reliability and resiliency</li><li>• Customer confidence in technology</li></ul>	<p><b>Technology</b></p> <ul style="list-style-type: none"><li>• Falling prices</li><li>• Efficiency improvements</li><li>• Improvements in equipment reliability</li><li>• Greater product availability</li><li>• Increasing availability of data</li></ul>
<p><b>Policy</b></p> <ul style="list-style-type: none"><li>• Renewable energy targets</li><li>• Regulatory reforms</li></ul>	<p><b>Financial</b></p> <ul style="list-style-type: none"><li>• Customer saves and/or hedges against electricity rate fluctuations with self-generation</li><li>• Dedicated businesses create efficiency</li></ul>

The energy cloud represents a wide range of strategic, operational, technological, commercial, environmental, and regulatory changes that are transforming the traditional utility model for energy provision.



## Peak Load and Energy Reduction

- **Implement Direct Load Control**
    - Leveraging existing programs and expanded capabilities
  - **Implement Rate Programs:**
    - Peak time rebates (PTR)
    - Critical peak pricing (CPP)
    - Time of Use (TOU)
    - Real time pricing (RTP)
  - **Volt / VAR Optimization**
    - Conservation Voltage Reduction (CVR)
    - Integrated Volt / VAR Control (VVO)
  - **More Detailed Information**
    - Induce conservation for consumers
    - Displaying customers' consumption allows streamlining and targeting DSM program to customers
-



## Grid Reliability and Efficiency

- **Identification of Outage Locations**
    - Locations identified faster and reduced labor time
    - Reduced Truck Rolls for “OK on Arrival”
    - Reduced Nested Outages
    - Reduced / Avoided CAIDI/SAIDI time and penalties
  - **Integration of Distributed Energy Resources**
    - Monitor and balance load flow on feeders
  - **Load Flow Monitoring**
    - Reduced energy losses from Volt VAR Optimization
    - High impedance detection
    - Reduced restoration costs
  - **Fault Location, Isolation and Service Restoration**
    - Utilizing automated switches
-



# Grid Stability, Energy Storage and DMS

- **Storage**
    - Rapidly changing technology development
    - Deployed at residential and utility level
  - **Stability**
    - Storage as a means to stabilizing grid
    - Real time control
  - **DSM**
    - Smart appliances
-

# Utility Business Models

Model	Description
<b>Traditional</b>	<ul style="list-style-type: none"><li>• Vertically integrated utility provides commodity energy to customers.</li><li>• Utility owns, plans, operates (both physical and market operations), and maintains the distribution system (and possibly also the transmission and generation assets).</li><li>• Return of and on investment and cost recovery through rates, with oversight by PUC and rate cases. A variety of rate structures (de-coupled, performance based, etc. are possible).</li></ul>
<b>Functionally Unbundled</b> (several variants)	<ul style="list-style-type: none"><li>• Distribution utility is functionally separated from generation, which is out of the rate base.</li><li>• Utility owns, plans, operates (both physical and market operations), and maintains the distribution system.</li><li>• Investment and cost recovery mechanisms are the same as the Traditional model.</li></ul>
<b>Utility as Distribution System Operator (DSO)</b>	<ul style="list-style-type: none"><li>• Utility owns the distribution assets and makes allowable investments based on the DSO planning process.</li><li>• Utility acts as independent DSO, and conducts market operations (market facilitation of DER and transaction management).</li><li>• Utility as DSO also conducts physical operations (real and reactive power flow, outage restoration, switching, reliability coordination, and situational awareness).</li></ul>
<b>Value-Added Service Provider*</b>	<ul style="list-style-type: none"><li>• In addition to any of the roles above, the utility is allowed to (and chooses to) provide additional value-added services that may or may not be related to DER, such as:<ul style="list-style-type: none"><li>– Behind-the-meter energy services (e.g., home energy management)</li><li>– Premium (i.e., higher reliability/quality) power supply</li><li>– Warranties and financing for DER</li><li>– Ownership/operation of electric vehicle (EV) charging stations</li><li>– Operations and maintenance of third-party owned DER</li></ul></li></ul>

\*Can be combined with any of the above



# Utilities in the Changing Energy Market

- Technology is no longer an issue
  - Need to change business approach
  - The need for regulatory changes to accelerate RE/EE uptake
-