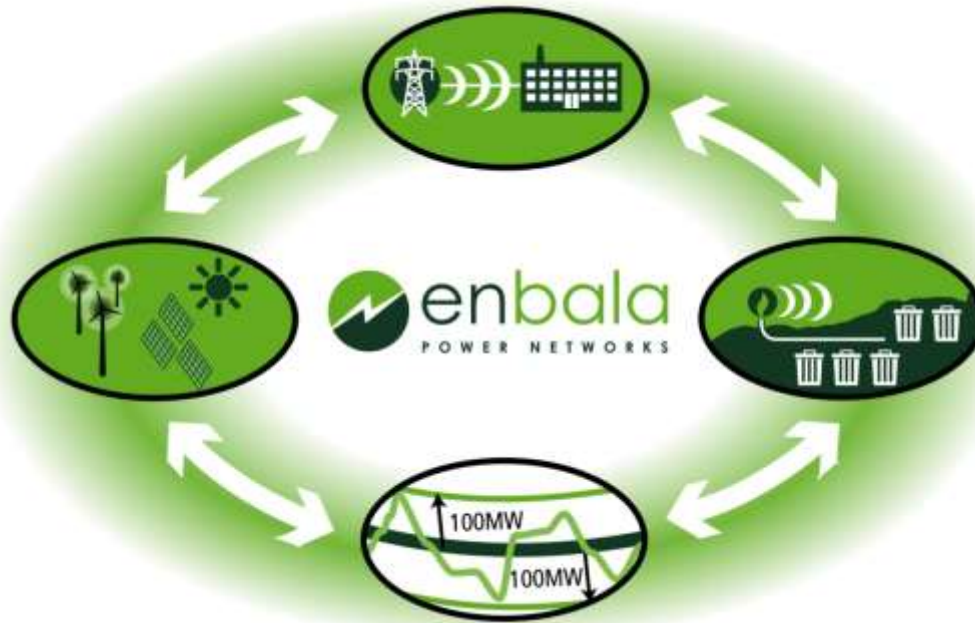
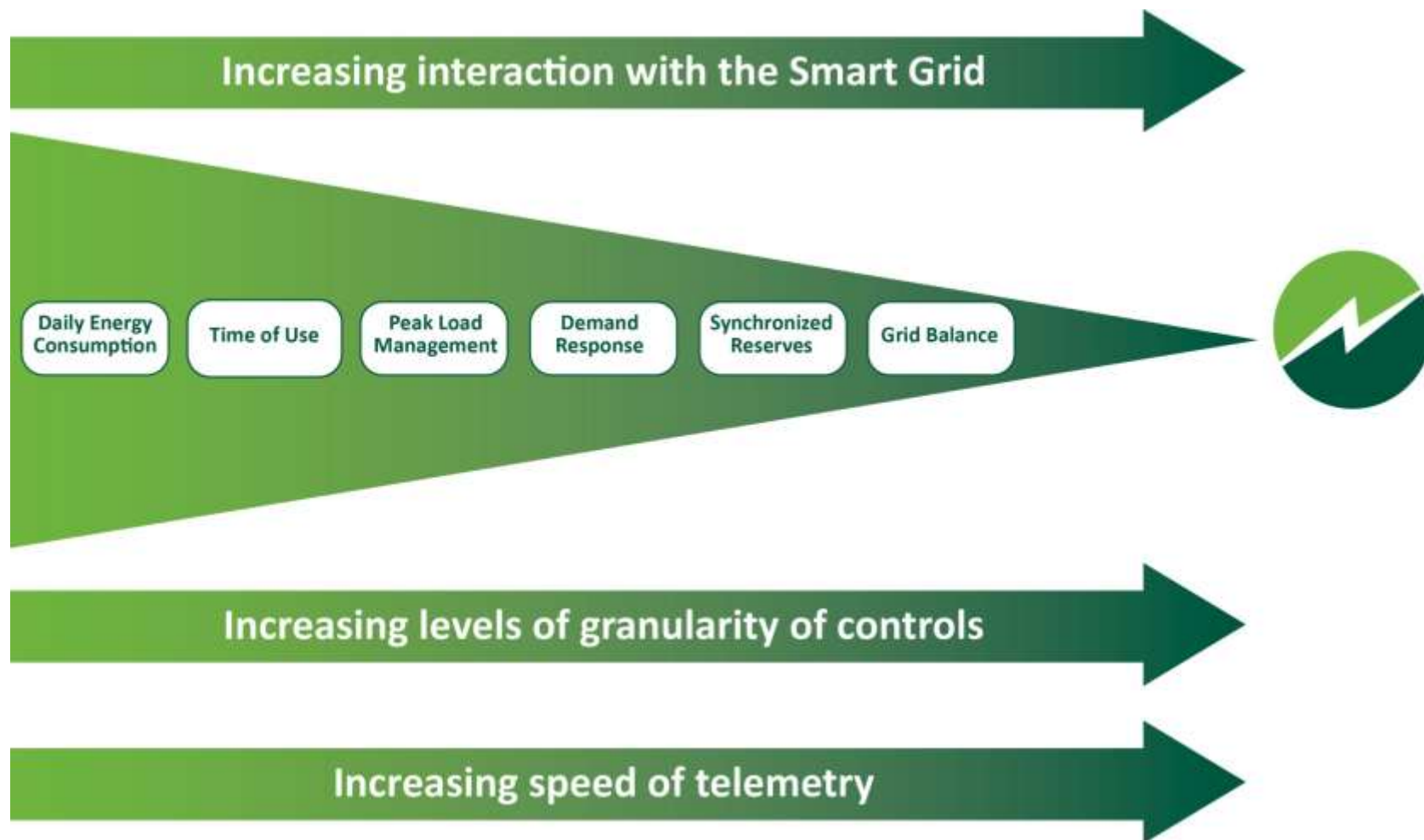


Smart Grid Solutions That Pay You



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Electricity Management Initiatives



Is it just Faster DR?



NOPE

WHY?

- ⚡ Six orders of magnitude more communication
- ⚡ Bi-Directional energy movement(...and energy neutral!)
- ⚡ Cannot impact the customer



Way (way, way, way) faster

DR events happen at most

10 times per year

OR events happen at most

25 times per year

Regulation

7,884,000 times per year

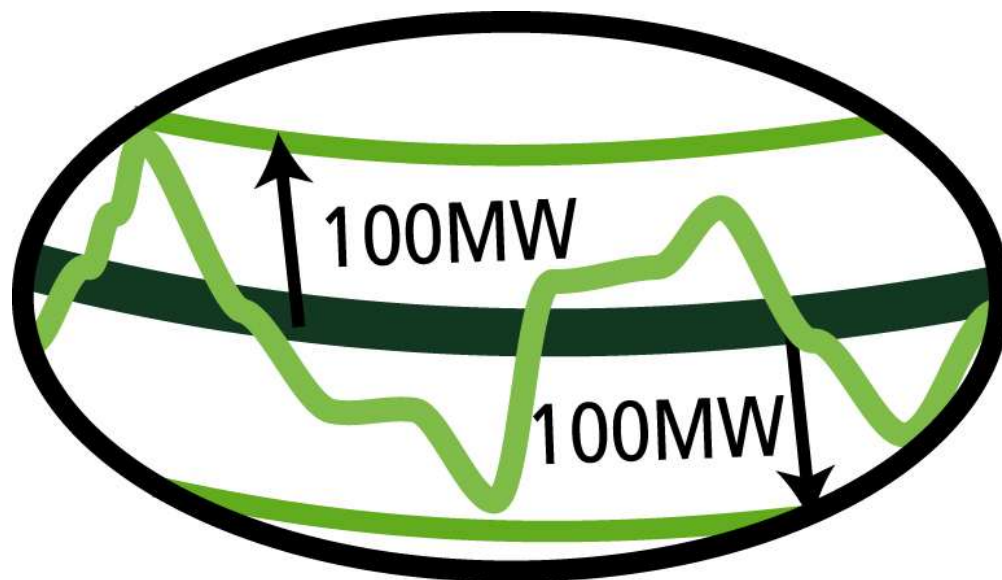
Way (way, way, way) faster



And this is only 3 orders of magnitude different

Bi-Directional....

- ⚡ Regulation represents required balance in the grid
- ⚡ As likely to require the use of more power as curtailment



Cannot Impact the Customer



Regulation is essentially
a continuous requirement



Requires highly intelligent capture of inherent
flexibility in processes



Requires the ability to define constraints
such that operational priorities rank first

Respect the Client's Operational Processes

- ⚡ A successful regulation platform has to conform to the client's business... Not the other way around



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