



Demand Response

WE ARE MASS SAVE®:



We look forward to hearing from you

Please put all your questions into the questions section with this icon.



Q&A



A vertical rectangular area on the left side of the slide, filled with a green-tinted photograph of a dense forest of tall trees, viewed from a low angle looking up.

Agenda

Why Demand Response?

Ways to Participate

Commercial & Industrial | Residential

CSP Vendors and Revenue Stacking

2022 Results

Q&A

Why Demand Response?

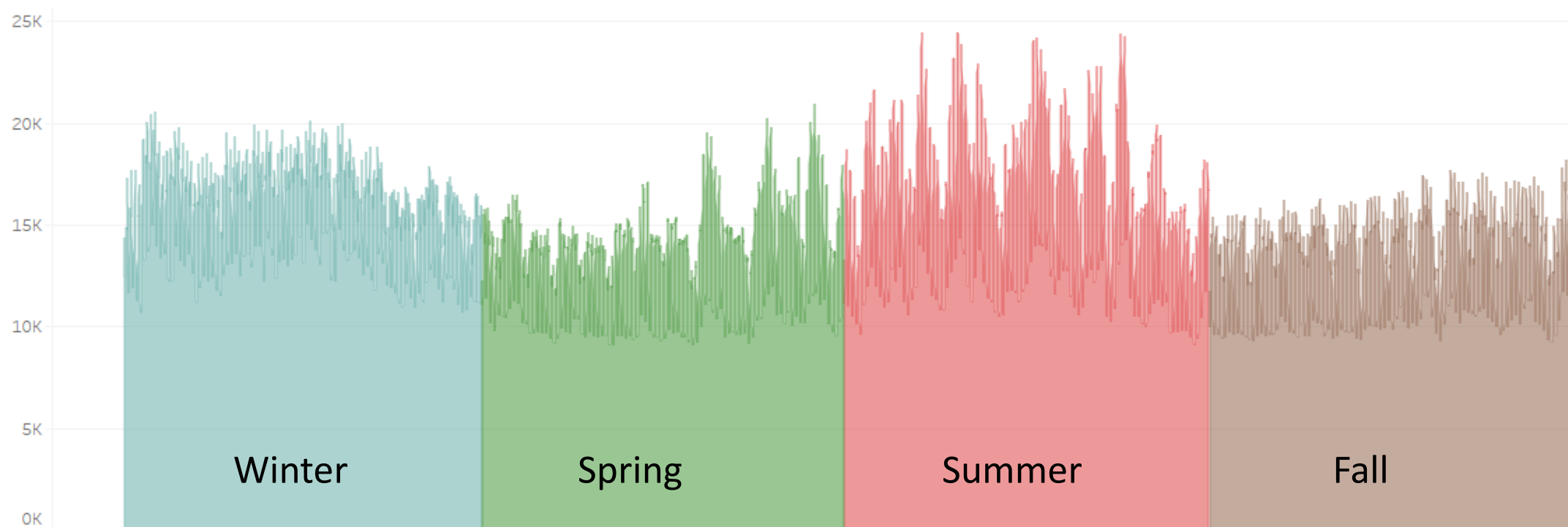


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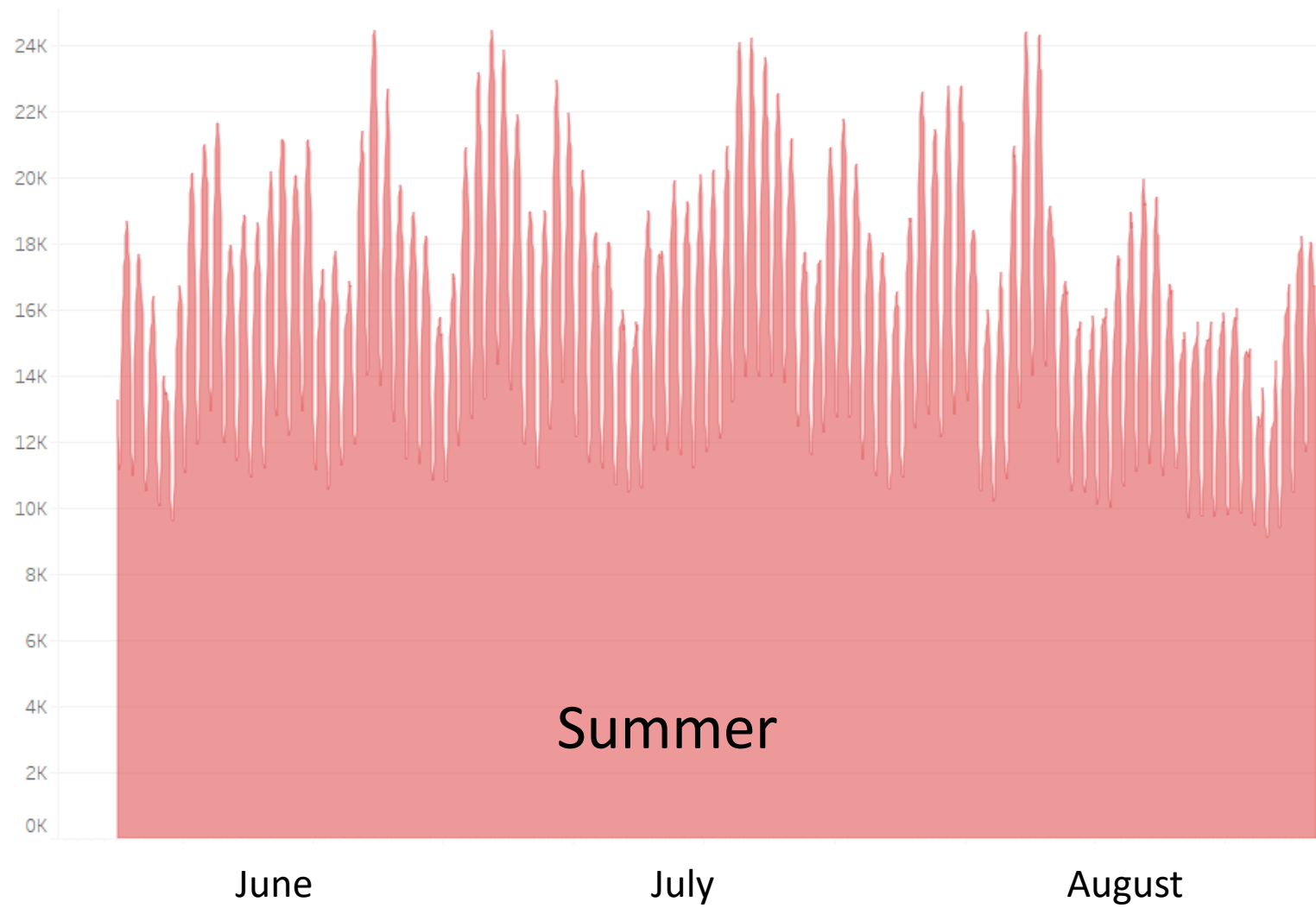


What is demand response and why do we do it?

“The top 10% of hours during the year, on average, accounted for 40% of the annual electricity spend...”



The whole grid is sized to meet the peak.



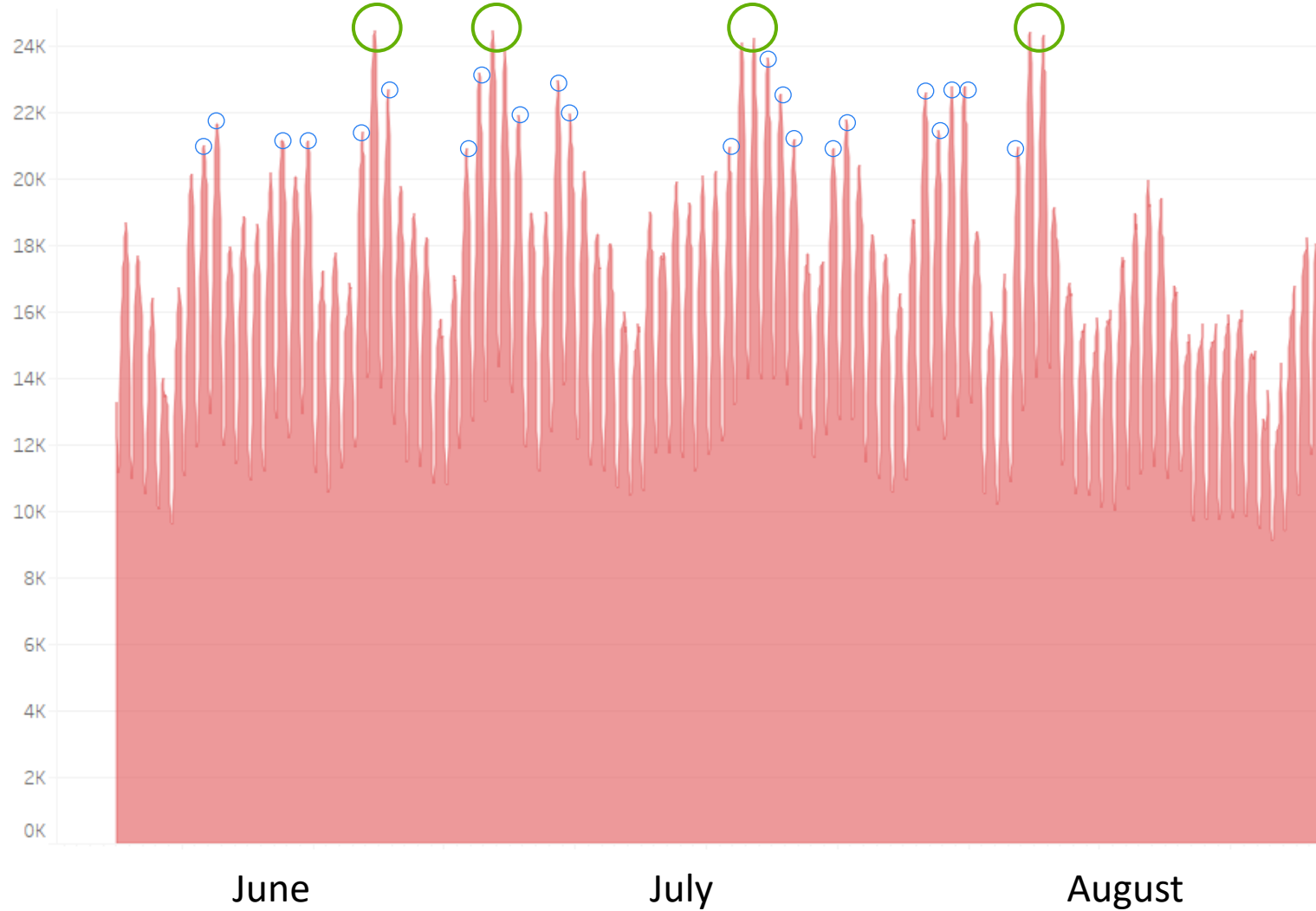
Summer

Commercial/ Industrial Programs

Targeted Dispatch



C&I Daily Dispatch

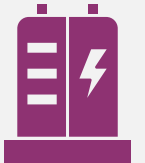


Residential Programs

Thermostats



Residential Batteries



Two Ways to Participate

- Summer Season
June 1 – Sept 30
- Winter Dispatch has been discontinued

	Program Parameters
Targeted Dispatch	<ul style="list-style-type: none">• 3 - 8 events per summer• 3 hours per event (Typically 4-7pm)• \$35/kW-summer - Curtailment• +\$10/kW weekend bonus
Daily Dispatch	<ul style="list-style-type: none">• 30 - 60 events per summer,• 2 - 3 hours per event• Technology Agnostic• MA: \$200/kW-summer C&I

Strategies and Technologies Typical to Dispatch Scenarios



Usually Manual

Temperature setback ~3F

VFD speed limiting

Early setback

Process Changes

Pre-scripted BMS control strategies



Usually Automatic

Batteries

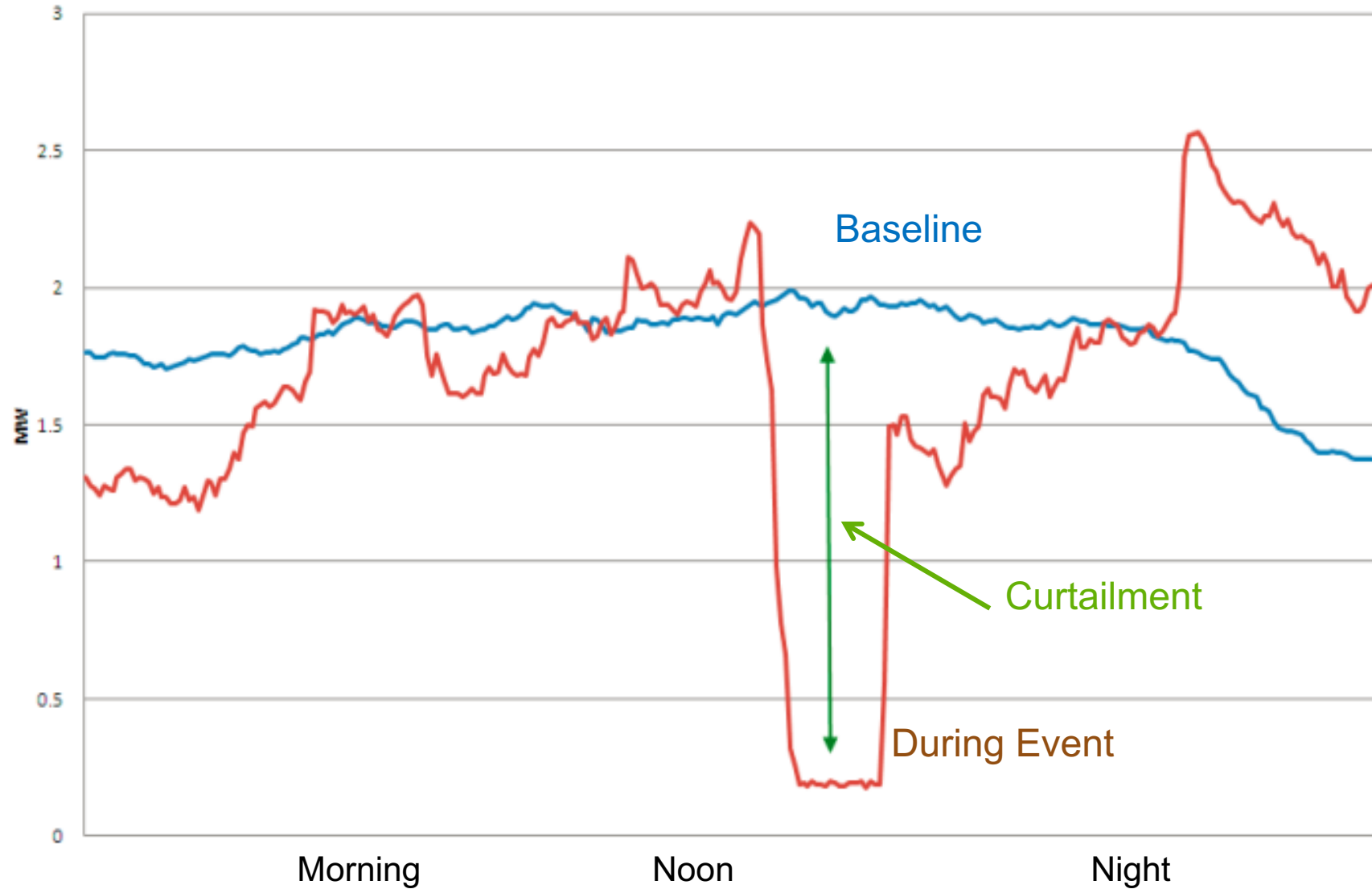
Flywheels

Thermal Storage

Industrial Freezers

Note: Generation no longer allowed in ConnectedSolutions in Massachusetts.

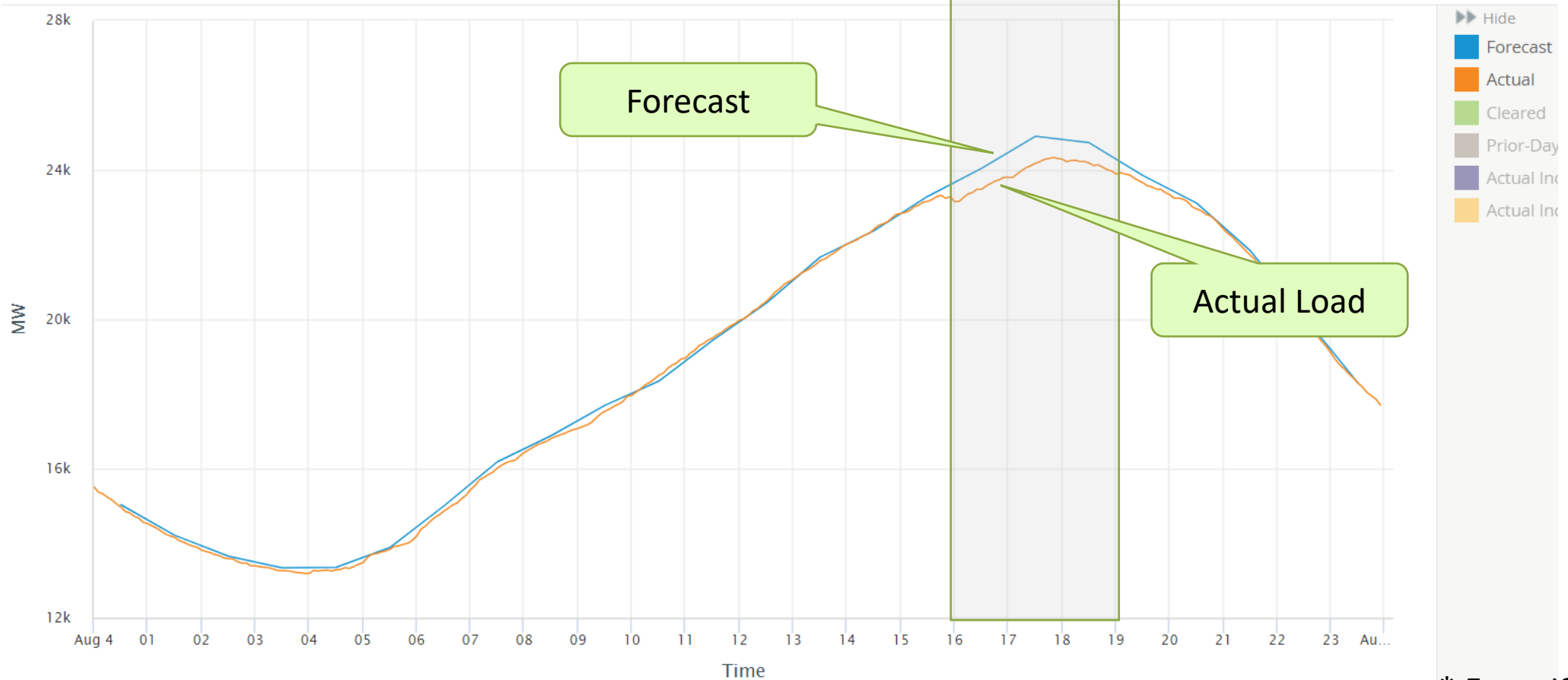
How performance is calculated



Effect on the ISO-NE Grid on Summer Peak

from ISO-NE website
Peak Day 8/4/2022

Date: 08/04/2022 ▾



* From ISO-NE.com

MA C&I

2022 year-end results

Sector/Technology	Enrolled participants	2022 Enrolled (MW)	2022 Performed (MW)	% Performed
C&I				
Targeted	898	157.87	116.97	74%
Daily	78	16.78	9.15	54%
Grand Total	976	174.65	126.12	72%

CSP Vendors and Stacking Revenues

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EVERSOURCE







nationalgrid



Contracted Curtailment Service Providers in Connected Solutions



 <p>CPower</p>	<p>1 (844) 996-4743 ConnectedSolutions@CPowerEnergyManagement.com</p>
 <p>enel x</p>	<p>1 (617) 535-7482 National Grid Customers: NationalGridNE@enernoc.com Eversource Customers: EversourceNE@enel.com Cape Light Compact Customers: resources.enelXNorthAmerica@enel.com</p>
 <p>IPKeys SECURE TECHNOLOGY INTEGRATION CONSULTING & SOFTWARE</p>	<p>1 (855) 475-3970 NEsales@ipkeys.com (<i>National Grid only</i>)</p>
 <p>voltus LESS ENERGY • MORE CASH</p>	<p>1-415-463-4236 National Grid Customers: NGridNE@voltus.co Eversource Customers: EversouceNE@voltus.co Cape Light Compact Customers: tkrause@voltus.co</p>

Additional Pre-Approved Curtailment Service Providers in ConnectedSolutions

- NRG
- Engie
- Icetec
- Centrica
- Singularity
- Enersponse
- Stem
- Cadenza

The List is Always Growing



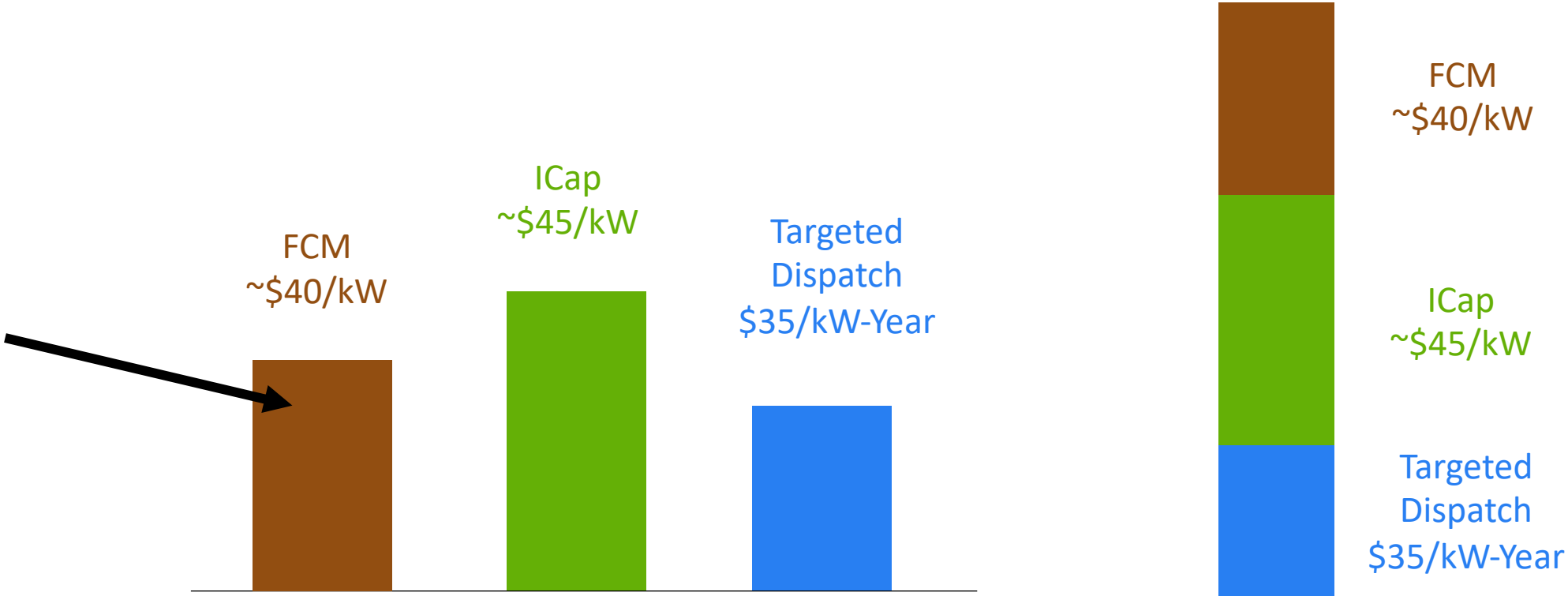
Revenue Stacking Potential

CSPs are experts at this and can detail other opportunities

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Up to \$120/kW Every Year!

Market Participant Needed (aka CSP)



Questions?



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