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Maximize Energy Storage Revenue with ConnectedSolutions and Clean Peak Standard

April 2, 2025

WEBINAR AGENDA

- Intro to ConnectedSolutions & Clean Peak Standard
- How to Model CS & CPS Savings in ETB Developer
- Earning Clean Peak Energy Credits (CPECs)
- How ETB Controller Automates Program Participation
- Strategies to Maximize Participation & Savings
- Streamlining Program Process
- Q&A
- Check List

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Speakers

Tracy Fosterling
Marketing
Manager

Nathan Gutzmann
Product Manager
ETB Controller

Bailey Cox
Regional Account
Manager

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Introduction to ConnectedSolutions & Clean Peak Standard

ConnectedSolutions

June through September program period

30-60 events per season

$200/kW in Massachusetts
$275/kW in Rhode Island

Goal: Reduce load on the grid during peak hours and improving grid stability
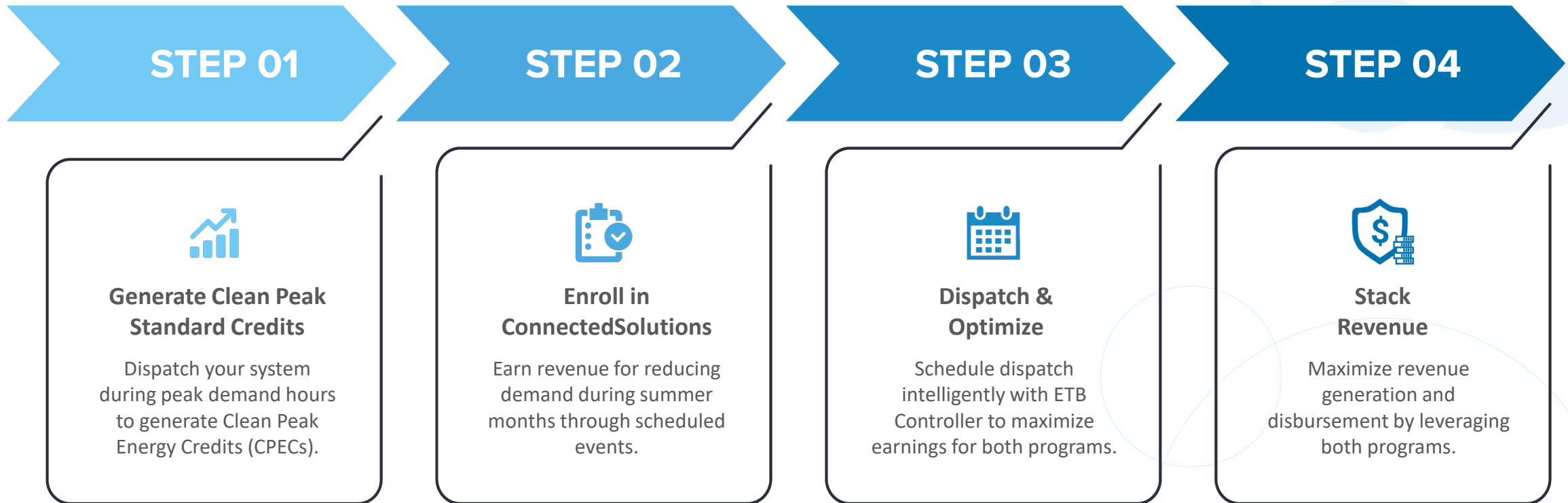
Clean Peak Standard (CPS)

Front and behind-the-meter projects

Achieve compliance via Clean Peak Energy Credits

1MWh of renewable energy equates to one Clean Peak Energy Credit (CPEC)

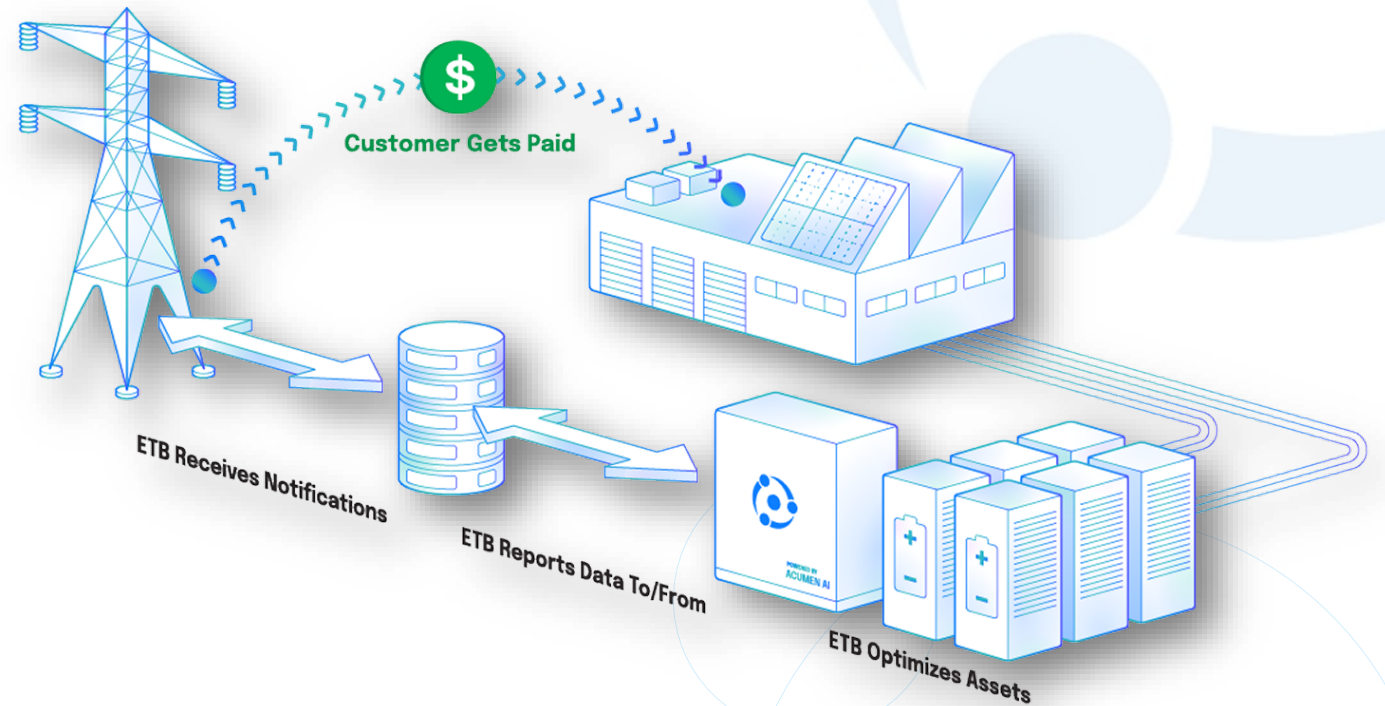**Goal:** Increase the amount of renewable energy generated in Massachusetts

VS

Stacking Programs for Optimal Savings

STEP 01

Generate Clean Peak Standard Credits

Dispatch your system during peak demand hours to generate Clean Peak Energy Credits (CPECs).

STEP 02

Enroll in ConnectedSolutions

Earn revenue for reducing demand during summer months through scheduled events.

STEP 03

Dispatch & Optimize

Schedule dispatch intelligently with ETB Controller to maximize earnings for both programs.

STEP 04

Stack Revenue

Maximize revenue generation and disbursement by leveraging both programs.

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How Does ConnectedSolutions Work?

Program Details

- Massachusetts & Rhode Island

- Includes the major utilities: Eversource, National Grid, Unitil & Rhode Island Energy

- Incentives to reduce peak demand for commercial & industrial (C&I) customers

Customer Gets Paid

ETB Receives Notifications

ETB Reports Data To/From

ETB Optimizes Assets

Lucrative Incentives & Lock-In Rates for C&I Customers

Targeted Dispatch

2-8 events per season

$35/kW compensation

Example Revenue: Earn as high as ~$15,000 per year on average

VS

Daily Dispatch (recommended)

30-60 events per season

$200/kW for Massachusetts or $275/kW in Rhode Island

Example Revenue: Earn up to ~$87,000/year in Massachusetts or ~$120,000/year in Rhode Island

Note: Example revenue based on a 500kW/1MWh battery with an average event duration of 2.3 hours

Lock-In Rates

Projects can lock in the incentive rate prior to installation for up to 2 years. Once participation starts,

customers can lock in the incentive rate for 5 years.

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How Does Clean Peak Standard Work?

Program Details

- Solar, solar + storage, storage-only sites in Massachusetts

- 1 CPEC = 1 MWh of renewable energy generation

- Multipliers adjust CPEC totals based on season, site, and grid load

- Summer/Winter participation applies a **4x multiplier**

- Energy dispatched during the monthly peak earns a **25x multiplier**

- Monthly peak energy in summer: **4 x 25 = 100x multiplier**

Customer Gets Paid

ETB Reports Data To/From

ETB Optimizes Assets
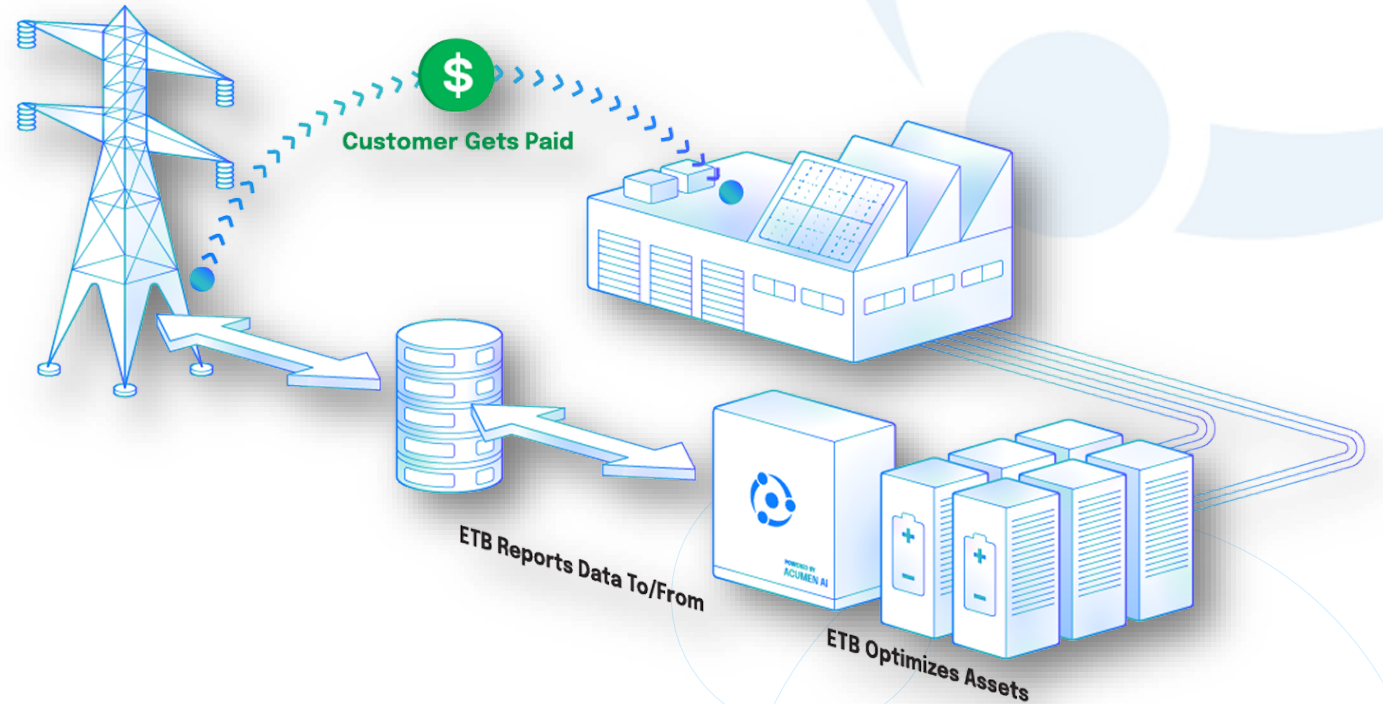
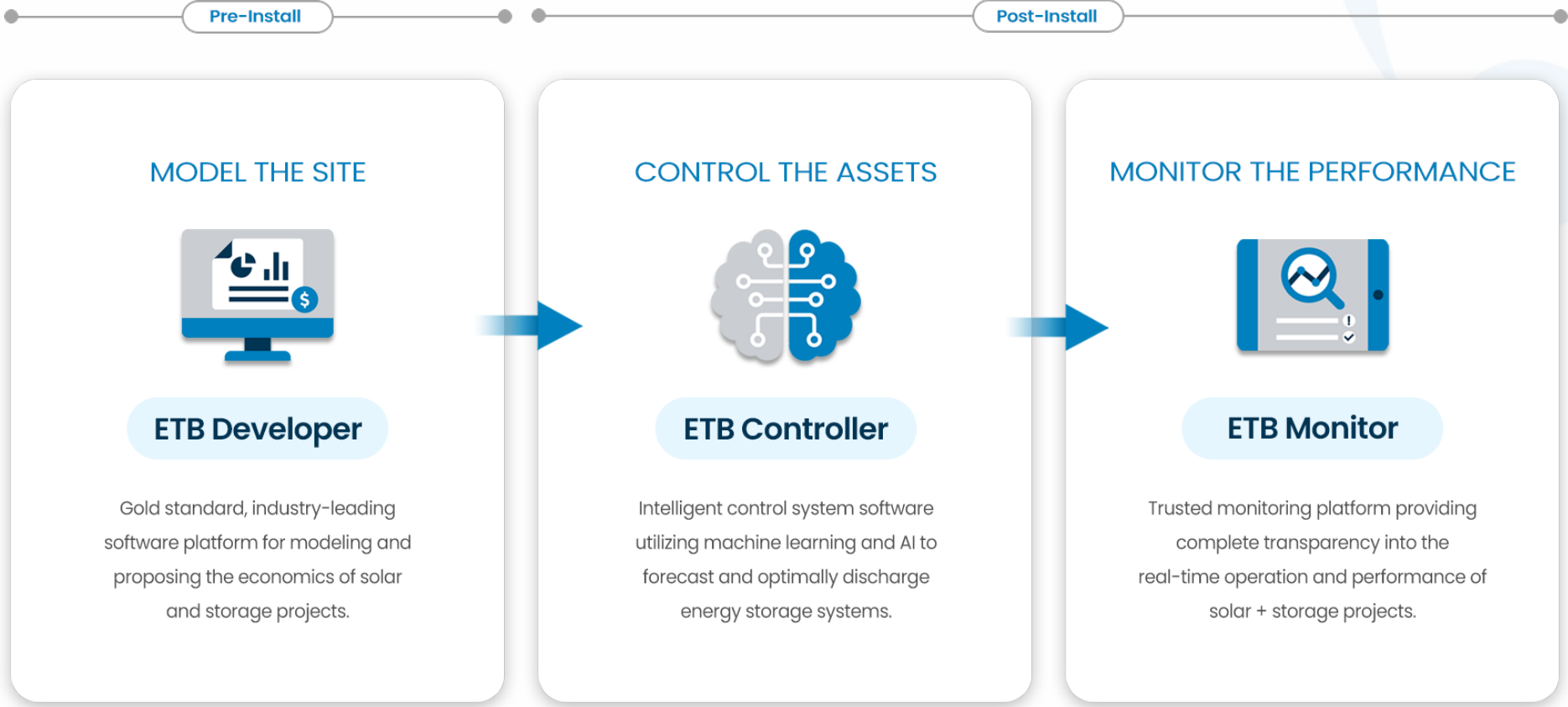# Navigating ACP & CPECs for Clean Peak Standard

- Renewable energy generation targets increase yearly.

- Facilities failing to meet targets must pay the Alternative Compliance Payment (ACP)

- **ACP Rates**

  - $65/MWh for 7 years, then $45/MWh.

- Instead of ACP, generators can buy CPECs, with ACP setting a price ceiling

- ACP rates are set through 2050, ensuring long-term program value

Steps to Enroll & Participate

WHAT YOU DO

Sign the Agreement

Get Paid!

WHAT WE DO

Dispatch Event

Metering & Verification

Submission of Data

Accounting & Settlement

Other Admin Tasks

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From Project Conception Through End of Life

Pre-Install

Post-Install

MODEL THE SITE

ETB Developer

Gold standard, industry-leading software platform for modeling and proposing the economics of solar and storage projects.

CONTROL THE ASSETS

ETB Controller

Intelligent control system software utilizing machine learning and AI to forecast and optimally discharge energy storage systems.

MONITOR THE PERFORMANCE

ETB Monitor

Trusted monitoring platform providing complete transparency into the real-time operation and performance of solar + storage projects.

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Utility Rates & Net Metering

Customer Charges

- ● Flat Rate
- ○ Tiered By Max Annual Demand
- ○ Tiered By Max Annual Energy Use
- ○ Tiered By Max Monthly Demand
- ○ Tiered By Max Monthly Energy Use
- ○ Flat Rate: Charges Vary With Units

Energy Charges

- ● Flat Rate
- ○ TOU
- ○ Tiered
- ○ Tiered: Tier Ceilings Vary with Demand
- ○ TOU With Nested Tiers
- ○ Tiered: Tier Ceilings Vary With Units
- ○ TOU With Nested Proportional Tiers
- ○ Demand Tiers With Energy SubTiers
- ○ Daily/Hourly Pricing

Demand Charges

- ● Flat Rate
- ○ Tiered
- ○ TOU With Nested Tiers
- ○ TOU

Billing demand ❓

Ratchet Configuration
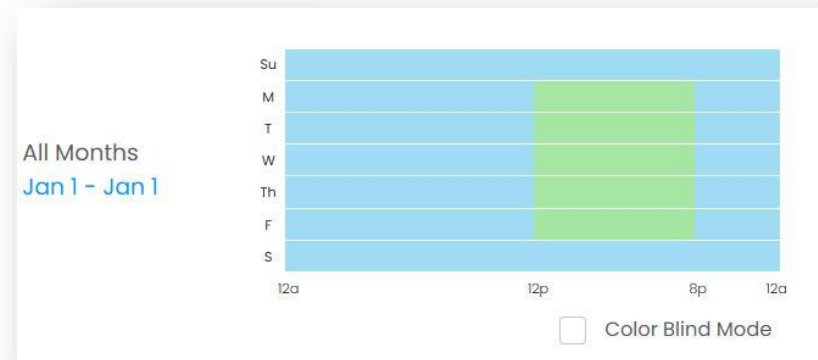Minimum Demand Values
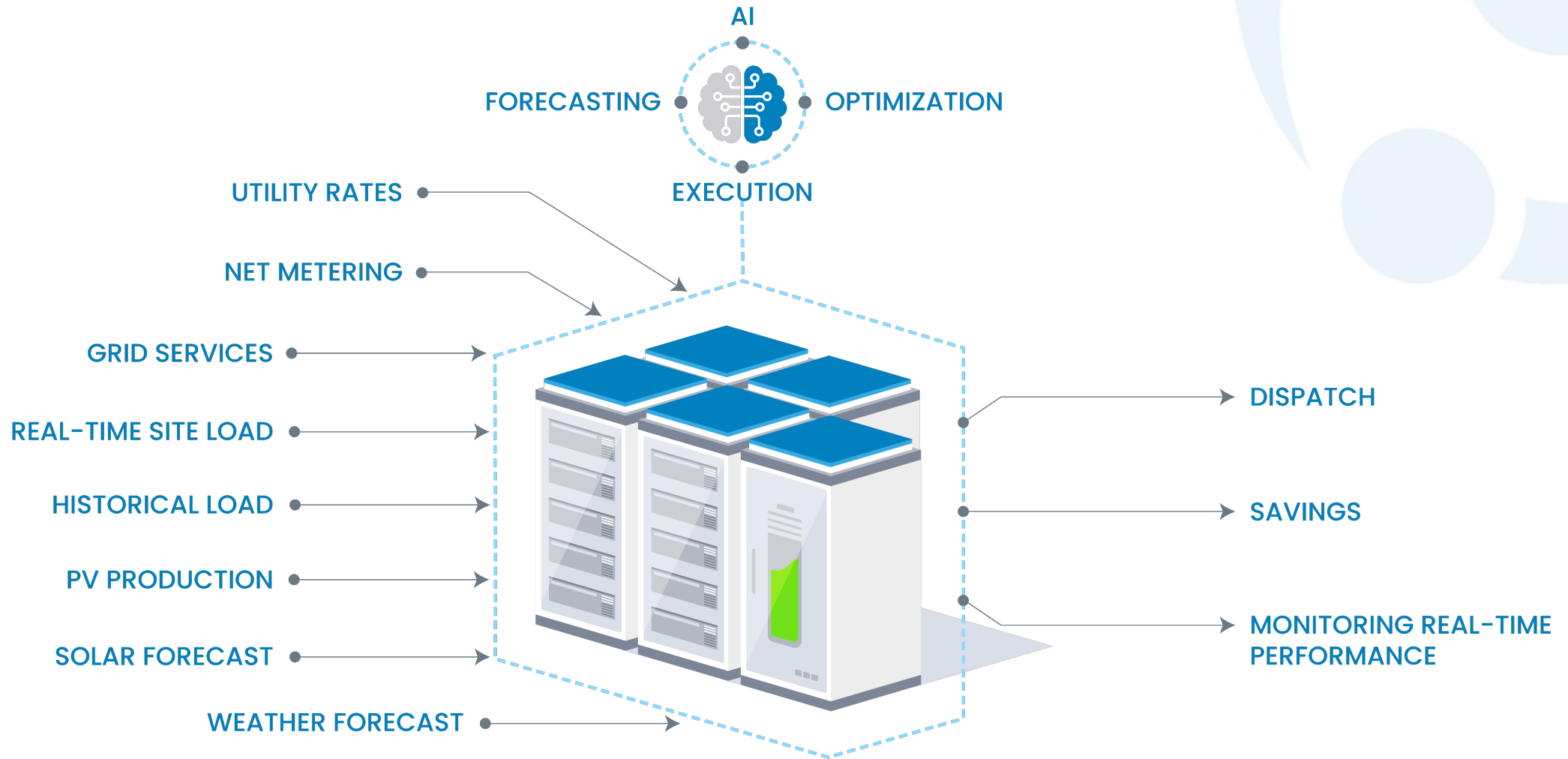
Metering Details

Metering Details

* Metering Type
- ○ Full Retail Net Metering
- ○ Net Billing with user defined NBC's
- ○ Net Billing with user defined fixed rate for Exports
- ● Net Billing with Rate Schedule defined Imports/Exports/NBC's

True-up Details

* True-Up Period ❓
- ● Annual
- ○ Billing Period

* Utility Billing Frequency
- ● Annual
- ○ Billing Period

* Compensation at the end of the true-up
- ○ Full Credit
- ● Wholesale Energy Rate for Any Net Energy Exported
- ○ No Compensation for Outstanding Credits
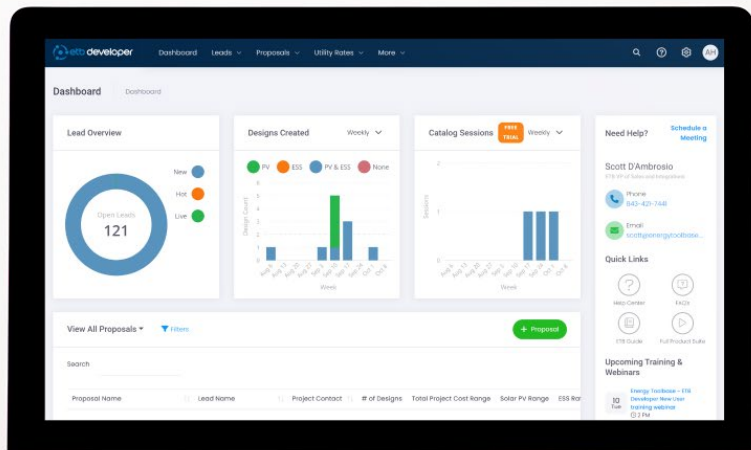
* Wholesale Energy Rate ❓   0.05 $ / kWh

Season 1 (May-J...
May 1 - Aug 1

Season 2 (Aug-...
Aug 1 - Nov 1

All Months
Jan 1 - Jan 1

☐ Color Blind Mode

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What Does ETB Controller Do?

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Q & A

THANK YOU!

CONTACT INFORMATION

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