



Modular Microgrids-as-a-Service

June 24, 2020



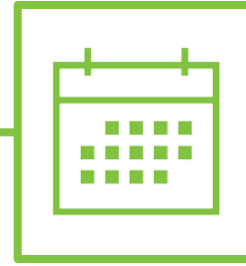
The New Normal In California



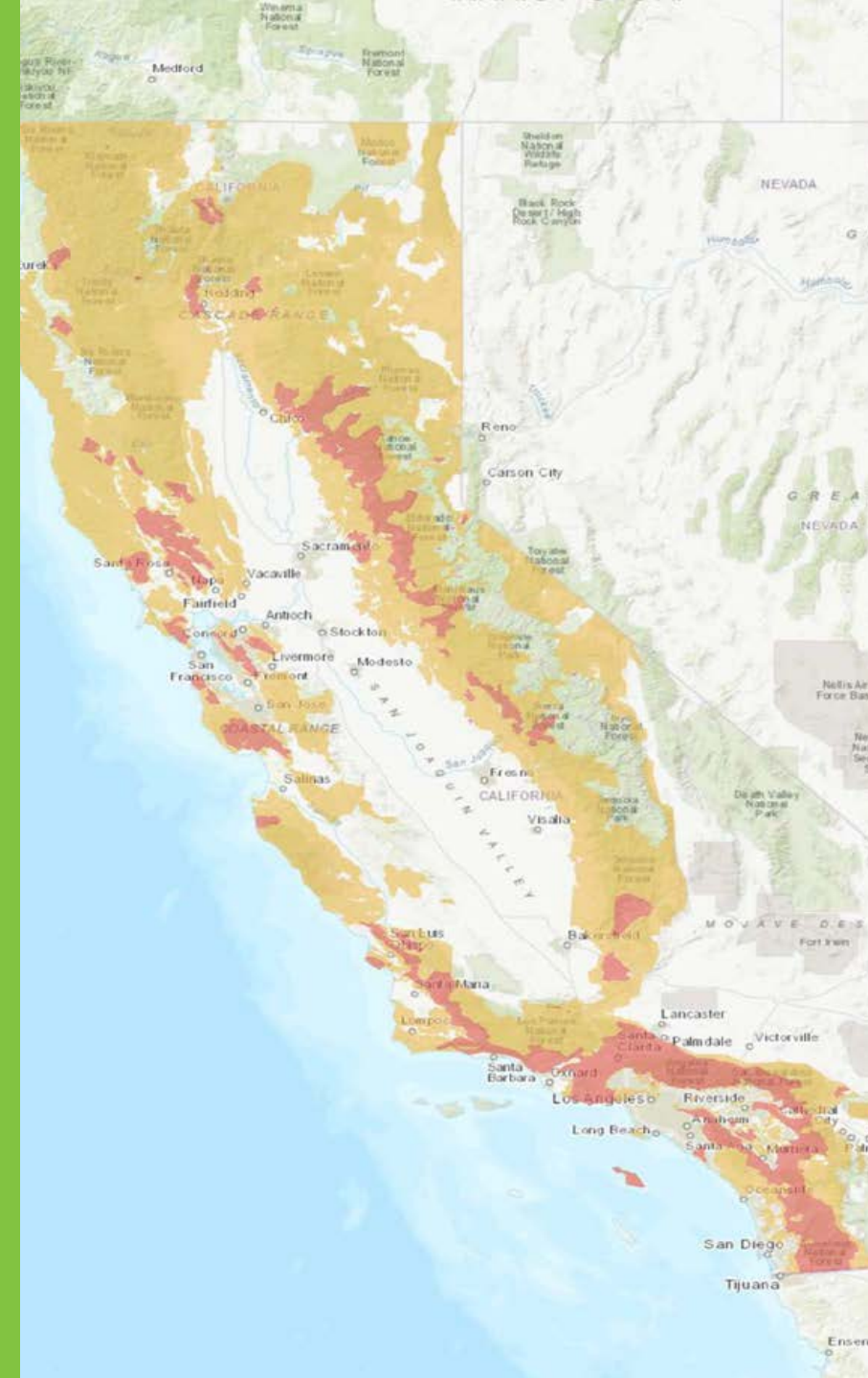
California's Public Safety Power Shut off (PSPS) program allows for the major utilities to turn off power during high risk weather in order to avoid fire ignitions.



While necessary for safety, these are detrimental to our community, businesses, and California's entire economy.



Expect 5-10 PSPS events per year lasting 2-5 days each.



Resiliency: Options for the C&I Sector

HIGH COST/ LOW RELIABILITY



OR



DO NOTHING

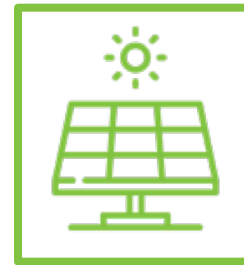
- Prepare for long duration outages, potentially costing millions in lost revenue or inventory

DIESEL GENERATOR

- Moderate CAPEX
- High OPEX
- Reliability concerns
- Dirty



LOW COST/ HIGH RELIABILITY



MODULAR MICROGRID

- Indefinite resiliency
- Multiple backups
- \$0 down
- Annual OPEX savings
- Clean

Behind-the-Meter Microgrids

Integrated and controllable distributed energy resources, energy storage, and loads.

Blue sky operation in parallel to the grid.
Black sky 'islanding' for continuous operation.

Modular and scalable, from a grocery store to a university campus, and everything in between.



Microgrids-as-a-Service

Several options available from a standard 'power purchase agreement' (PPA) to an 'energy services agreement' (ESA)

- Typically requires \$0 down
- Zero operational risk or O&M costs
- Performance guarantees
- Value stacking
 - Demand charge management
 - TOU energy arbitrage
 - Demand response
 - Ancillary services
 - Virtual Power Plant...



Representative Project – Industrial Sector



4MW PV

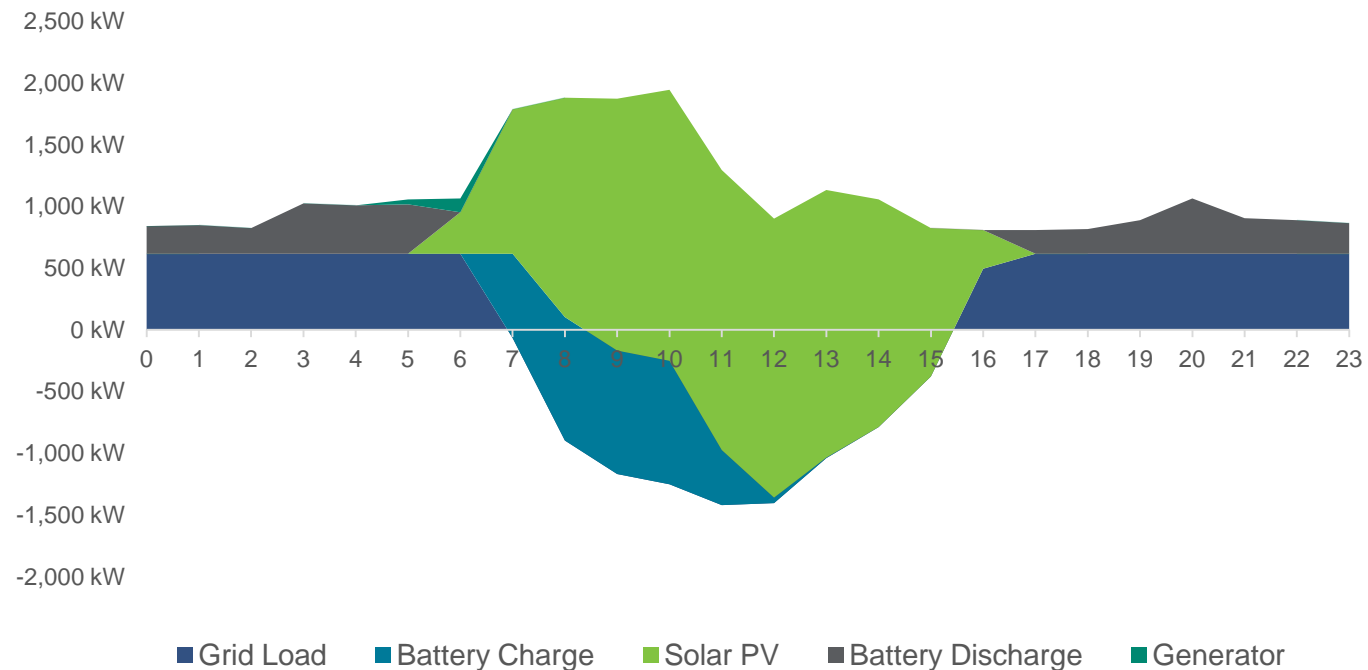


1MW/ 4MWH
BESS



815kW NG

HOURLY LOAD PROFILE (GRID PARALLEL)



95% CO2
REDUCTION



100%
RESILIENCY



>10% ANNUAL
SAVINGS

Microgrid-as-a-Service vs. Standard Generator

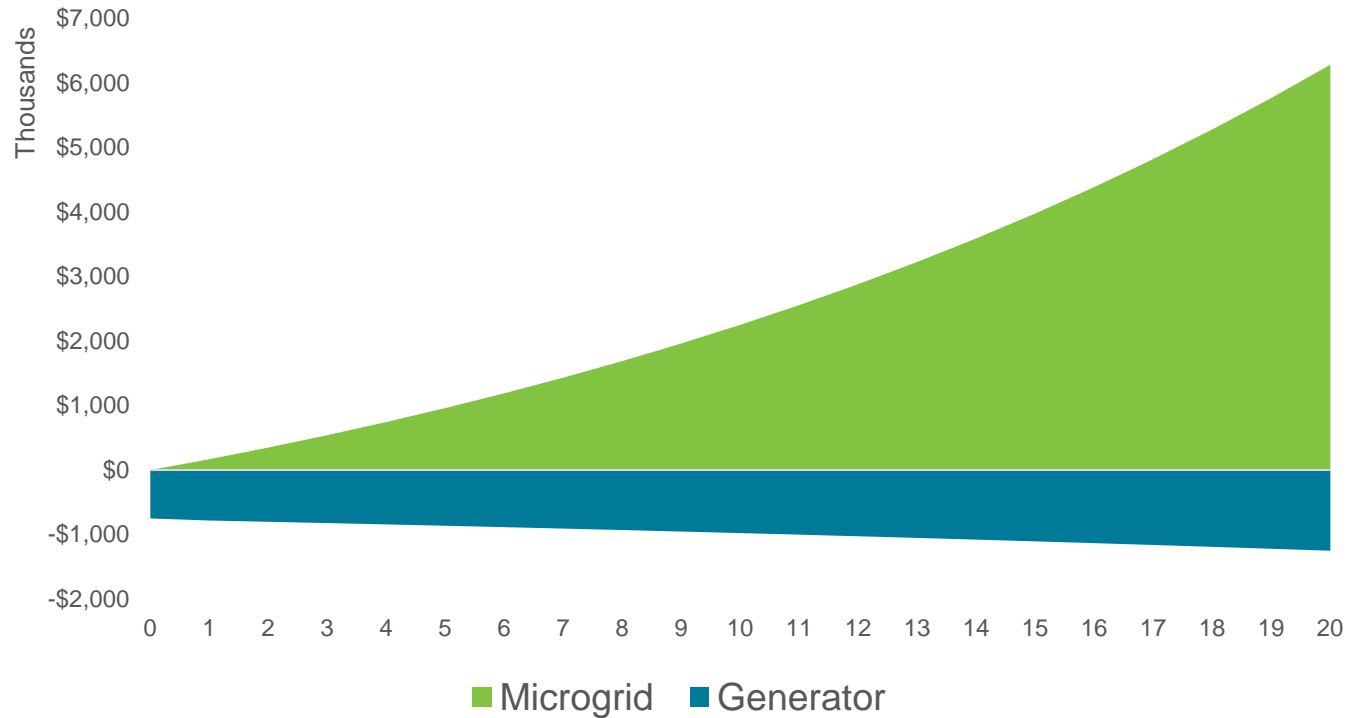
CUMULATIVE SAVINGS (COSTS)

A 'PROFIT CENTER'

- Microgrid provides price protection as utility rates rise
- Utility rates have been increasing by 6-9% per year

A 'COST CENTER'

- Genset represents capital outlay in year 0 and ongoing annual OPEX expense

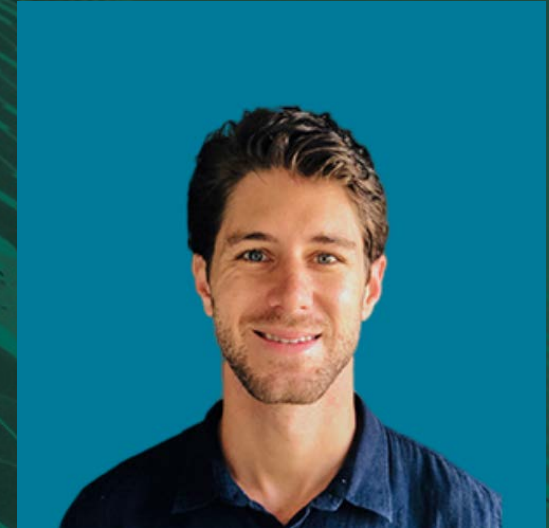


>\$7.5MM DELTA

THANK YOU

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SCALE
MICROGRID SOLUTIONS