



# Collaborative Partnerships for Equity & Resilience

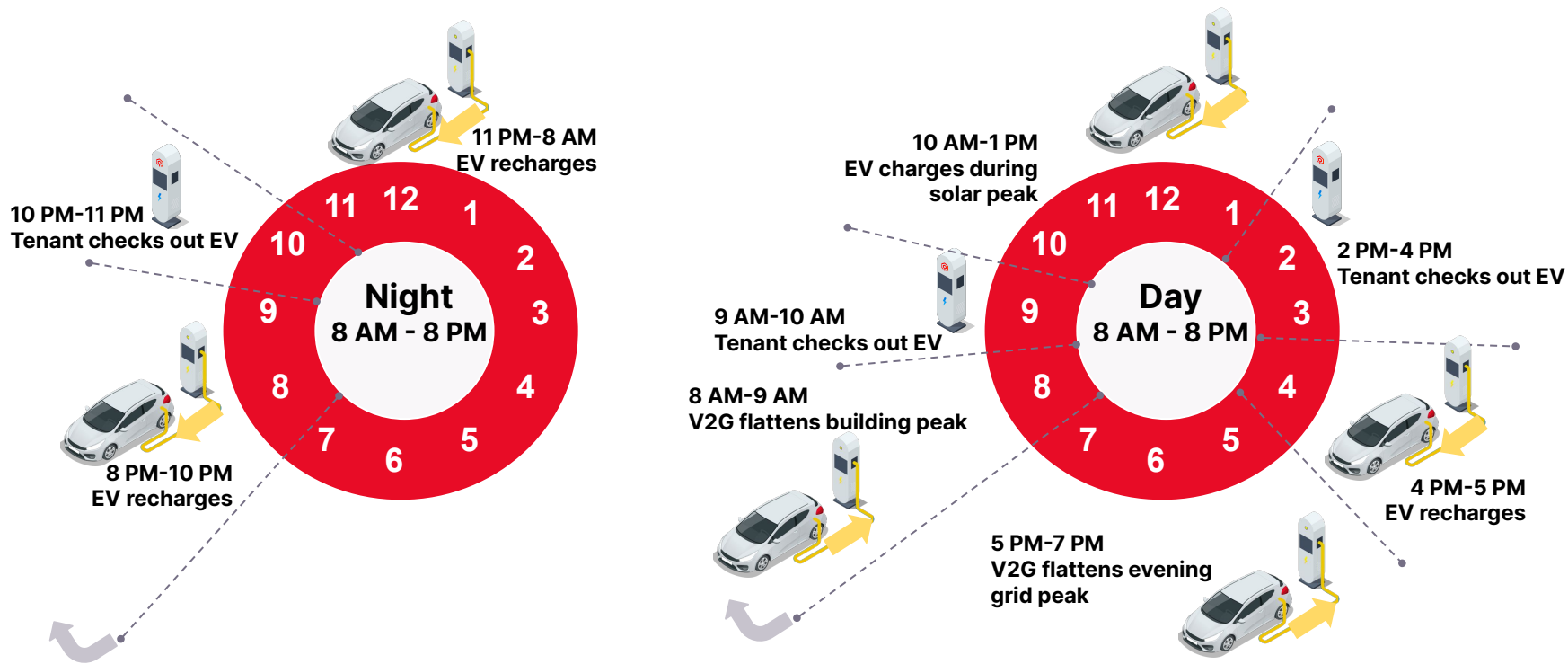
June 20 2024



**Most EV chargers increase building load, landlord utility bills, and assume tenants have EVs.**

**V2X flattens building load and bills while providing mobility with shared EVs and chargers.**

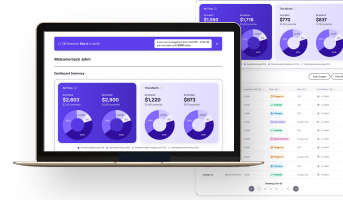
# Manage EVs as a grid, building, and mobility resource with V2X all night and day



# Fermata Energy V2X Ecosystem

## Fermata Energy Cloud Software

- V2G + V1G operation + reporting
- V2G event notification
- Charge scheduling
- Site + building load monitoring
- Charger + EV data analytics



### EV

- Manage + Preserve Battery Warranty
- Lower Total Cost of Ownership



### Charger Integration

- FE-20 20kW bidirectional charger developed with Heliox
- Integrating with others

heliox

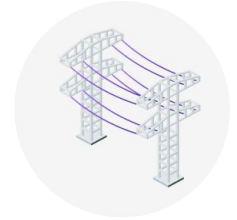
### FE- Link

- Site Controller
- IoT Gateway
- Building Meter



### Site Load Integration

- Load Management
- Site Resilience Support



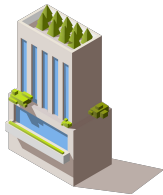
### Utility

- DERMS integration
- Demand Response
- Interconnection
- Aggregation
- Grid Resiliency Support
- Use Case Development

# Partnership: Publicly traded company owns & leases EV for Girls Latin (low income community)

## MISSION-DRIVEN COMMUNITY DEVELOPMENT FINANCE

Providing project finance and managing the relationship with Girls Latin Academy Apartments



## V2X REVENUE

V2X charging for the Nissan LEAF and management of V2X revenues



## ASSET MANAGEMENT

Own and manage lease for the Girls Latin driver



# Other carshare - access projects

## The Alliance Center

Non-profit in Denver, Colorado uses V2B to reduce electricity costs at historic building and makes EV available to the Center's clients



## 30 Pearl

EV-only carshare company has two Fermata Energy bidirectional chargers and is the first V2G carshare in Boulder, Colorado



## Detroit program

Carshare program adding V2G with EV to extend equity access to sustainable transportation



# Designing and supporting V2X carshares

## Next steps

### Utility

- Identify and engage landlords
- Define charging and discharging incentives
- Provide Make Ready and interconnection support
- Optional: engage carshare

### Fermata Energy

- Site design, installation, and interconnection
- Introduction to carshare companies
- V2X O&M and customer service

### Landlord

- Provide site access
- Save on electric bill while providing a new amenity (carshare)

# Ideal pilot setup

**As next steps, your help is needed with:**

**1. Finding a multi-family property**

Characteristics: 480 Volt / 3 phase electric power, 300 kW+ of demand (load) per building

In a low-middle income area (eligible for Alternative Fuel Vehicle Refueling Property Credit of 30%)

**2. Allocating Make Ready and supporting interconnection**

Your confirmation that Make Ready will be available for V2X carshare projects

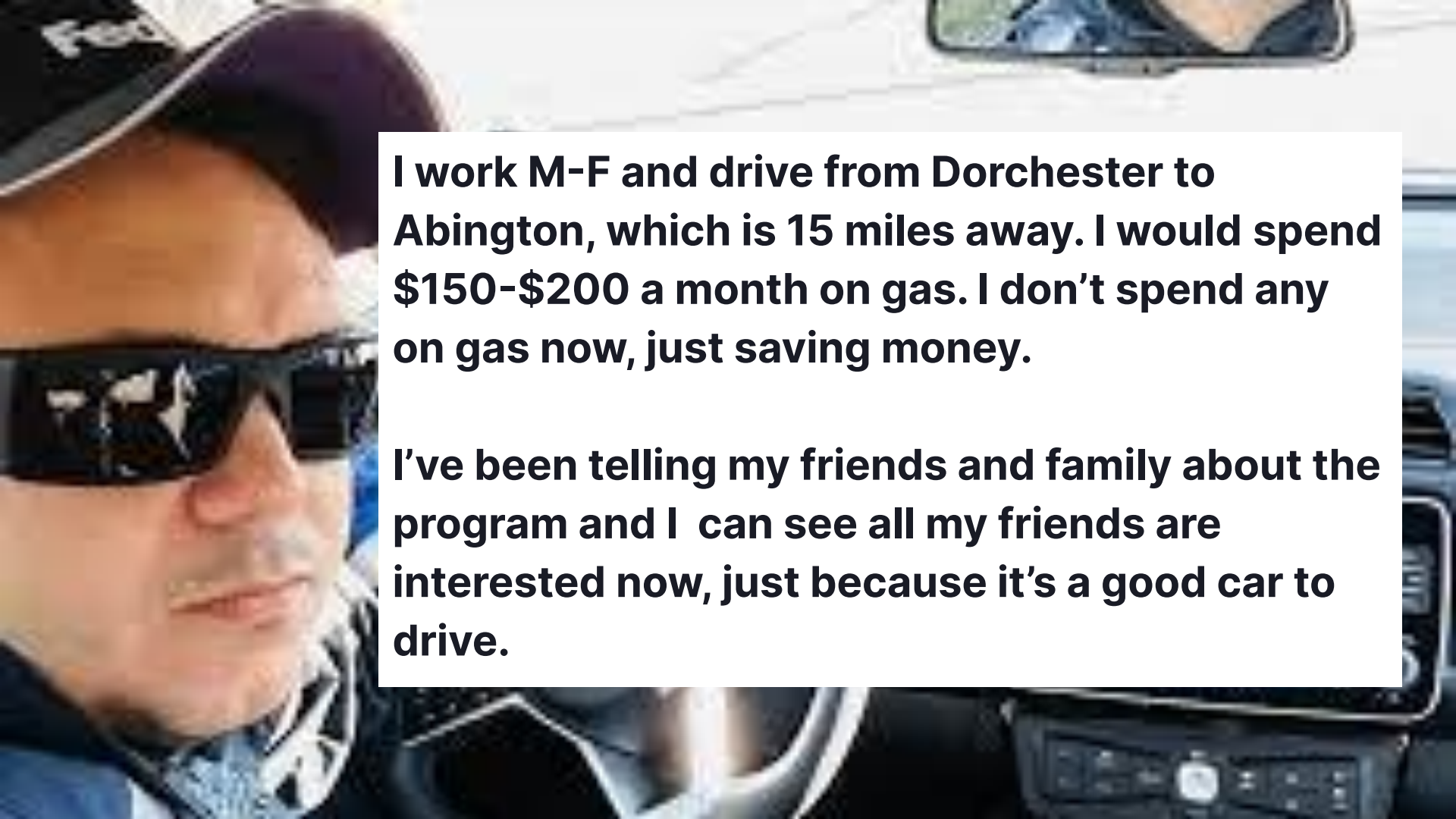
Prompt attention to V2X carshare interconnection requests as part of the program





**I've watched the cost to fill up my tank nearly double in the past few years.**

**I wanted to get an electric vehicle but there was nowhere to charge it overnight near my apartment in Dorchester. I am really excited about this opportunity to bring EV charging to my neighborhood and to share what we learn with the community.**



**I work M-F and drive from Dorchester to Abington, which is 15 miles away. I would spend \$150-\$200 a month on gas. I don't spend any on gas now, just saving money.**

**I've been telling my friends and family about the program and I can see all my friends are interested now, just because it's a good car to drive.**

# Thank you.

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