



Advanced Microgrid Solutions

Hawaiian Electric
Modern Grid Technology and Leading Practices Workshop

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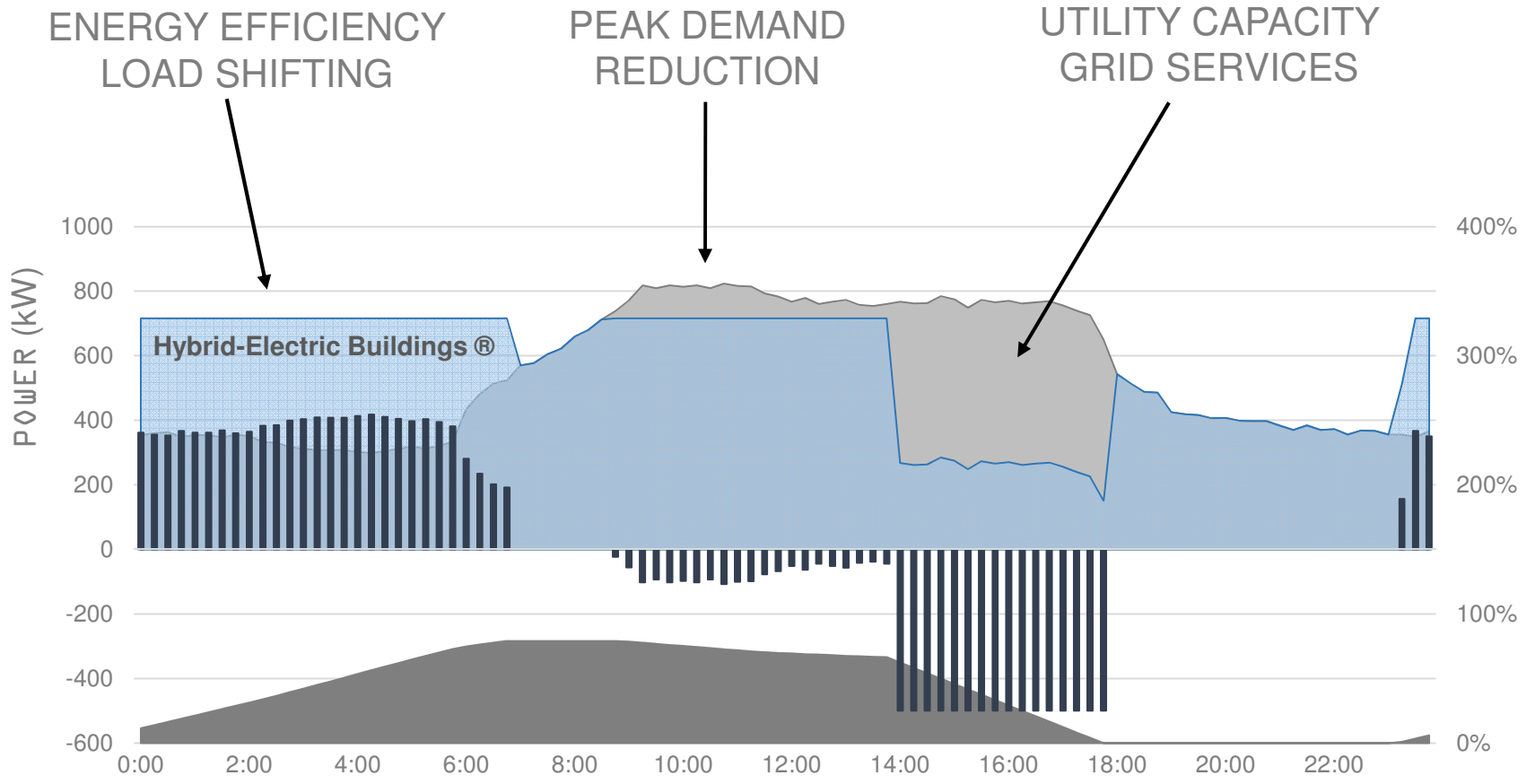
THE FUTURE OF THE GRID

AMS IS THE **NEXT GENERATION BUILDING-TO-GRID** ENERGY MANAGEMENT SYSTEM THAT DESIGNS, **OPTIMIZES** AND MANAGES BEHIND-THE-METER DISTRIBUTED ENERGY RESOURCES

PLATFORM PROVIDES **MAXIMUM COST SAVINGS** TO RETAIL END USERS AND CLEAN, COST EFFECTIVE **GRID SERVICES** TO ELECTRIC UTILITIES

- Scalable and bankable **Storage-as-a-Service** model
- Transformative proprietary technology platform **optimizes revenue generation** from aggregated DERs
- **Industry first** 50 MW / 200 MWh utility capacity contract with SoCal Edison
- Executed agreements with The Irvine Company, California State University, Walmart, Invesco, Morgan Stanley, Shell and other high quality host customers
- Technology partnership with Tesla Energy to procure 500 MWh of Powerpacks
- **Largest industry project financing** of \$200M with Macquarie Capital
- Projects deployed with an operating history of over a year

AMS STRATEGY HARNESS VALUE OF WHOLE BUILDING LOAD



Pre-AMS Elec (kW)
 Post-AMS Elec (kW)

Battery State (%)
 Battery In, Out (kW)

REAL TIME PORTFOLIO OPTIMIZATION

Aggregated load centers continuously optimized to deliver full contracted capacity to utilities, services to host customers and participate in market events



TARGETING KEY REPLICABLE VERTICALS

Large Load Centers with Complex Energy Needs

HOSPITALS



AIRPORTS



WATER TREATMENT



INDUSTRIALS



UNIVERSITIES



LARGE COMMERCIAL

