Future of Distributed Energy Resources in NE

Raab Roundtable
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“Capital Free” Solar + Storage

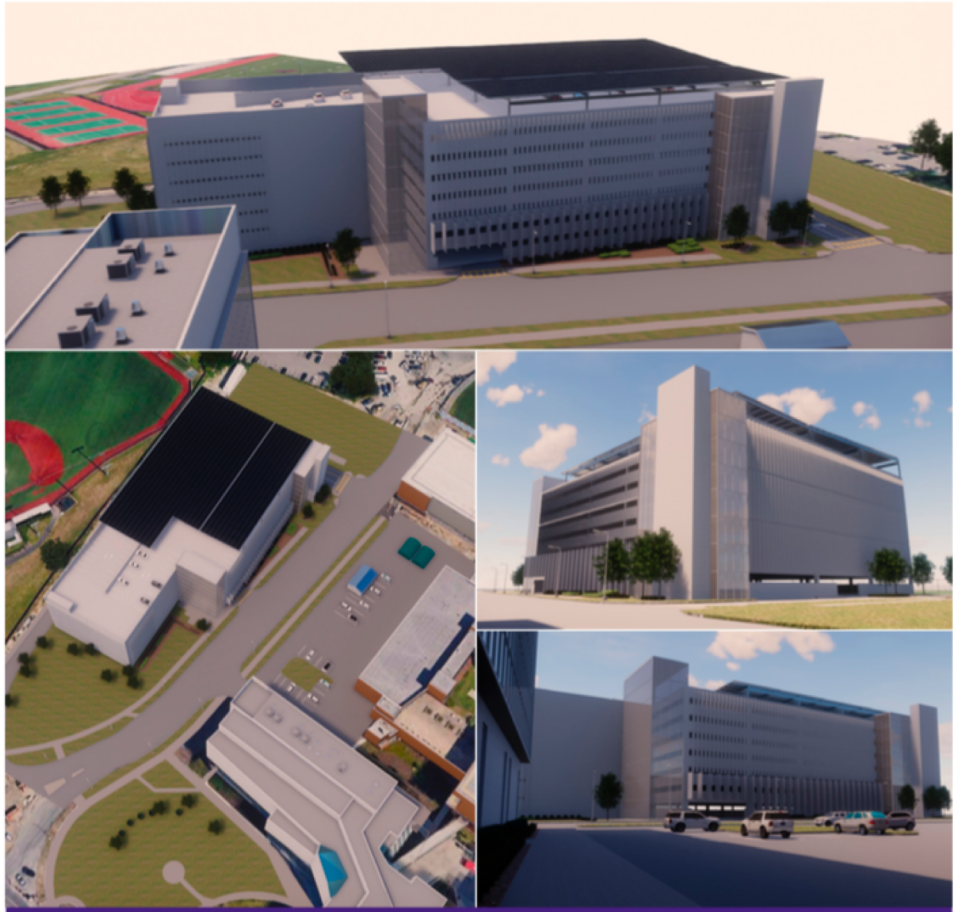
Making PV+S pencil for the University of Massachusetts, Boston

0.5 MW/2 MWh
lithium-ion battery storage system

1 MW
rooftop solar PV system

11
smart electric vehicle charging stations for public use

$1.9M
in projected financial value for UMass Boston



120-acre campus in Boston, MA

- **Zero upfront capital investment by UMass** that will deliver almost **$2M in energy savings**.
- **Enel’s fees are entirely performance-based with fully aligned incentives.** Particularly important with complex Application Stacking.
- While TPO solar with performance-based commercials (e.g., PPA) is not new, much of the BTM storage space still requires customers to bear merchant or performance risk.
- **Revenue Stacking, underwritten by Enel X**:
  - Demand charge management
  - Coincident peak management
  - ISO-NE capacity + energy + reserves
  - Utility demand response
  - ITC, SMART compliance
- Grid services revenues realized via **smart EV chargers** also shared between Enel and UMass Boston.

NWS via Customer-Sited FTM Storage

Innovative project represents potential for New England

- NWS solutions with C&I customers have historically focused on BTM projects. Limited market and suitability.
- **Customer-sited FTM divorces business case from customer load profile** and demand level, increasing addressable market and enabling economies of scale.
- Under this model, **Host receives lease payment**, not energy management services.
- **Monetizes unused facility footprint**, allowing Related to increase asset value while simultaneously contributing to a cleaner, more reliable electric grid.
- Gateway Mall is the **largest energy storage system in NYC**, a uniquely challenging permitting environment.
- Beyond providing NWS contracted capacity to ConEd, the project also participates in **additional grid services**.

Strong regulatory frameworks enabled this cost-effective alternative to a $1.2B substation.