MAKING VIRTUAL POWER PLANTS A REALITY: CULTURE, REGULATION, & ECONOMICS

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PRESENTED BY STUART SCHARE AUGUST 20, 2019



VIRTUAL POWER PLANTS CONCEPT AND EXAMPLES

Concept Intelligent aggregation and optimization of DER can provide the same essential services as a traditional 24/7 centralized power plant

Definition

A system that relies upon software and a smart grid to remotely and automatically **dispatch retail DER services** to a distribution or wholesale market via an **aggregation and optimization platform** VPP Market Segments
Demand Response
Smart thermostats
C&I curtailment
Event based priori

• Event-based pricing (CPP, PTR)

Supply-Side VPPs

(DR) VPPs

Variable renewablesOptimized diesel

Mixed-Asset VPPs Combinations of...

Generation

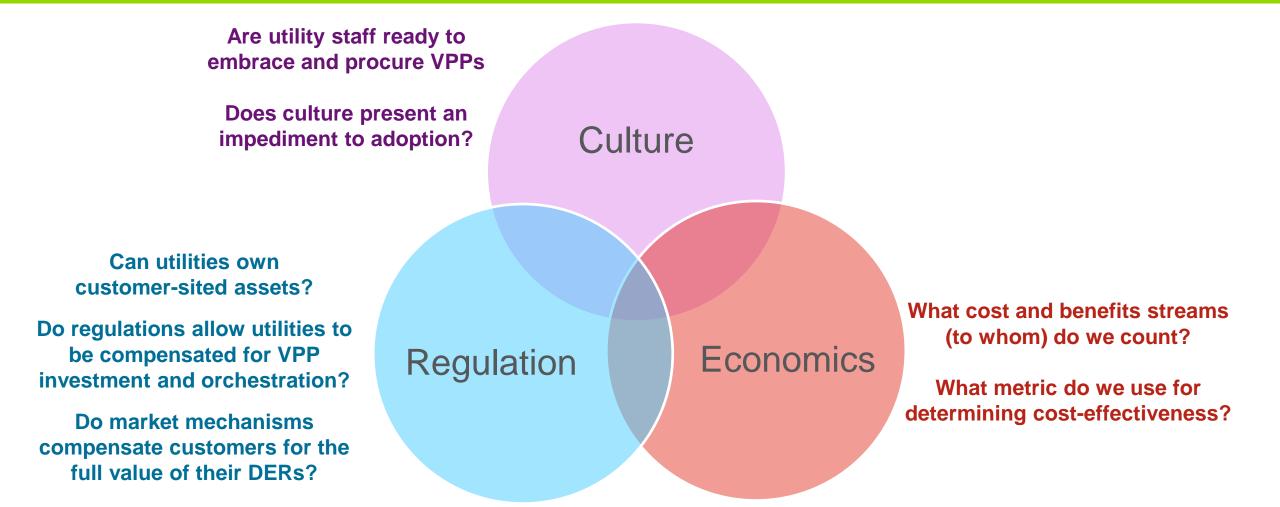
Load

Storage

Source: Navigant Research, Market Data: Virtual Power Plants, Q2 2019



MAKING VPPs A REALITY THE THREE PILLARS





MAKING VPPs A REALITY THE THREE PILLARS

Are utility staff ready to embrace VPPs, or does culture present an impediment to adoption?

Regulatory incentives can drive a long-term change in the utility paradigm

Can utilities own customersited assets?

Do regulations allow utilities to be compensated for VPP investment and orchestration?

Do market mechanisms compensate customers for the full value of their DERs?

Regulation

Economics

Planning & Operations' treatment of DERs drives the value of VPPs

> What cost and benefits streams (to whom) do we count? What metric do we use for determining cost-effectiveness?

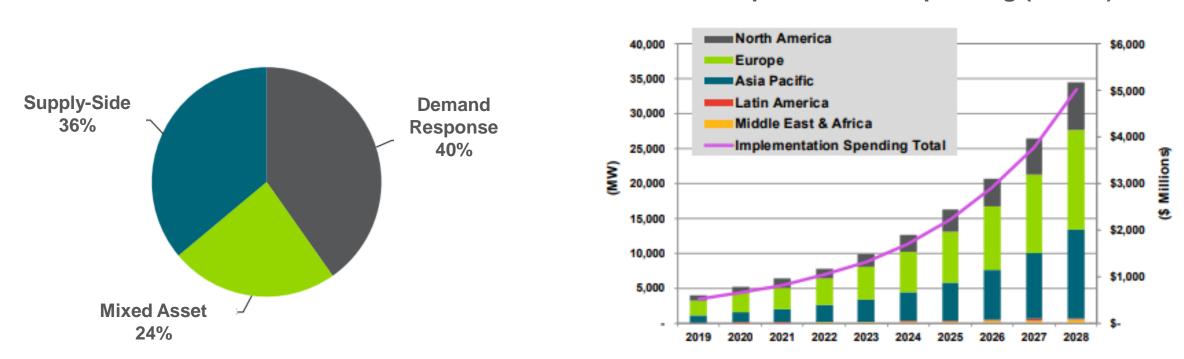
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VPP economics depend on regulatory treatment of DERs

Culture

LOOKING FORWARD TO A FUTURE OF VPPs

VPP Capacity Share by Type (Global)



Total VPP Capacity and Implementation Spending (Global)

Source: Market Data: Virtual Power Plants, Q2 2019

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Market Data: Virtual Power Plants

Demand Response, Supply-Side, and Mixed-Asset VPP Segment and Regional Forecasts for Capacity, Implementation Spending, and Market Revenue

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