



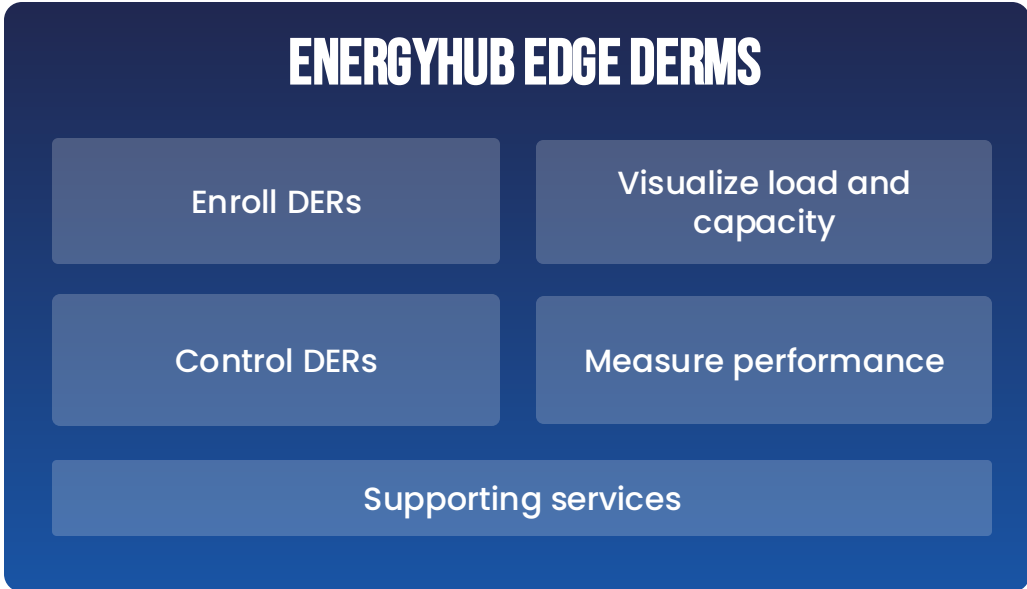
# CONNECTED SOLUTIONS OVERVIEW

Raab Roundtable

March 21, 2025

# Connecting the grid edge across the utility

GRID EDGE



DEMAND SIDE MANAGEMENT

GRID OPERATIONS

MARKET OPERATIONS

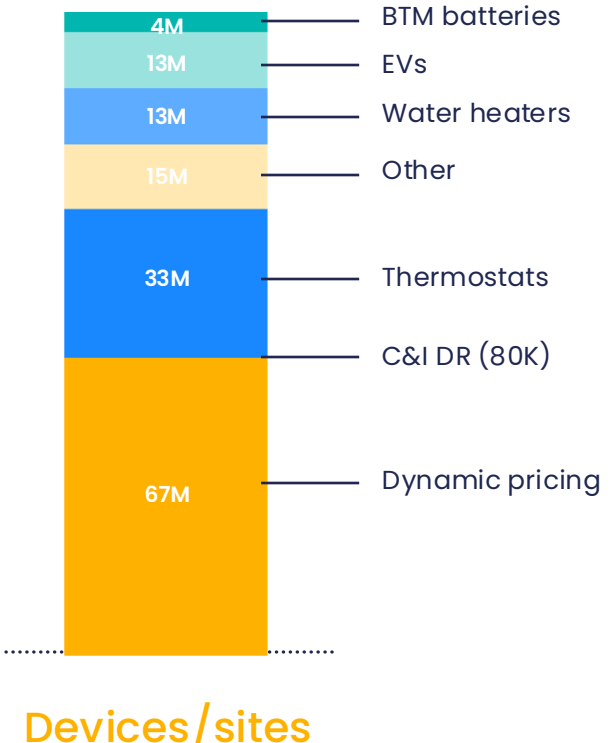
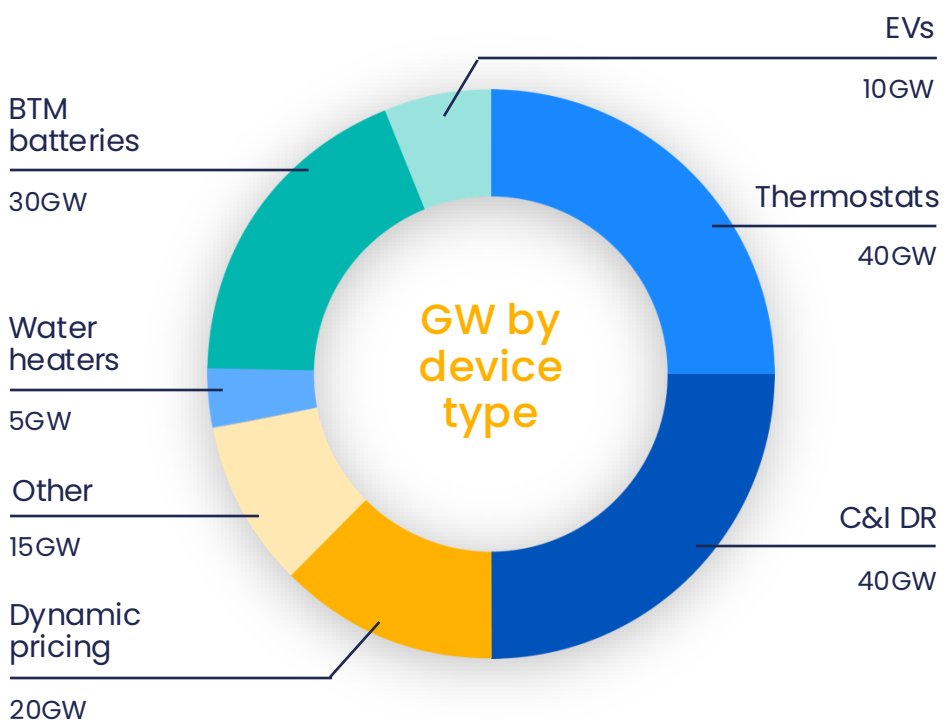
### THERMOSTATS

### BATTERY STORAGE

### ELECTRIC VEHICLES

### EVSSES

# The US need ~160 GW of flexibility by 2030





# ConnectedSolutions program design delivers scale

**EVERSOURCE**

  
**Rhode Island Energy™**  
a PPL company

 **Unitil**

**nationalgrid**



Customers across  
**5 STATES**

Participating across  
**5 UTILITIES**

**250K DERS**

Enrolled across thermostats and batteries

**>650 MW**

Flexible capacity

# Match incentives to value delivered

## **BYOT: \$**

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**60–80 hours per year**

**Only available under certain conditions**

**Highly visible to customers**

**Seasonal incentive**

## **BYOB: \$\$\$**

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**3–4x more hours per year than BYOT**

**Available anytime**

**Invisible to customers**

**Pay-for-performance**

# PRINCIPLES FOR SUCCESS

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Single umbrella brand across DER types makes it easy to understand



Simple program design makes it easy to participate



Customers are compensated fairly for the value they deliver



Scalable enrollment, data, and control requirements



# Future opportunities rely on a strong regulatory framework

- CS is supported by strong legislation and commission implementation
- Utilities required to pursue cost-effective EE/DR, and earn performance incentives based on net benefits
- Opportunities to layer on distribution-level benefits can be supported by new valuation frameworks

ConnectedSolutions delivered **\$17M in net benefits**, with utilities earning incentives on ~3% (2023)

Program accounted for just **1.5% of total EE costs**, but 9% of all participants in EE programs (2023)

# THANK YOU