

Capturing value from distributed energy systems



Geoff's Question: How hard has it been to capture value from distributed energy systems?

Answer: Hard to the power of nine.

Consumer Promise	Requirement for delivery	Hard or Easy?
High Self Consumption Ratio	1. Fully predictive control system <ul style="list-style-type: none"> • solar generation forecasts and • machine learning of consumption profile 	HARD
	2. Integrations with leading battery inverters	HARD
	3. User interfaces for consumers, installers and utilities	HARD
	4. Load control	HARD
Deliver A	5. Wholesale price responsiveness;	HARD

Combined Hardness= Hard⁹



Network



Retailer

Reposit
Marketplace

Hard⁹

Reposit UI



Consumer

An Example: Ancillary Service Delivery



\$50,000 meter plus human operators

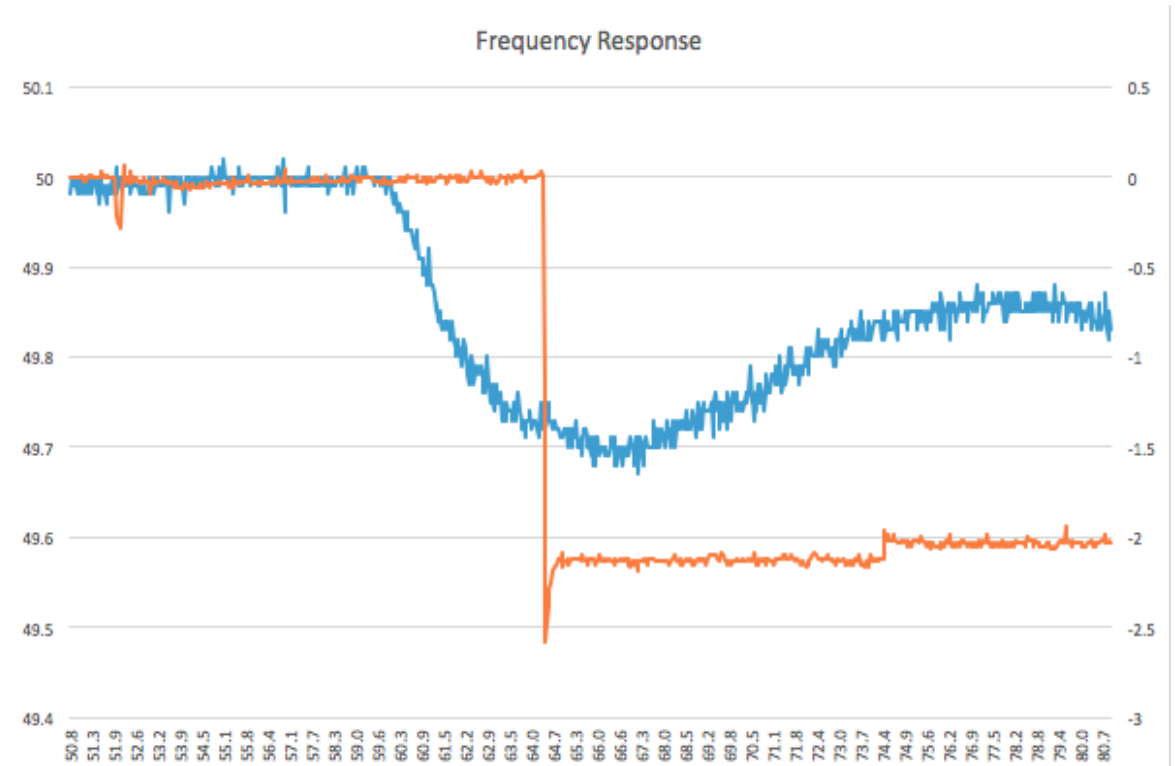
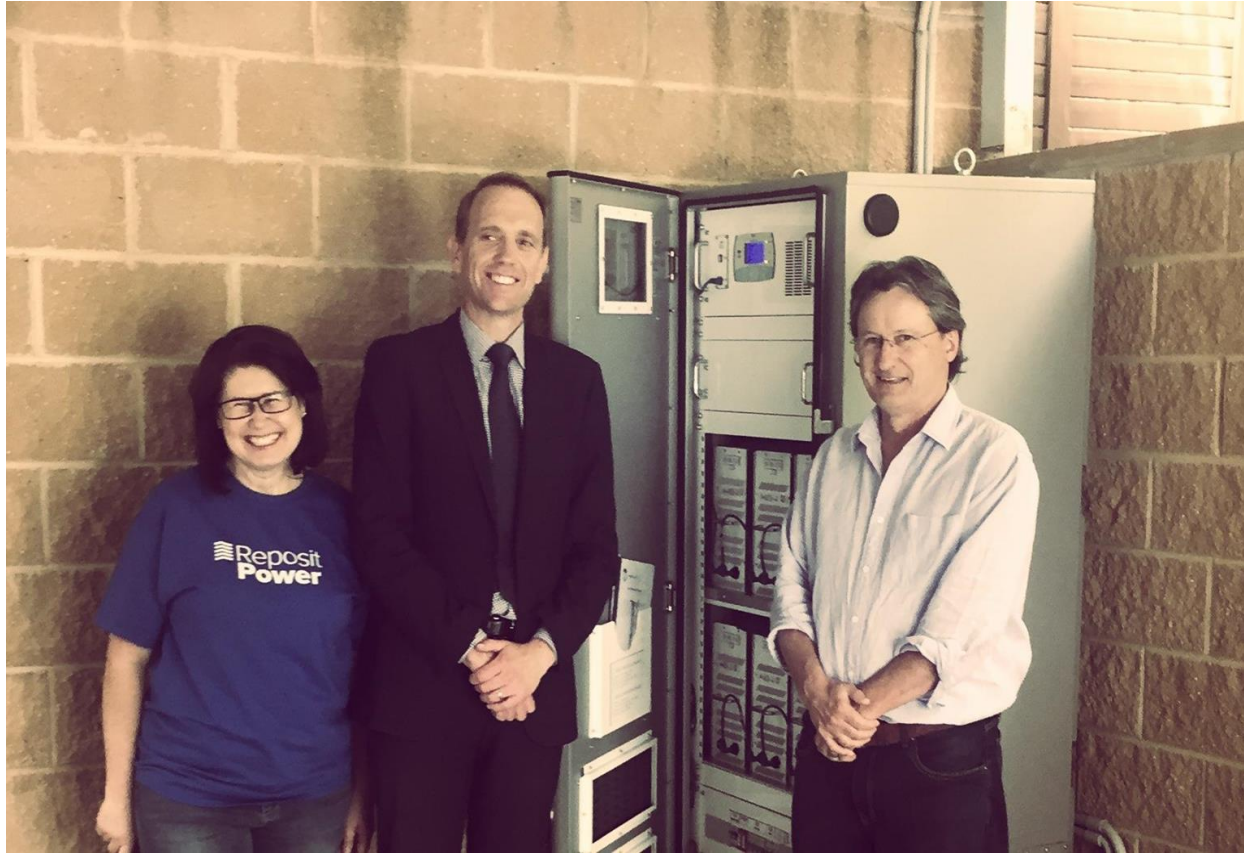


\$90 meter plus a Reposit Box



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16th December 2015 at 2:54PM EDST, Ray and Shar, Reposit customers helped the grid stay balanced.
It wasn't hard for them....



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