

SUBMISSION FORM

Fields marked with an * are required

1. Primary Company Name *

Company A

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2. Primary Contact - First Name *

John

3. Primary Contact - Last Name *

Doe

4. Primary Contact Title *

Director

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5. Primary Contact Phone No. *

(212) 555-3456

6. Primary Contact Email Address *

john.doe@companya.com

7. Names of Partner Organizations (if applicable)

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8. Idea Submission Name *

Dynamic Hosting Capacity Marketplace

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9. Submitting to an Innovation Sprint?

Grid-Edge Flexibility

10. Target utility opportunity. *

(select applicable opportunity)

11. Describe your proposed solution, including products, services, and technologies. *

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Our solution is a market platform that facilitates transactions between resource developers seeking hosting capacity and resources offering hosting capacity. Our solution helps those with excess capacity establish contract terms and compare bids, optimizing resource distribution. The platform is built on our proprietary software, which is user friendly for those on both sides of the transaction.

Our solution helps utilities defer infrastructure investments and address locational distribution system constraints cost-effectively, increasing utilization of existing infrastructure to support greater DER adoption. It helps DER developers to deploy resources more cost-effectively and provides new revenue opportunities for existing DER owners.

12. Describe how your solution addresses the utility opportunity selected above.

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The platform helps utilities seeing a rise in DER penetration cost effectively increase hosting capacity using existing distribution system assets. This likewise helps the utility reduce greenhouse gas emissions by supporting DER. It also increases customer satisfaction by making the interconnection process more user-friendly and transparent.

13. Describe the value proposition to target customers, utility partners, and other stakeholders. *

- Articulate clear and compelling value propositions to utility customers that adopt your solution, all other ratepayers, the utility, you, and any other key stakeholders
- Demonstrate knowledge and understanding of the target market and provide a supported estimation of market size
- Define the qualitative metrics for success or market impacts (e.g., hypotheses that can be tested) to customers and the utility
- Identify who else may be impacted by implementation
- Describe the path to replicating and scaling the solution across New York State

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DER developers who adopt our solution access more economical DER deployment, potentially deploying infrastructure they otherwise could not because of interconnection costs with the ability to interconnect more quickly than under the current regime. Owners of existing interconnected assets who use our solution access new revenue streams.

All other ratepayers gain from a distribution system that supports greater DER adoption without large capital projects, reducing impacts on rates. The system helps maintain reliability even with a higher DER penetration by facilitating hosting capacity management with existing DERs.

The utility can avoid or defer infrastructure costs while supporting Climate Act targets, including enabling hosting capacity to support renewables and electrification using its existing distribution infrastructure.

For our services, our organization receives an implementation fee paid by the utility, along with ongoing transaction fees charged to buyers of flexible capacity on our marketplace.

The utility territory has set high targets including 150 MW of energy storage and 750 MW of distributed solar installed by 2025. Our solution can enable resource optimization such that an additional 50 MW of renewables can be interconnected systemwide without major upgrades.

Proving our solution's value will require tracking interconnection process times for customers and the quantity and capacity of interconnected resources for the utility. We hypothesize that our solution will reduce interconnection process times by 25% due to increased transparency and increase interconnected resources by 25% within a year's span compared to baseline forecast.

Our solution is simple to implement, provided that utilities can provide sufficiently detailed circuit information. As more New York utilities develop more granular mapping, our solution will be ready to help other utilities in the same way.

14. Estimate magnitude of the potential market size at scale using the first picklist below. Use the second picklist to select units or select "other" and define units in the text box.

Est. Magnitude 1,000-10,000 Customers

15. Estimate the magnitude of the potential unit impacts at scale in the text box below. Units could include reduction of demand charges or MW per customer, energy savings or MWh saved per customer, etc.

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Average interconnect cost savings of \$100 per kW or \$100,000 per MW

16. Estimate the magnitude of the potential additional benefits at scale in the text box below. Units could include avoided tons CO₂e, customer energy savings, etc.

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Additional 300 MW DER in three-year timeframe based on cost savings

17. Submitters should address the following in the text box below:

- Describe how your proposed solution advances progress towards one or more **Climate Act targets**

- Provide an estimation of the difference in value between an initial pilot versus a project implemented at scale in New York State
- Provide an estimation of other utility-specific benefits per installation: e.g., earning adjustment mechanism (EAM), platform service revenue (PSR), cost savings/deferral, shifting cost from ratepayers to market-based approaches, and/or or shared savings

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Key Climate Act targets include 6 GW of solar energy installed to serve New York by 2025 and 3 GW of energy storage capacity installed to serve New York by 2030. Our solution allows the utility to achieve a greater share of these goals with its existing infrastructure.

An initial pilot in the utility's service territory would apply to fewer than 100 customers, to test the use case in a new geography. Once we have demonstrated our product with a volume of around 1 MW, we will expand the pilot to encompass the entire service territory. However, across New York State, this could apply to thousands of customers allowing for hundreds of MW more interconnection.

Our solution serves distribution utilities as a non-wires solution, postponing infrastructure investments while connecting additional distributed resources. These savings for utilities would likewise benefit ratepayers who would not be paying for as many capital-intensive infrastructure projects.

18. Describe the business arrangement that you are proposing to have with the utility and any other partners. *

- Identify the key milestones needed to get from a conversation with a utility to an implemented partnership
- Define key stakeholders (e.g., utility, customer, submitter) and value streams (e.g., energy and monetary transactions)

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Key stakeholders in the business arrangement include the utility, asset owners with available hosting capacity (Customer 1), DER developers in need of hosting capacity (Customer 2), and Company A (submitter). The utility pays us to implement our solution as applied to their distribution network. Using our platform, Customer 2 can pay Customer 1 to connect their resources. We capture a portion of this value via a transaction fee, split with the hosting utility.

An implemented partnership will require collaboration with the utility to obtain detailed hosting capacity maps. With a better understanding of their resources, we can adapt our platform solution to best suit their needs.

19. Submitters are required to make a selection in the following box:

Estimate the magnitude of the total funds needed in US dollars using the first picklist below.

Est. Magnitude \$100k - \$500k

20. Describe the proposed business model, including the high-level funding request.

- Estimate the relative magnitude of the total budget for the project being proposed in US dollars
- Specify how the project will be funded and how much each party is expected to contribute (e.g., you versus utility versus other)
- Describe how the funds will be used
- List any NYSERDA or utility funding programs to which you have already submitted this idea or are planning to submit this idea

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The utility should pay an implementation fee of approx. \$200k, necessary for us to ensure a seamless connection between our turnkey solution and utility data/systems (e.g., hosting capacity maps). We rely on the utility to provide necessary data to support transactions on our platform.

DER developers seeking interconnections on constrained circuits pay asset owners offering flexible capacity on our platform. Our operating costs are covered by the transaction fees charged to the platform users.

Additionally, pending utility interest, we are planning to apply to the Innovative Market Strategies PON for an additional \$100k to support a targeted customer engagement plan tailored for the service area.

21. Describe your capability to deliver the proposed solution. *

- Demonstrate the team's experience in developing and delivering similar ideas, projects, or programs with successful outcomes
- Confirm the company's and solution's ability to follow through and deliver on utility needs
- Define any complementary roles to be fulfilled by other partners
- Outline strategies for customer engagement and/or acquisition

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Our team has found success implementing this solution and has the resources to ensure a positive result in New York State.

Our team has already delivered this solution in Australia, another region with a growing number of solar installations. Our partnership with Australia's National Electricity Market has helped increase investment in new renewables by reducing congestion in Eastern Australia, allowing 50 MW of new resources to interconnect without additional upgrades. Our outreach campaign targeted known DER

developers via informational sessions sponsored by the Australian Renewable Energy Agency and Clean Energy Council.

22. Describe how your proposed solution provides a competitive advantage over others addressing the same utility opportunity. *

- Articulate how the solution provides a competitive advantage over other solutions in the market

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Our solution is unique in that competitors in this space do not offer a forum for buying or selling interconnection capacity, but rather only one piece of the puzzle, such as more granular hosting maps or siting studies. Our solution enables optimized resource distribution using price signals from a competitive market, reducing the strain on the utility while improving results for customers.

23. Describe how your proposed solution enables customer acquisition and experience in engaging ways. *

- Describe your ability to engage in improving customer experience and yield higher customer participation in the proposed solution
- Provide a summary of any relevant customer engagement plans, including customer education programs

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Our solution enables quicker interconnection by providing granular information to interconnection customers, improving the interconnection process and therefore customer experience for those interested in connecting DERs. These lowered barriers to entry also enable increased customer participation than existing interconnect processes.

Our experience engaging with likely customers in Australia, which we would adapt for Long Island, includes targeted workshops in known congested areas and direct outreach to those whose interconnect applications have been rejected or who would be required to cover exceedingly high interconnection costs, with input from the utility.

24. Innovation Opportunity Topic(s) *

Select the [Innovation Opportunity](#) topic(s) your idea is responsive to. Select no more than two.

Grid-Edge Flexibility

Optimized Distribution

Other Distributed Generation (DG)

25. Solution Offering(s) *

Select products or services that are included in your proposed solution offering.

Software

Yes, I agree I have reviewed the [webinar kicking off this Innovation Sprint](#), the [REV Connect criteria](#), and the [utility opportunity](#) for which I am submitting.