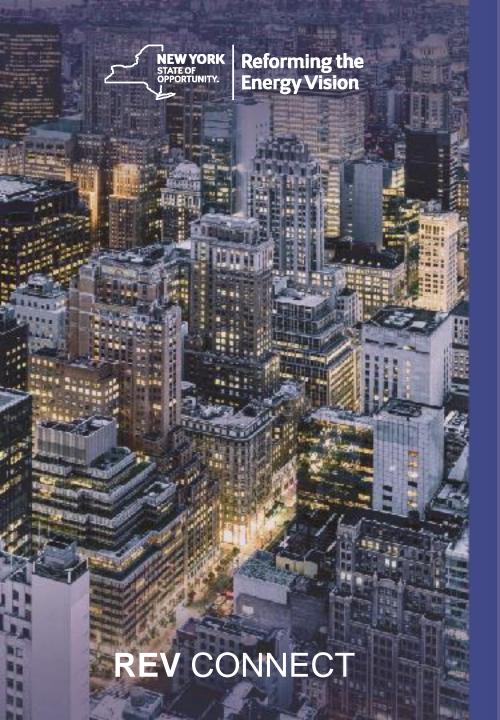


# Agenda

- 1. Introduction to REV Connect
- 2. Process & Criteria
- 3. REV Connect Portal @ nyrevconnect.com
- 4. Q&A





**Introduction to REV Connect** 

# How does REV Connect support New York's energy strategy?

**Reforming the Energy Vision (REV)** is Governor Cuomo's strategy to build a cleaner, more resilient, and affordable energy system for all New Yorkers.

REV Connect will help catalyze innovative utility and clean energy business solutions, building on the promise demonstrated by:

- A growing list of REV demonstration projects;
- Non-wires alternatives that avoid costly construction of new grid assets in favor of customer-sited clean energy solutions;
- NY Prize community microgrid projects; and
- Distributed System Implementation Plans developed by utilities to present their five-year plans to modernize grid operations, system planning, and markets, with the integration of distributed energy resources.



## **What is REV Connect?**

# **REV** CONNECT

- Brings companies and New York's electric utilities together to accelerate innovation, adopt new business models and technologies, and advance New York State's Reforming the Energy Vision (REV) goals.
- Helps companies that offer distributed energy and smart grid solutions connect with utilities to develop high quality REV demonstrations and other innovative projects.
- Shares good practices and convenes market participants to enhance the culture of innovation and collaboration in the energy sector.



# Who is REV Connect working with?

REV Connect works closely with investor-owned utilities, market solution providers, State agencies, and facilitation partners.



















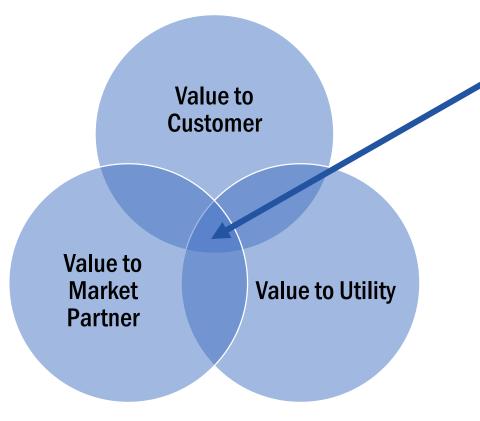






# What is REV Connect seeking?

New business models that harness partnership with the electric utility to create and share value among New York State customers, market partners, and utilities.



REV Connect is seeking ideas that help advance REV goals and share the value that is created by:

- Addressing an unmet need
- Offering a superior solution
- Lowering existing costs
- Enabling utilities and market solution providers to offer increased value to electric customers



**REV** CONNECT

# What can REV Connect do for market players?

For market players, REV Connect offers efficient access to opportunities as well as coaching and facilitation to drive to partnerships with investor-owned utilities in New York State.

- Browse the Utility Marketplace in One Place
   Research REV-related opportunities for all New York State investor-owned utilities through a single portal
- Access Deep REV Expertise
   Become more informed about REV and see how your solution best fits REV goals
- Receive Coaching for Success to Refine REV Value Proposition
   Refine your solution's REV value proposition to make a stronger case to prospective customers and partners
- Put Your Best Foot Forward and Present Utilities with Vetted Concepts
   Present fully-vetted concepts that have been evaluated against transparent criteria and refined with expert input
- Take Advantage of an New Utility Outreach Channel Showcase your solutions to a wider utility audience
- Co-Create New Business Models

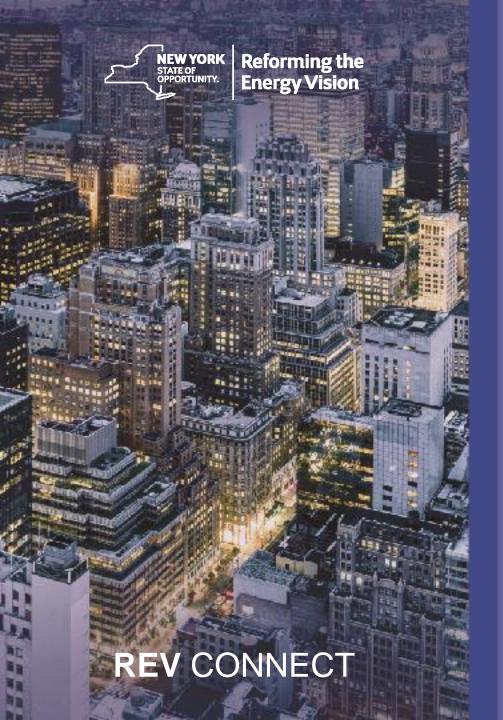


# What does REV Connect offer the utilities we support in New York State?

# For utilities, REV Connect offers efficient access to REV-ready ideas and business models that can spur innovative partners.

- Broadcast your REV Activity and Innovation Needs in One Place
   Highlight projects, filings, interests, and "must-know" information to the market through a single portal
- Expand your Prospects
   Learn about the widest selection of solutions and technologies
- Discover New Business Models
   Expand into new customer markets, and grow revenues with partners
- Gain Market Intelligence Efficiently
  Solicit ideas in a consolidated and timely manner, independent of any RFP/RFI process
- Benefit from Independent Screening
   Focus on ideas that have been vetted by industry experts using transparent criteria
- Co-Create New Business Models

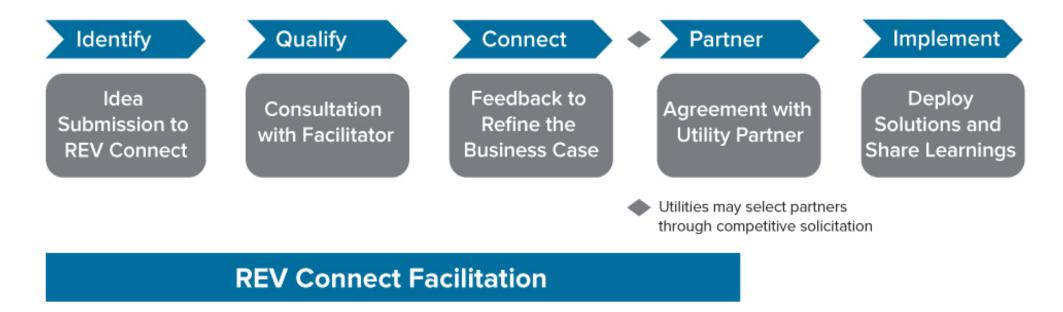




**Process & Criteria** 

# **Our Process: How does REV Connect support ideas?**

REV Connect will help submitters hone their idea, present their idea to the utilities, provide them with specific feedback.





## Review Criteria: How will ideas be assessed?

# REV Connect will consult with submitters on their ideas and recommend improvements in five key areas to attract utility and State interest.

## Viability of Business Model

Does the business model articulate all elements, including unique value propositions and demonstrable and quantitative value to customers, and address market needs?

## Partnership Structure

Does the partnership structure employ an innovative approach beyond the conventional vendor/utility procurement relationship?

## Submitter Capability

Does the team have experience in developing similar ideas with successful outcomes?

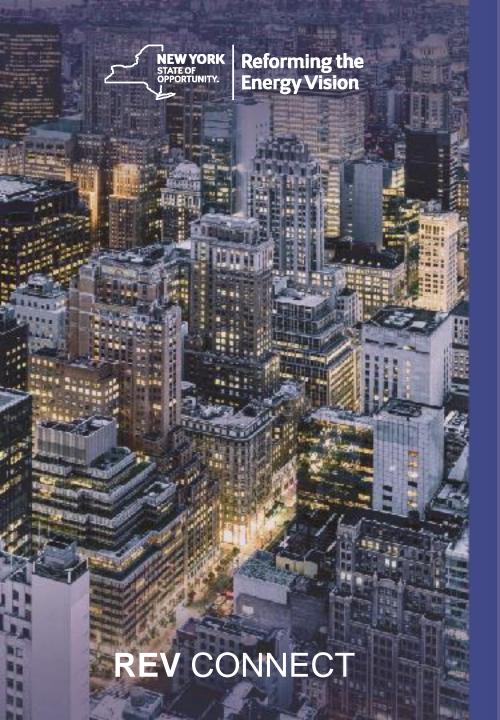
## Advancement of REV

Does the idea advance REV by addressing REV objectives, enhancing Distributed System Platform (DSP) functional capabilities, or supporting market-based approaches?

## Uniqueness of Innovation

Is the idea unique and does it take an innovative approach to address needs as compared to conventional solutions?





REV Connect Portal @ nyrevconnect.com

# **REV Connect Portal @ nyrevconnect.com**

REV CONNECT

About Innovation Opportunities Submit an idea Explore More Subscribe

Print This Page

# Accelerating Innovative Energy Partnerships in New York State

REV Connect brings companies and electric utilities together to accelerate innovation, develop new business models, and deliver value to New Yorkers.

### Submit an Idea

Find out what it takes to submit an idea to REV Connect.

### Innovation Opportunities

We want your best ideas. Check out opportunities to partner with NYS utilities.

### **REV Connect '17**

Connect in person at our annual event.

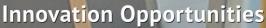
## **QUICK LINKS**

News
REV Briefings
Opportunities by Topic
Utility Profiles
Non-Wires Alternatives
Submission Form



Print This Page





New York is looking for innovative solutions and partnerships to modernize its energy system

New York's investor-owned utilities are actively seeking innovative solutions in the Opportunities by Topic areas identified here. Individual utilities will periodically develop the Opportunities by Utility statements posted here to further describe certain priority business needs. REV Connect also invites related solutions that will help advance REV Goals in partnership with a utility.

Submit your idea to REV Connect if your innovative business model or solution matches the opportunities here - or if you have a breakthrough solution that we didn't know New York needed. Submissions will be evaluated for a potential partnership with the State's utilities. Curious about how to proceed? Learn more about our process and criteria.

**View Opportunities by Topic** 

View Opportunities by Utility

#### **UPDATED JULY 3, 2017**

## **AMI Network Access**

Utilize the advanced metering infrastructure (AMI) communication network to provide useful functionality for system operations, third-party data traffic, and smart city services.

#### **Customer Acquisition Support**

Harness utilities' marketing channels and customer information to help DER providers identify, reach, and sign up customers.

#### **Customer Response to Smart Home and Time-of-Use Rates**

Enable customers to manage their energy use and personal DER in response to granular energy price signals.

#### **Data Services**

Provide value-added services that monetize the data and data analysis capabilities of the utilityas-distributed system platform (DSP).

#### **Electrifying Heating and** Cooling

Cost-effectively electrify space heating and cooling systems to reduce the greenhouse gas emissions from buildings.

#### **Electrifying Transportation**

Support the adoption of personal and fleet electric vehicles (EV), the expansion of EV infrastructure, and the intelligent integration of EVs into the electric grid.

#### **Energy Marketplace 2.0**

Offer customers new clean energy products and services through utility online marketplaces.

#### **Increasing Hosting Capacity**

Increase the amount of distributed energy resources (DER) the grid can accommodate while maintaining reliability, through deploying alternatives to traditional grid-side solutions.

#### **Innovative Energy Efficiency**

Stimulate market-based approaches to energy efficiency that are more cost-effective and scalable than standard government or utility incentive programs.

#### **Reducing Peak**

Enable flexible customer demand and reduce energy consumption peaks across the bulk electric system, the distribution grid, and local circuits.

#### **Solutions for LMI Customers**

Help low-to-moderate income (LMI) New Yorkers manage their energy consumption and gain access to clean energy solutions. Other Ideas Welcome

REV Connect also invites related solutions.

# **Innovation Opportunities**

Utilities articulate their interests through Innovation Opportunities and periodically develop "Opportunities by Utility" statements to describe priority business needs.

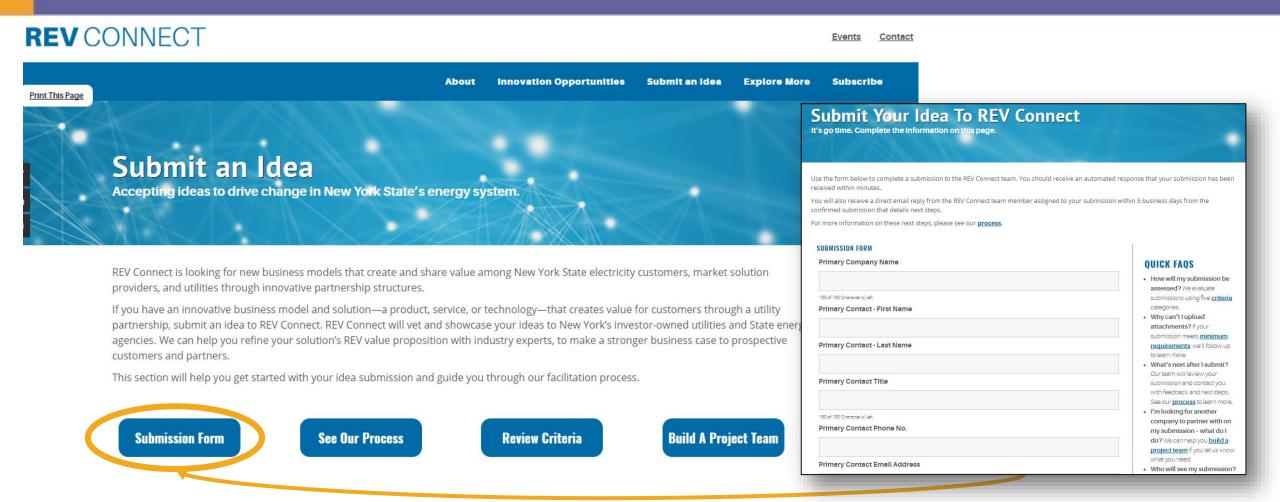
**Example: Utility Interests in AMI Network Access** 

Utility	Propose Ideas via	Interests
Central Hudson	REV Connect	Interested in ideas and business models that demonstrate market interest in bringing additional value to customers that opt-in to receiving granular data through an AMI platform infrastructure
Con Edison and O&R	REV Connect Upcoming RFI	Seeking ideas from companies interested in accessing Con Edison's AMI infrastructure (see AMI Customer Engagement Plan and the Con Edison and O&R <u>Utility Opportunity page</u> for more detail)
NYSEG and RG&E	REV Connect	Interested in testing functionality, operational parameters, and business cases of AMI-smart inverter integration, including opportunities to act as grid resources and provide ancillary services
National Grid	REV Connect	Interested in business models and partnerships that promote smart city services





## **Submit an Idea – Submission Form**







# **Explore More – Utility Profiles**

## **REV** CONNECT



### CLICK ON THE NEW YORK STATE UTILITY LOGO BELOW TO VIEW THE UTILITY PROFILE













## **REV** CONNECT



### UTILITY PROFILE

View full utility profile. [PDF]

#### HIGHLIGHTS



**Full PDF** 



#### REV DEMONSTRATION PROJECTS

Select tab to view summary and current status.

**CLEAN VIRTUAL POWER** 

**COMMERCIAL BATTERY** 

STORAGE ON DEMAND

Con Edison is partnering with Retroficiency (now Ecova) and Honest Con Edison has launched the energy insights platform for end Buildings to build a clean energy project origination, bidding, and technical support platform for medium to large commercial buildings. The platform will analyze interval meter data to identify high potential projects that can be put out to bid on the platform, with technical support and financing options facilitated by Con

#### **Current Status**

customers and expects to launch the bid marketplace portion of the site in spring 2017.

#### RELEVANT FILINGS

**Document Name** 

Date of Filing

# **Explore More – REV Briefings**

## **REV** CONNECT



Governor Andrew M. Cuomo has set New York State on a path to deliver a comprehensive energy strate affordable energy system through Reforming the Energy Vision (REV). REV seeks to strengthen and mode spurring innovation, acting on climate change, improving consumer choice, and creating economic opportunity.

At the core of REV are groundbreaking regulatory reforms to integrate clean, distributed energy resource energy system through new utility business models. These reforms rethink the roles of the utility, custom efficient, 21st-century grid.

This section will review the regulation underlying REV. To learn more about the more than 40 initiatives that comprise REV, read the <u>New</u> <u>York State Energy Plan</u> and visit <u>rev.ny.gov.</u>

- Proceedings
   Regulatory Objectives
- Track One: Defining the REV Ecosystem
- Track Two: REV Financial Mechanism
- Value of DER
- Principles for REV Demonstration Projects

Track One: Defining the REV Ecosystem

Regulation: Order Adopting Regulatory Policy Framework and Implementation Plan [PDF]

Known as: REV Track One Order

Issued: February 26, 2015, NYS Public Service Commission, Case 14-M-0101

Under REV New York State's six investor-owned utilities are evolving into distributed system platforms (DSP). Track One lays out several major steps to enable this shift. Distributed system implementation plans outline future utility investments as well as opportunities for the market to meet energy system needs with distributed solutions. Additionally, following Track One, utilities obtained approval from the State's regulatory body, the Public Service Commission, for their energy efficiency plans. Track One further highlights the benefits of non-wires alternatives and REV demonstration projects to achieve REV goals.

**Distributed system platforms (DSP)** are the foundational network platforms of the electric grid envisioned under REV, enabling market-friendly connections between distributed energy resources (DER), large-scale power generators, customers, and other parts of the energy system. As utilities mature as a DSP, energy and data will flow across the grid in multiple directions to allow storage, microgrids, demand-response technology, and other innovative services to increase efficiency while lowering costs and harmful emissions.

**DER** solutions will remain primarily a non-utility service provided by the competitive market while utilities as a DSP will integrate DER into the energy system. DSP functions fall into three categories:

- Integrated system planning: analysis and planning for system needs integrating DER
- Reliable grid operations: safe and reliable service with integration of DER



## **Events**

## **REV** CONNECT

**Events** Contact



## **REV CONNECT '17**

Join our executive summit on October 17, 2017 to fuel conversations and partnerships around innovation, and learn how you can partner to help drive a meaningful transformation of the energy marketplace through New York's Reforming the Energy Vision (REV).

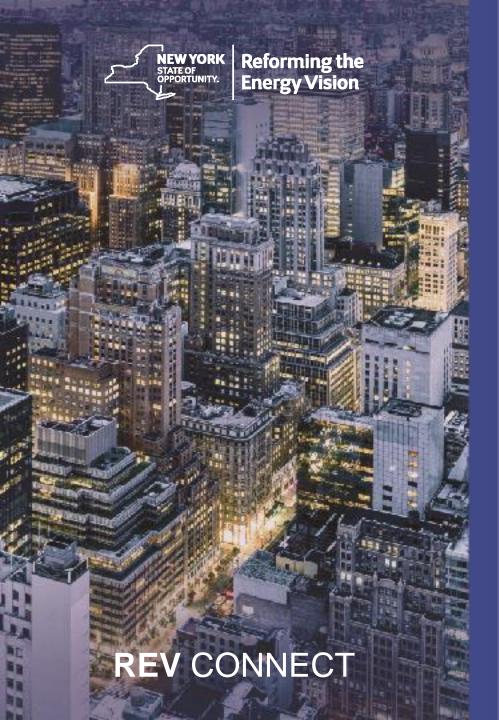
## **WEBINARS & WORKSHOPS**

Real-time opportunities to share and advance REV solutions

View a REV Connect Portal demo via webinar and subscribe for upcoming events







# Q&A

**Quick Links:** 

**REV Connect Portal – <u>nyrevconnect.com</u>** 

**Subscribe** – <u>nyrevconnect.com/subscribe</u>

Submit an Idea – <u>nyrevconnect.com/submit</u>

Contact - <u>nyrevconnect.com/contact</u>

