

TECH Clean California

Demand Response Program Options for
TECH HPWH Customers



TECH CLEAN
CALIFORNIA



Demand Response Overview



Demand Response: What and Why?

Demand response programs:

Programs that facilitate a temporary change in energy usage - usually to reduce usage during peak hours.

Why require demand response?

New HPWH incentives are available specifically because HPWHs can shift electricity usage without sacrificing comfort.

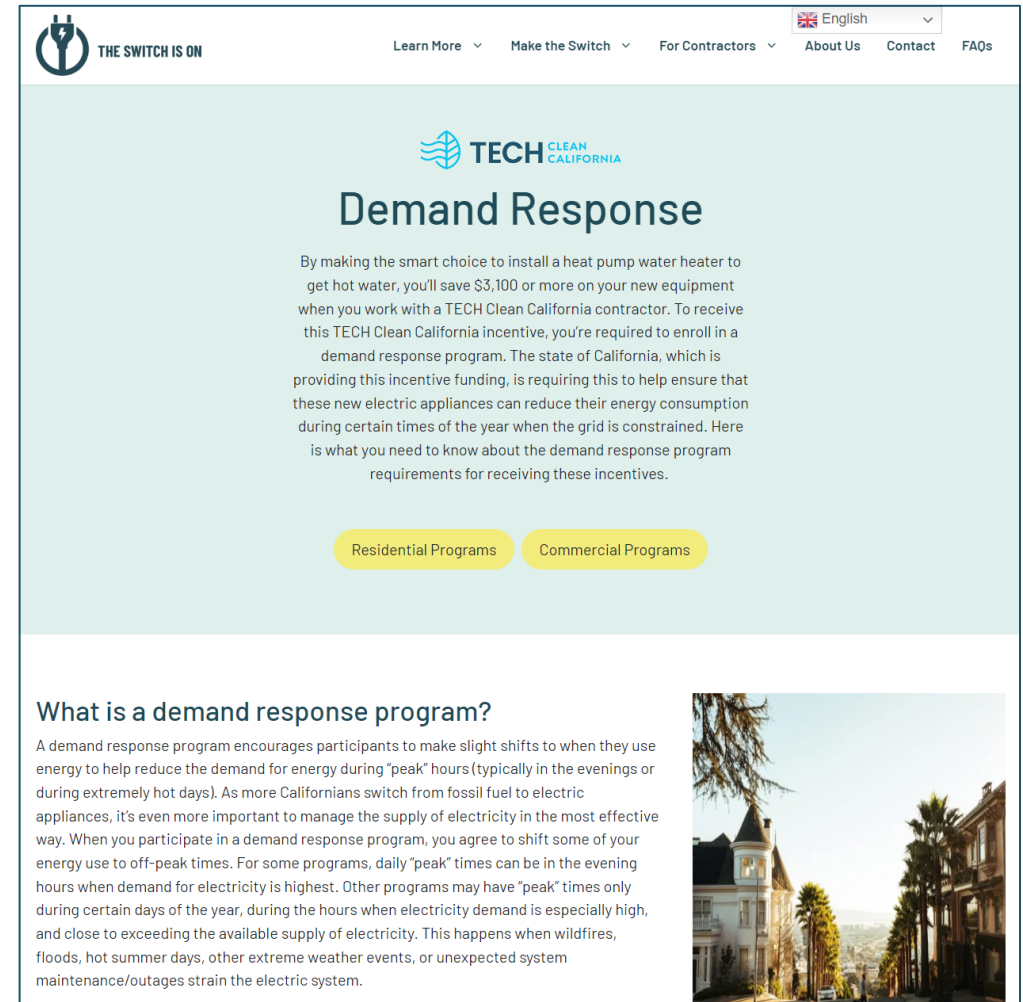
Benefits to customers:

- Potential to save on their electricity bills and/or earn rewards for enrollment, participation, or both.
- Contribute to a cleaner and more reliable electricity supply.



Demand Response Requirement Details

- Applies to all customer types, exceptions for multifamily tenants
- Customer agrees to this requirement in the TECH Program Terms and Conditions
- Customer can choose from demand response program options listed on TECH website
- Contractors can suggest a particular program
- Contractor expected to help the customer to enroll before offering the incentive



The screenshot shows the website for 'THE SWITCH IS ON' with a navigation menu including 'Learn More', 'Make the Switch', 'For Contractors', 'About Us', 'Contact', and 'FAQs'. The main heading is 'TECH CLEAN CALIFORNIA Demand Response'. The text explains that by installing a heat pump water heater, customers can save \$3,100 or more. It also states that to receive the TECH Clean California incentive, customers must enroll in a demand response program. The page includes two buttons: 'Residential Programs' and 'Commercial Programs'. Below this, a section titled 'What is a demand response program?' explains that the program encourages participants to shift energy use to off-peak times to reduce demand during 'peak' hours. A photograph of a residential street with palm trees is shown on the right side of this section.

THE SWITCH IS ON English

Learn More Make the Switch For Contractors About Us Contact FAQs

TECH CLEAN CALIFORNIA


Demand Response

By making the smart choice to install a heat pump water heater to get hot water, you'll save \$3,100 or more on your new equipment when you work with a TECH Clean California contractor. To receive this TECH Clean California incentive, you're required to enroll in a demand response program. The state of California, which is providing this incentive funding, is requiring this to help ensure that these new electric appliances can reduce their energy consumption during certain times of the year when the grid is constrained. Here is what you need to know about the demand response program requirements for receiving these incentives.

Residential Programs Commercial Programs

What is a demand response program?

A demand response program encourages participants to make slight shifts to when they use energy to help reduce the demand for energy during "peak" hours (typically in the evenings or during extremely hot days). As more Californians switch from fossil fuel to electric appliances, it's even more important to manage the supply of electricity in the most effective way. When you participate in a demand response program, you agree to shift some of your energy use to off-peak times. For some programs, daily "peak" times can be in the evening hours when demand for electricity is highest. Other programs may have "peak" times only during certain days of the year, during the hours when electricity demand is especially high, and close to exceeding the available supply of electricity. This happens when wildfires, floods, hot summer days, other extreme weather events, or unexpected system maintenance/outages strain the electric system.



Demand Response Program Options

- Currently options for PG&E, SCE, SDG&E, and SMUD customers
- Refer to tables on the DR website for full lists
- Some programs simply notify customers when there is a demand response “event”
- Some programs establish direct connections with appliances/equipment
 - Customers always have the option to “opt out”

Residential demand response programs

Where is it available/ Who can enroll?	Program Name	Program Summary	Eligible Appliances and Equipment	Benefits and Incentives
Available statewide (1)	OhmConnect	Receive alerts via email or SMS for “OhmHours” when energy prices spike in your neighborhood and get paid to save energy when you reduce your electricity use. OhmHours are about one hour per week on average.	No technology requirements	Cash and gift rewards. The more you save, the more you earn!
PG&E customers	FlexSaver	Earn cash rewards for reducing your electricity use during “Power Hours”, which mostly occur during some summer evenings.	Behavioral DR option (no technology connections needed), also option to connect thermostats, EVs, EVSEs	Gift card at the end of DR season. Amounts vary based on level of participation
PG&E customers	SmartAC Switches (2)	Install smart switches on your AC that cycles them for 15 and 30 minutes on the hour during peak days to help avoid power interruptions. Events last between 3 to 6 hours.	Air conditioning connection required	\$50 signup credit for AC switch

Commercial demand response programs

Where is Program Available?	Program Name	Program Summary	Eligible Technologies	Benefits
Available Statewide (1)	OhmConnect	Receive alerts via email or SMS for “OhmHours” when energy prices spike in your neighborhood and get paid to save energy when you reduce your electricity use. OhmHours are about one hour per week on average.	No technology requirements	Cash
Available Statewide (1)	Day-Ahead Emergency Response	Earn cash for reducing your electricity use during peak events. Voltus helps you identify the best options and tailors benefits to you based on your participation.	Any equipment connected to an energy management system can potentially participate	Deterrence
Available Statewide (1)	Capacity Bidding Program and Demand Response Auction Mechanism	Earn cash rewards for reducing your electricity use during peak events. Enersponse helps you to identify the best options and tailors benefits to you based on your participation.	Focus on Retail HVAC, Lighting, and Pumping controls	Deterrence

Demand Response Program Options



Programs Overview

Available in Multiple Areas:

- OhmConnect
- Day-Ahead Emergency Response (Voltus)
- Capacity Bidding Program (CPower)
- Demand Response Auction Mechanism (Enerspone)
- GridPoint Intelligence
- FlexSaver (AutoGrid)

For electric customers of
PG&E, SCE, and SDG&E

For electric customers of **PG&E**:

- Smart AC Switches (PG&E)

For electric customers of **SCE**:

- Summer Discount Plan, Smart Energy Program, other commercial Programs (SCE)
- Virtual Power Plant Programs (Swell)

For electric customers of **SDG&E**:

- AC Saver Thermostats (SDG&E)

Available in Multiple Areas



Intro to OhmConnect

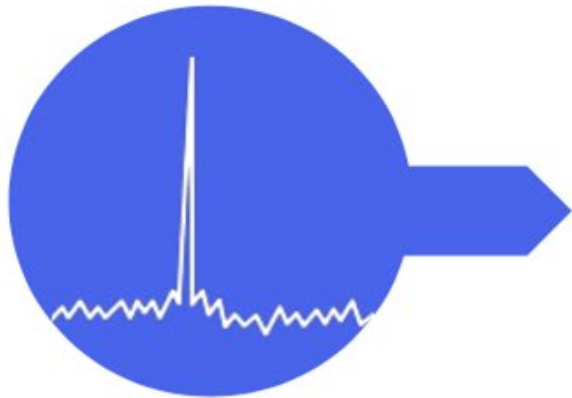
Referral Platform

OhmConnect

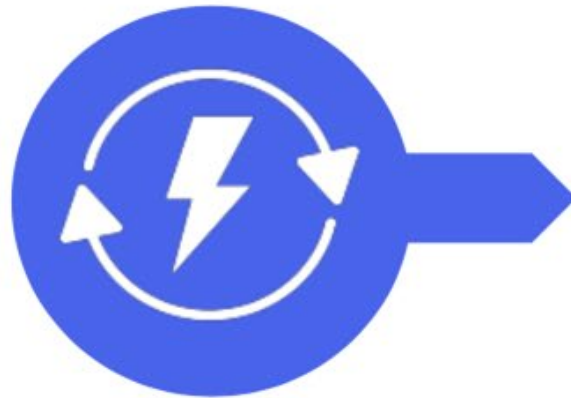


**A free service
that pays users
to reduce
energy when it
is most needed**

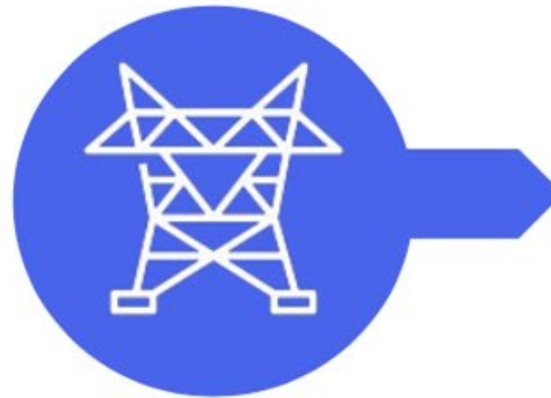
Energy companies pay to reduce energy, with OhmConnect



Energy
demand
spikes



OhmConnect
members
reduce energy



The grid pays
OhmConnect



OhmConnect
pays our
network of
members

That's it, OhmConnect makes revenue off of energy markets. OhmConnect does not sell customer data.

Who can enroll?



A utility account with PG&E, SCE, or SDG&E is the **ONLY** requirement

Technology Requirement

None

kWh / Participation Requirement

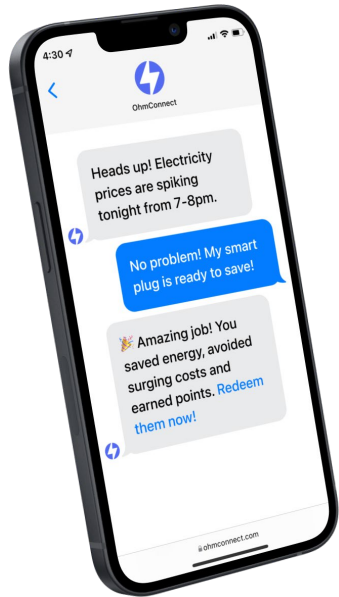
None

Program Type

- Single family
- multi-family
- renters
- homeowners
- solar customers

Customer Experience

OhmHours



Participate in weekly energy challenges – we will let you know when to save

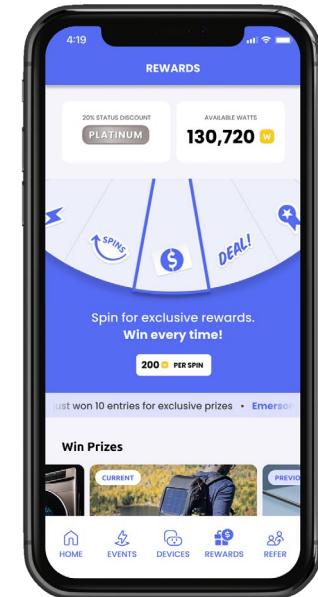
Connect Devices



Automate and save more by connecting smart devices – optional

Rheem and Rudd available December 2023

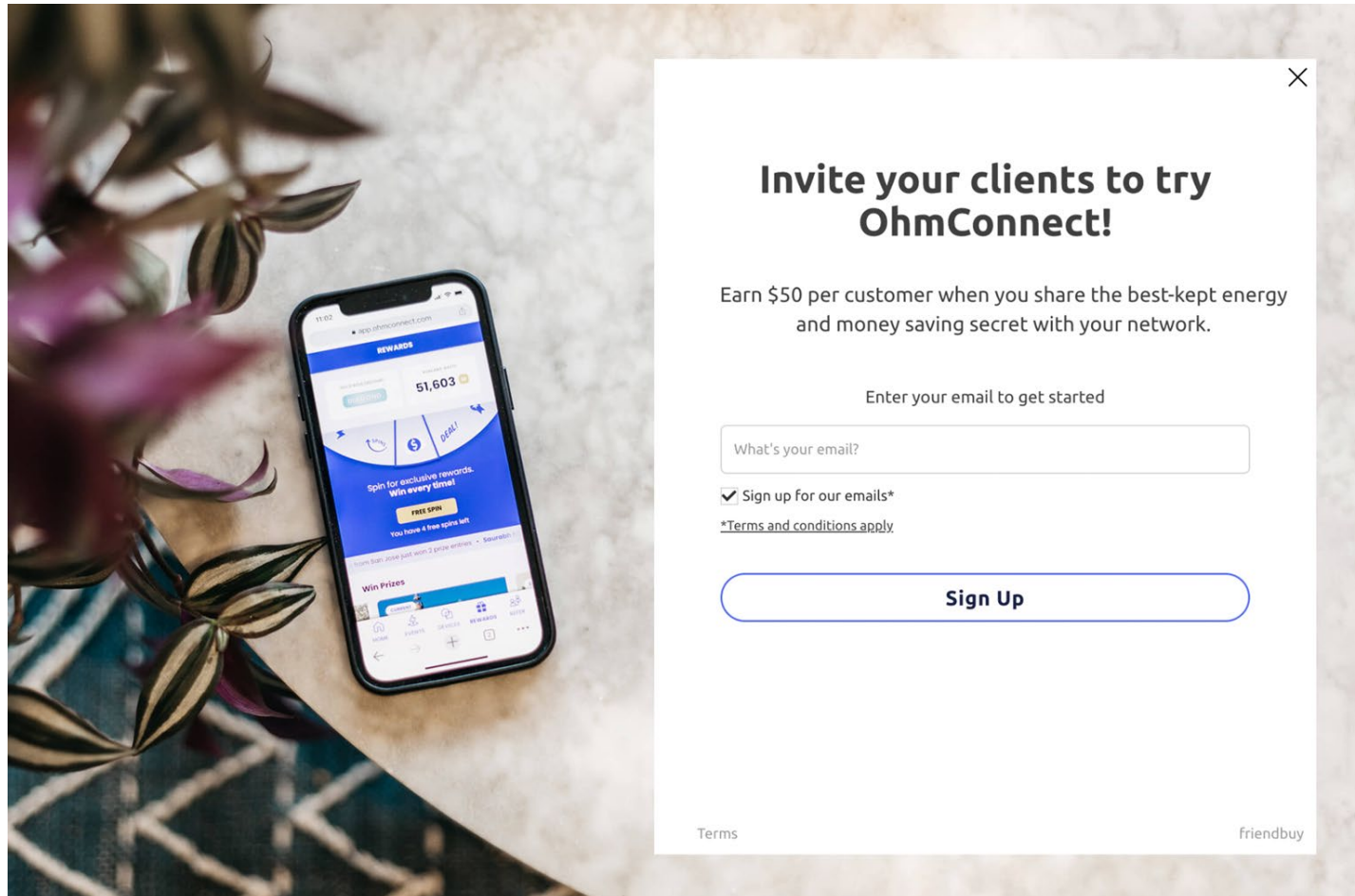
Earn and Save



Earn cash, win prizes, and lower your electric bill by 10%*

*Based on the average OhmConnect member who joined in 2021, and their electricity usage May-September 2021 versus the same time period the prior year.

Referral Platform



Get \$50 for each complete referral

Get started in 30 seconds



1. [Sign Up](#)

1. Enter your work email & create a password
2. Start referring!

Using the Referral Platform

OhmConnect

AVAILABLE CASH: \$0 >

SHAREABLE QR CODE

Get \$50 for every client you refer!

Gift your clients a free thermostat and you'll earn \$50 when they join OhmConnect!

Share via SMS

< Back to Rewards

Or

Send your clients an email

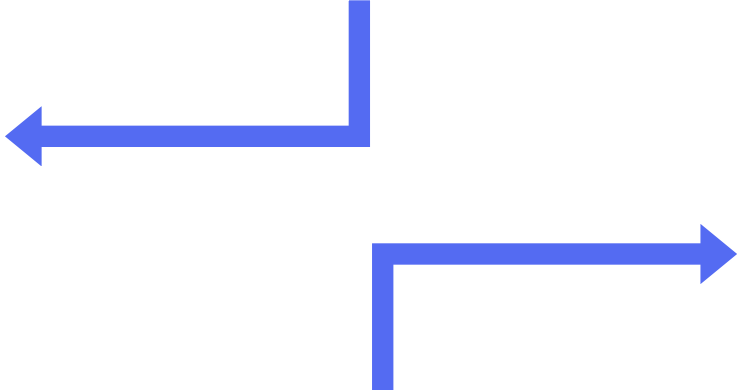
Send to (comma separated)

I think you'll love getting rewarded for saving energy and money with OhmConnect. You get a thermostat when you use my link!

Send my client a reminder in 3 days

Send

Share via:
QR code
Printable Flyer
Text
Email



See the status of each of your referrals

REFERRALS

Total Rewards
\$160

7/11/2023	[REDACTED]	Invited	Resend
8/29/2022	[REDACTED]	Invited	Resend
8/16/2022	[REDACTED]	Invited	Resend
8/2/2022	[REDACTED]	Invited	
8/1/2022	[REDACTED]	Invited	Resend
7/26/2022	[REDACTED]	Invited	Resend

Terms friendbuy

[Download Referral History CSV](#)

HOME EVENTS DEVICES REWARDS REFER

Quick Pitch Talking Points

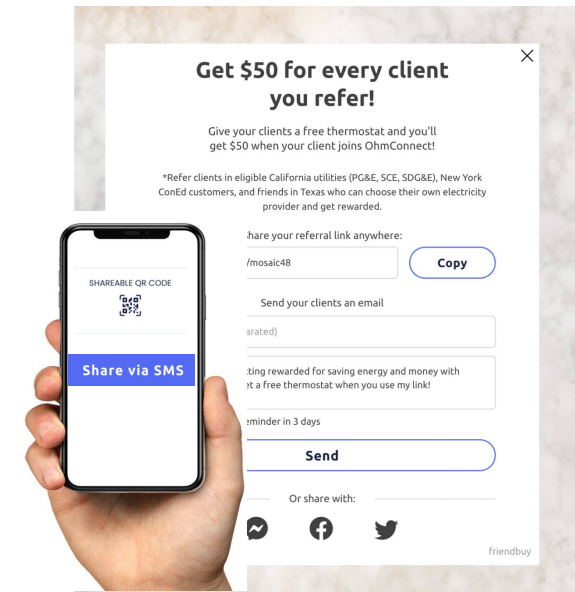
OhmConnect is a free program that pays you to save energy

- Get up to 10%* energy bill savings
- Save energy and earn rewards automatically
- Qualify for your TECH rebate

**Based on the average OhmConnect member who joined in 2021, and their electricity usage May-September 2021 versus the same time period the prior year.*

Signing up only takes 2 minutes

Just share your link



Our referral platform takes it from there



Additional Resources

Customer FAQ

How do I sign up?

1. Follow the referral link provided from your contractor
2. Enter your name, zip code and contact information
3. Connect your PG&E, SCE, SDG&E, or ConEd utility account
(we will walk you through the 1-minute authorization process)

What do I need to join?

You will need your utility's online account credentials

Is there a minimum requirement? Do I need to be a homeowner?

No

Can I connect my new water heater?

You can connect Rheem and Rudd water heaters starting in December 2023

Do I need to connect a smart device?

No - but it helps you earn more money and rewards

Can solar homes participate?

Yes!

Is there a minimum requirement? Do I need to be a homeowner?

No

When do I save energy?

OhmConnect will send you a notification when it is time to save energy. Energy reducing events are usually 1-hour long, and occur on weekdays between 4-9. If you connect a smart device (like your Nest), energy saving is automatic.

Do I have control over my connected devices?

You always have ultimate control over your devices. We will let you know via your preferred communication channels when we will activate a device. You can always override the automation at any time.

What if I don't save energy during an OhmHour?

You can opt-out of any event! No harm done.

Is this really free?

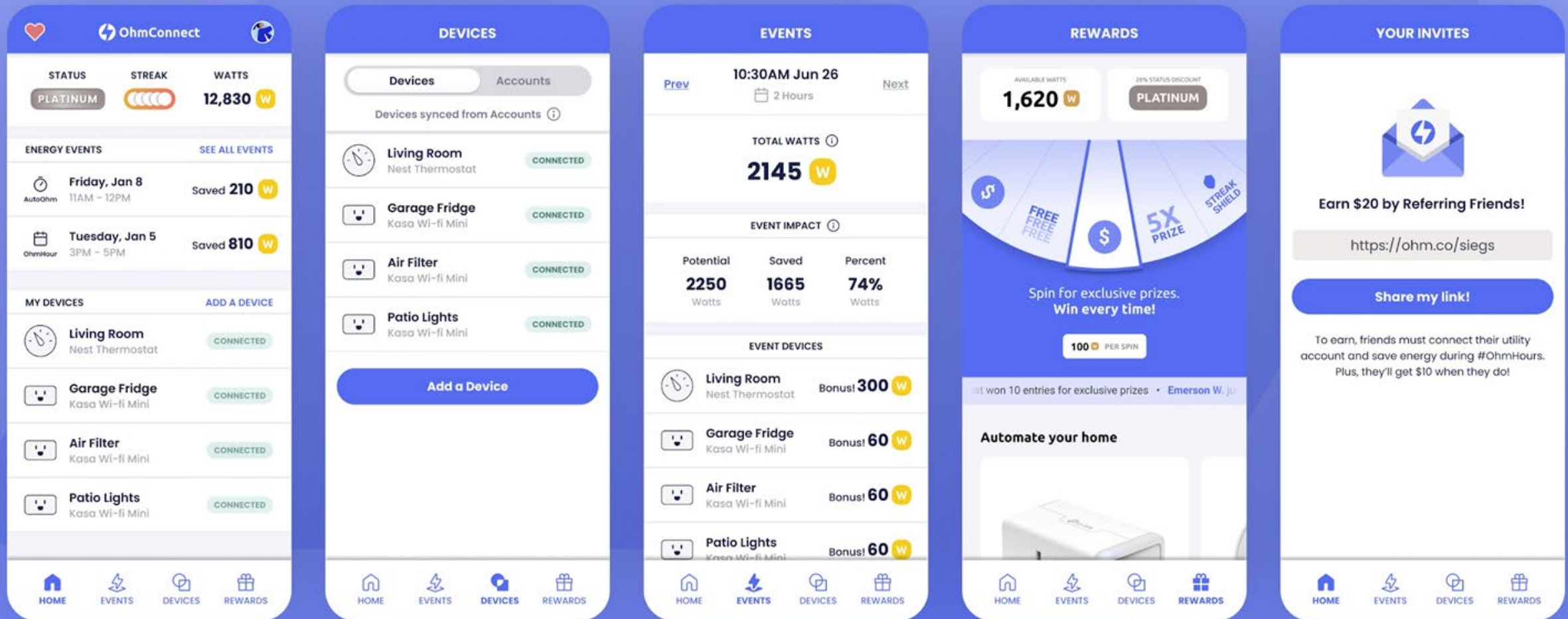
Yep! No strings attached.

How can OhmConnect pay me for reducing energy? Are they selling my data?

OhmConnect makes money through energy contracts for providing this energy reducing service. They do not sell your data.

OhmConnect platform is engaging and rewarding

The end-to-end consumer experience uses devices to create strong engagement, virality, and retention

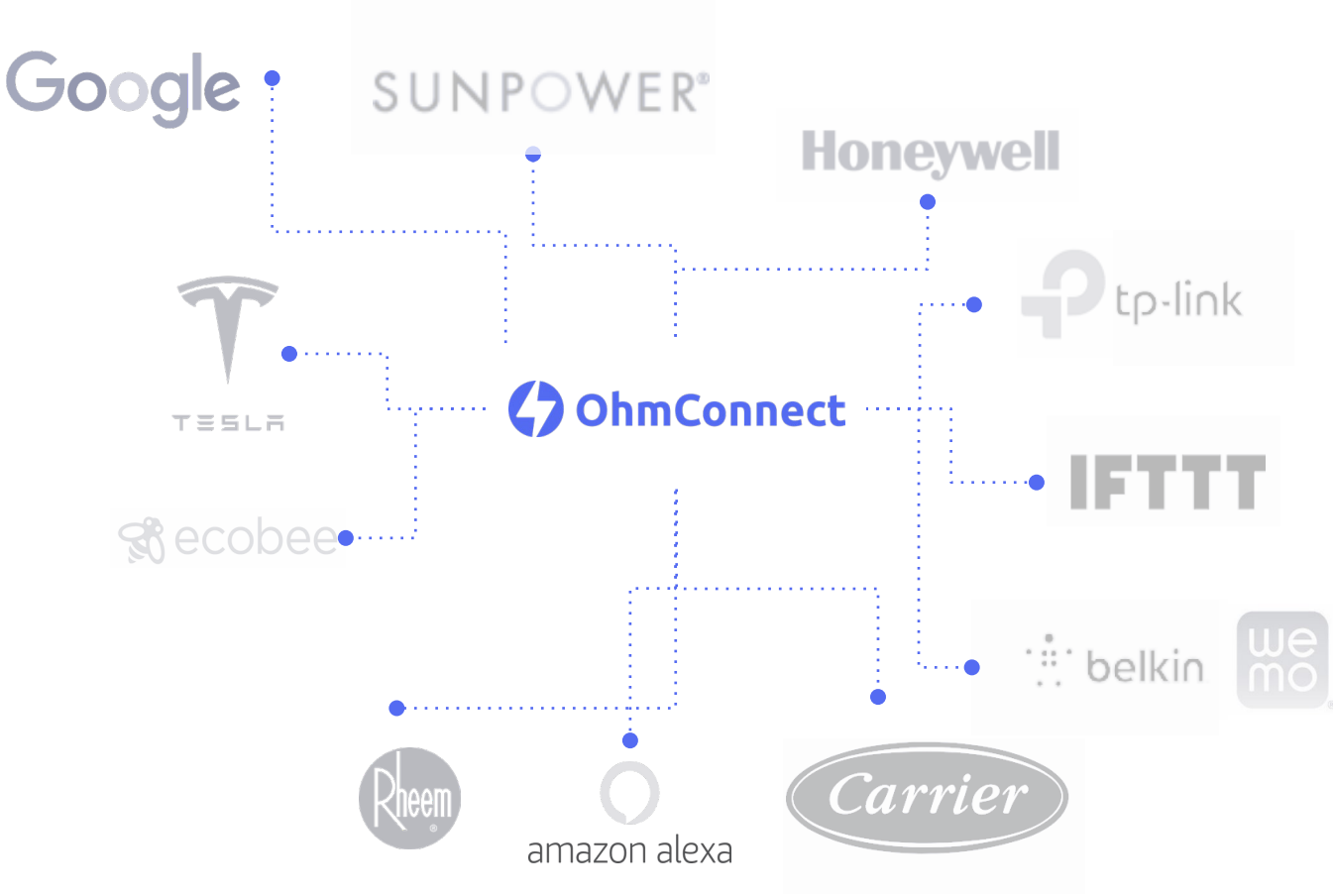


Connect dozens of devices for an automated experience

Customers can connect their Nest thermostat to automate their experience



On average, having one smart appliance increases energy savings by 4.5x



Case Study: September Heatwave Performance

- **OhmConnect members dug deep and saved**
 - 1.5 GWh across the 9 days and the equivalent of 2-3 power plants in a given hour
- **Helped prevent rolling blackouts in California**
- **Many powered down, OhmConnect members earned**
 - People across the state participated in Flex Alerts
 - OhmConnect members could earn \$50 for reducing energy in one day alone during the heatwaves

OhmConnect

OhmConnect delivered 1.5 GWh of energy reductions in California
Heatwave Aug 31–Sept 8

- 6 Million** communications to members
- 1.3 Million** toggles of members' smart devices
- \$2.7 Million** in rewards earned by members

DER Program: Day-Ahead Emergency Response

\$60,000 per MW/yr

Season	May - October
Eligible Customers	Commercial
Program Hours	4-10 pm non-holidays
Dispatches	Monthly 1 hour test, possible emergency event
Notice	7 day test notice, Day ahead emergency event notice
Risk	No penalties
Cost	No cost to sign up



Stacy Lane slane@voltus.co 818-378-1857



TECH Clean California Statewide HPWH Incentives

Robert Nielsen, California Account Executive

Snapshot of Market Leadership

National Leader

~6.3 GW Managed DER Capacity

2,400+ Loyal, Blue-Chip Customers

17,000+ Customer Sites

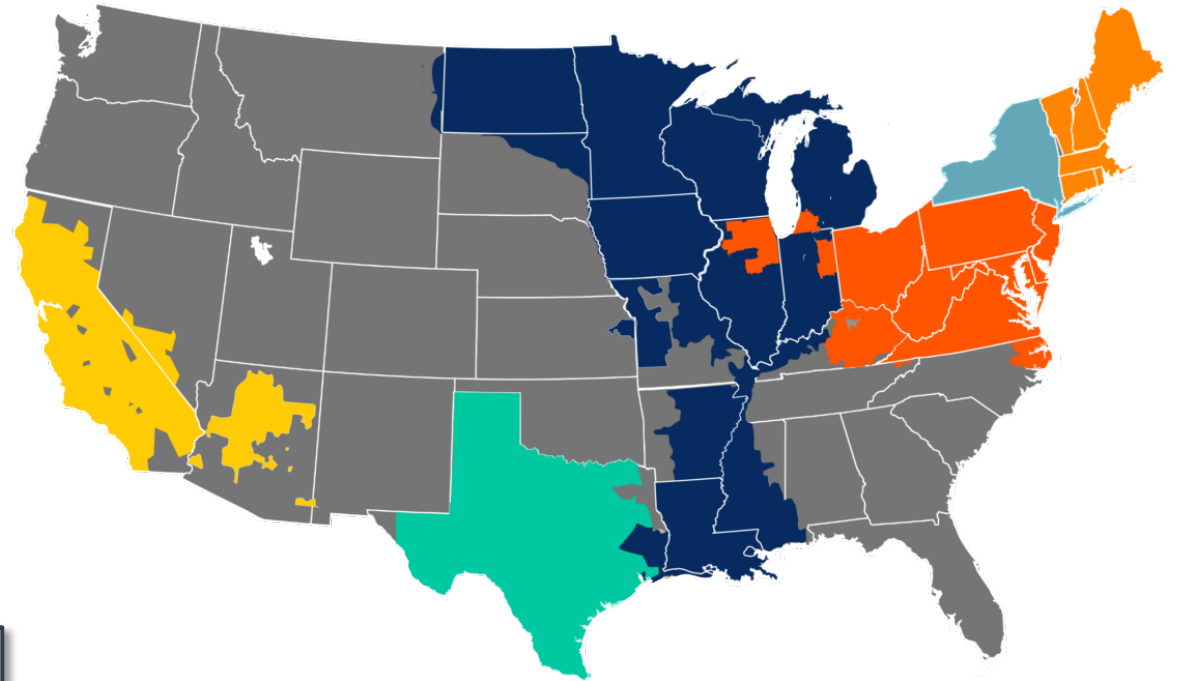
60+ Grid Programs Nationwide

Customer Results and Loyalty

95%+ Customer Retention Rate

59 Customer Net Promoter Score

\$1B+ in Grid Revenue Paid Out to Customers Since 2015



Tech-Enabled DER Monetization

AI-Powered EnerWise™

Optimization Software Platforms

Highly Scalable & Controllable DER Management Platform

Superior Experience

160+ Employees

20+ Years in Operation

Extensive & Diverse organization skills

ESG Focused

Enabling Customer Clean Energy Goals

Helped Customers Avoid 286,000 CO₂ Emissions in a Single Year

Our Vision

A customer-powered grid that enables a flexible, clean and dependable energy future

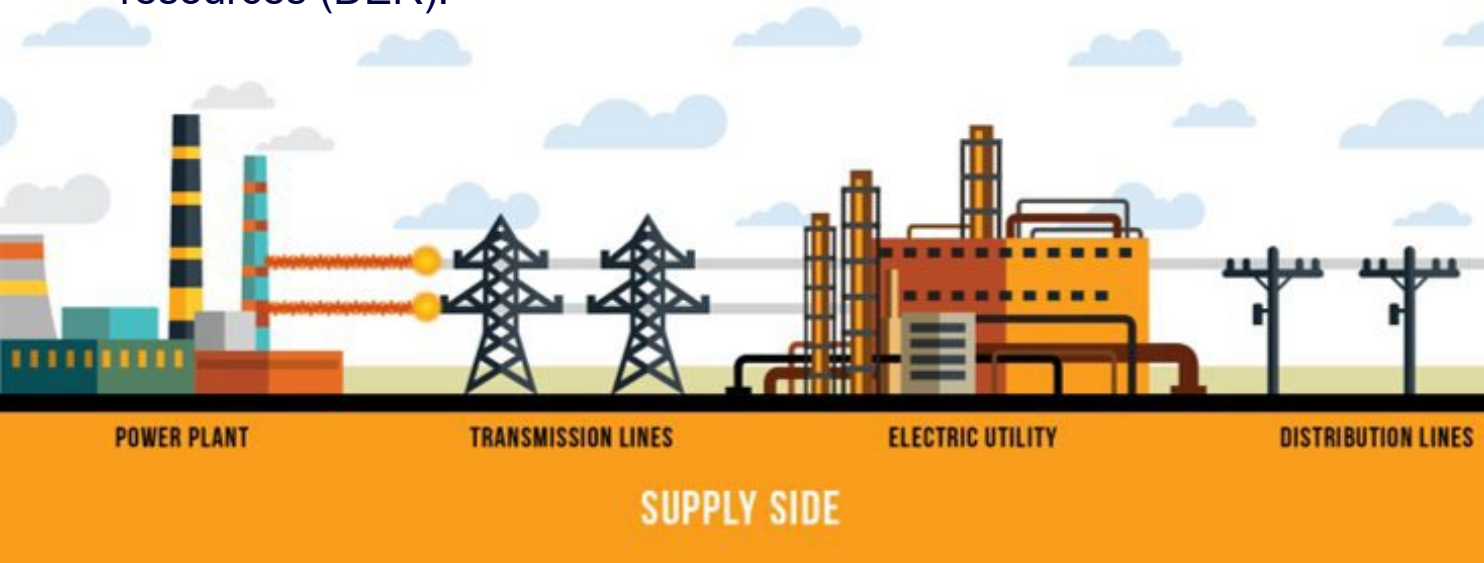
Our Mission

We unlock the full value of distributed energy resources for our customers to balance the power grid when and where it's needed the most

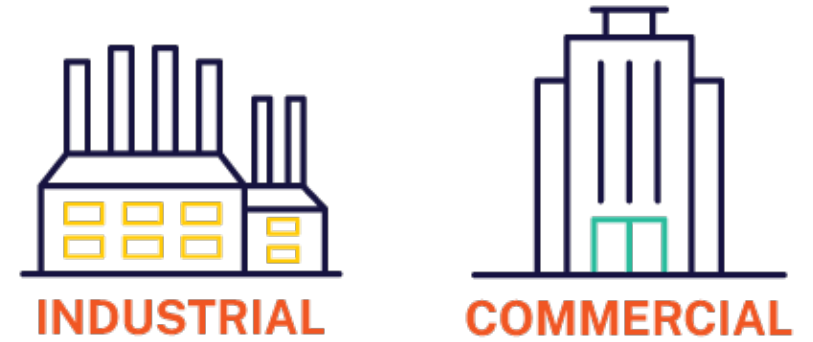


The Grid

For the grid to stay balanced as clean and renewable sources are integrated, grid operators and utilities need flexible distributed energy resources (DER).

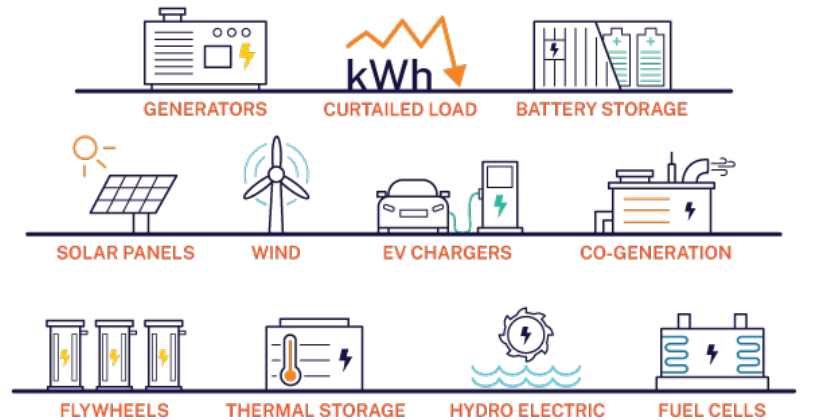


↑ DEMAND SIDE ↓



↑ Commercial and Industrial Organizations ↑

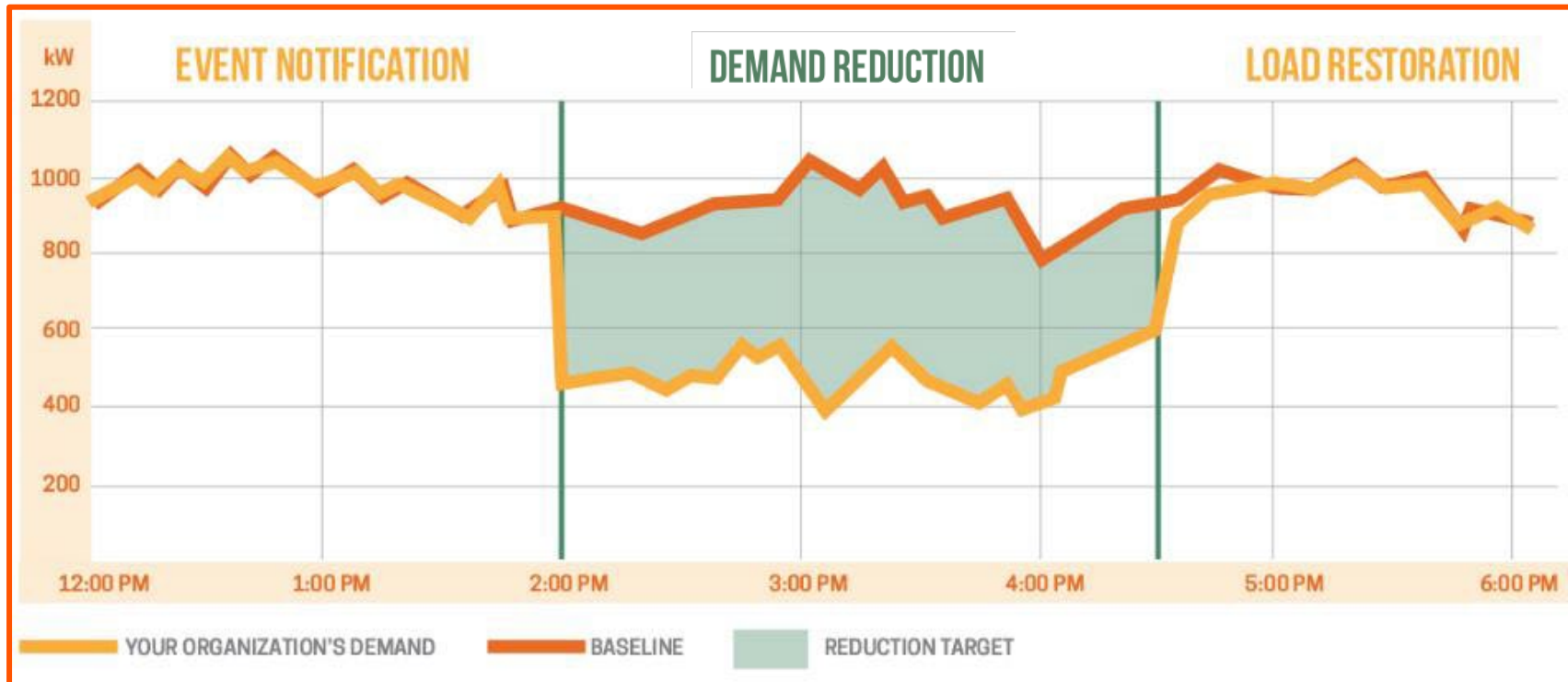
↓ And their flexible DER assets ↓



The **existing energy assets** your organization currently possesses are EXACTLY the kind of flexible resources the grid needs and energy markets reward.

What Is Demand Response?

DR helps reduce demand when the grid is stressed, or the price of energy is high



When the grid is stressed or the price of energy is high, demand response rewards

participants who can reduce their demand with financial incentives based on their amount of load reduction.

Earnings can range from hundreds to hundreds-of-thousands of dollars.

DR generally falls into three categories: Capacity, Economic, or Ancillary.

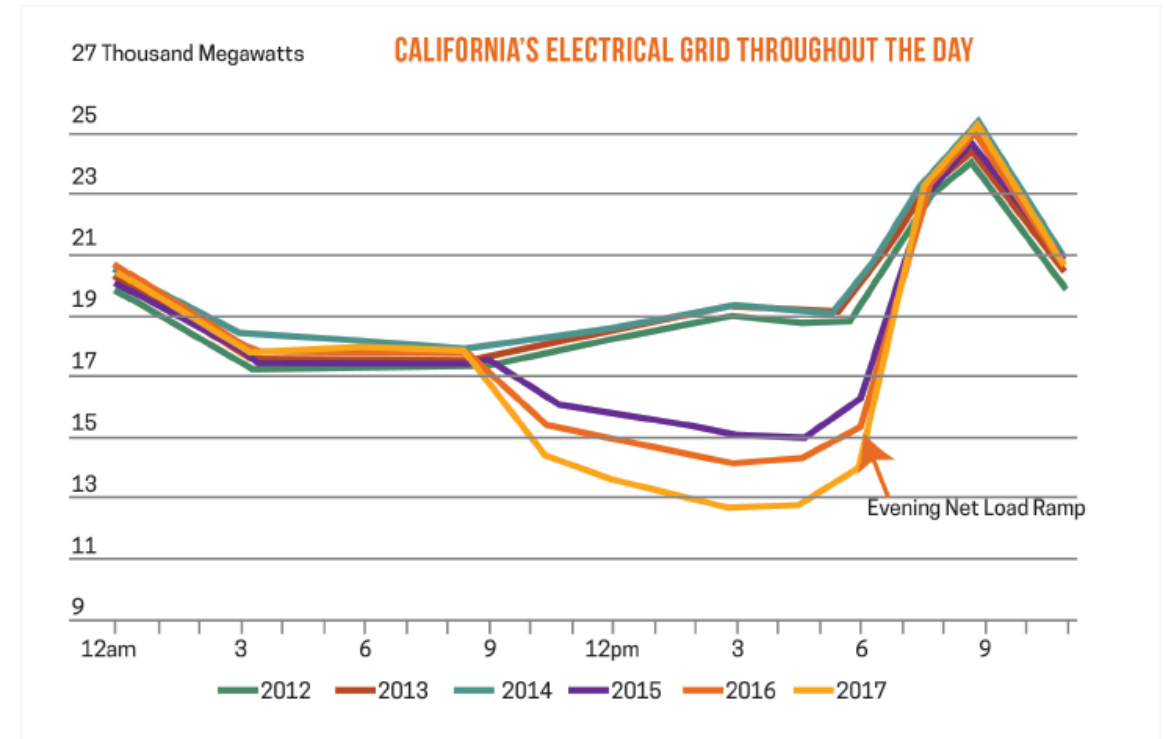
Distributed generation can be used in many programs.

Why Does It Matter?

- Seasonally – Wildfires across California can affect transmission and distribution
- 2020 – Record heat spikes demand in CA causing forced outages
- Significant solar penetration shifts peaks to later in the day (Duck Curve)

Demand Response has played a key role in helping mitigate the impact of these events

Demand response helps “flatten the curve” created by renewable penetration



CA Capacity Bidding Program

Parameters	PG&E CBP Elect	SCE CBP	SDG&E CBP Elect
Dispatch	Day Ahead	Day Of (1 hour) Day Ahead	Day Of (40 min)/ Day Ahead
Commitment period	Summer Only (May-Oct)	Annual (Jan-Dec)	Summer Only (May-Oct)
Commitment Hours	1-9 PM weekdays	3-9 PM weekdays	1-9 PM Weekdays
Callable Hours/Events	1-4 hours	1-6 hours	2-4 hours
Min Curtailment Value	No	No	20 kW
Payment Bands	75-105% Proportional Below 75% reduced payments	75-105% Proportional Below 75% reduced payments	75-100% Proportional Below 75% reduced payments
Trigger	Economic bid into CAISO	Market price trigger	Market price trigger/ Economic bid into CAISO
Max hours (events) / Month	5 Events	30 hours (5 events)	24 hours
Max Hours / Year	120 hours	None	144 hours
# Test / Year	Up to 2	Up to 3	Up to 2

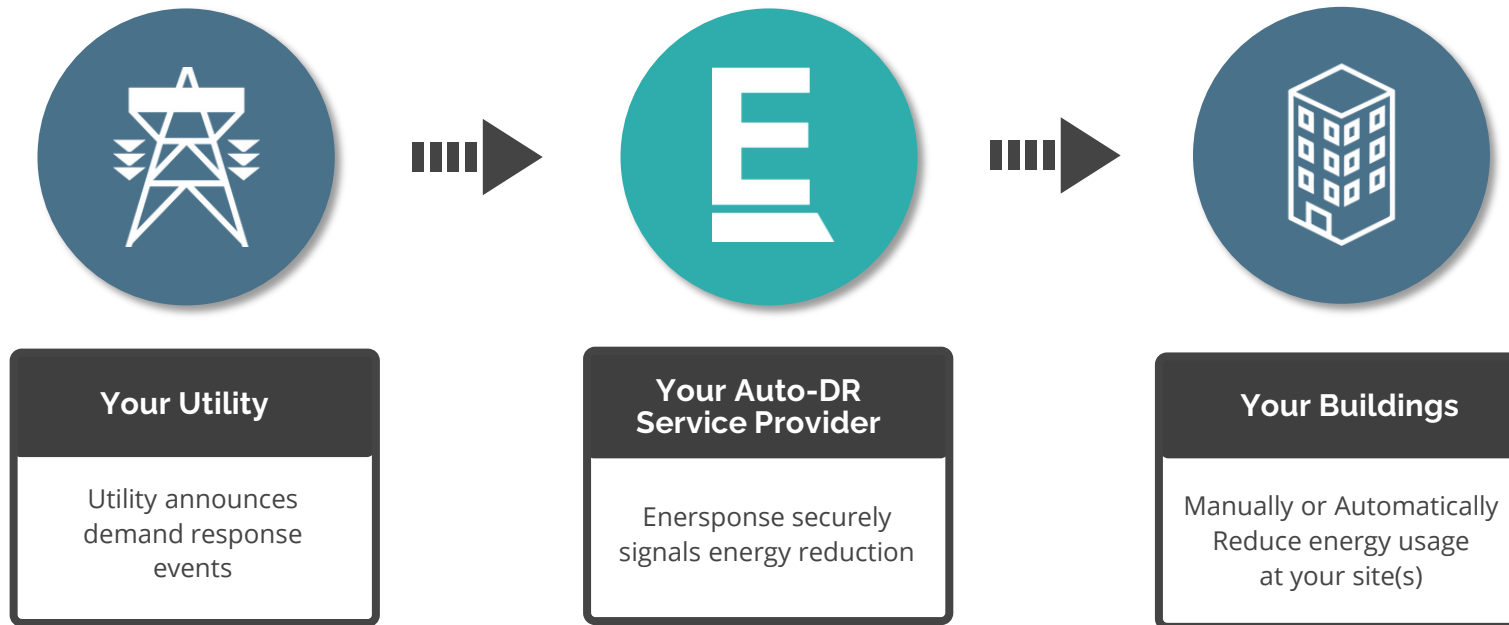
How does a customer enroll in CBP with CPower?

- Email me at Robert.Nielsen@CPowerenergymanagement.com
- Go to www.CPowerenergymanagement.com and complete a Next Steps form
- Call me at 818-808-7333



ENERSPONSE
DRAM Overview

How it Works



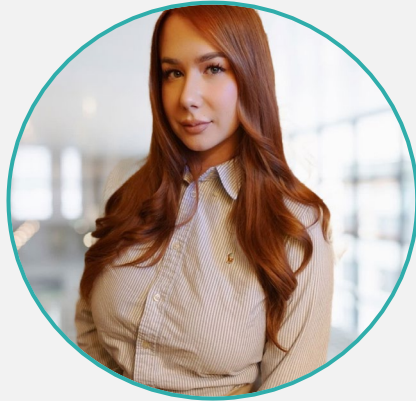
Demand Response Payments

Ongoing Capacity and/or Energy payments made by the Utility, or Aggregators, to end-use customers for their participation in an Auto-DR program.

CAISO DRAM

Utility	Pacific Gas & Electric
Program Name	Demand Response Auction Mechanism
Program Hours	Monday - Friday. 4pm - 9pm; excluding holidays
Program Season	Year-round
Enrollment Deadlines	Rolling Enrollments
Event Notification	Day-ahead
Typical Event Duration	2 hours
Estimated Annual Events	6-10 events per year
Penalty for Under-Performance	No penalties / No cost to enroll
Ways to participate	Curtailement
Event Trigger	Market Prices
Baseline	10-in-10 with Day-Of Adjustment

Next Steps



Emily Osuna

Account Executive

eosuna@enersponse.com

Next Steps to Enrollment

- ❑ Send Site list
- ❑ Send Bill Copy
- ❑ Sign Utility Information Release Form
- ❑ Green Button Data Share

Want more information? **Call 714.365.6359**



GRIDPOINT

GridPoint Intelligence™ Automated Demand Response Program

→ October 27, 2023

BENEFITS

Demand Response

DR enables businesses to earn revenue for reducing electricity consumption during times of peak demand. GridPoint helps customers participate in DR in an automated way with minimal impact to site operations. Benefits include:



Energy Savings: Not only is your business creating new revenue streams through utility incentives, it's reducing peak energy costs as well.



Easy Participation: GridPoint manages customer enrollment, event participation, reporting, and payment verification making participation simple and hands off.



Performance Validation: Participating sites are monitored in real-time to ensure there are no performance risks and participants can opt out of participation when needed.



No Impact to Site Comfort: GridPoint's unique approach to DR prioritizes customer and employee comfort and minimizes impact to operations.



Customized Curtailment: GridPoint works with your teams to customize a curtailment strategy that fits your business' unique needs and energy requirements.



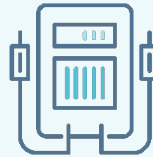
Sustainability Impact: Fossil fuels are often used to meet the increased demand and avoid power disruptions during peak times. By participating in DR, you are helping your community to move toward a more reliable and sustainable energy future.

Benefits of an Automated Demand Response Platform



Revenue-Earning:

Businesses that enroll in demand response programs benefit from a new, ongoing revenue stream.



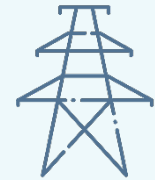
Low Site Impact:

GridPoint offers customized load curtailment to minimize site impact and keep businesses fully operational.



Opt-Out Options:

Businesses have the freedom to selectively opt-out, even when they're enrolled in the program.



Grid Stability:

DR supports the grid - and the local community - when there's excess energy use demand.



How GridPoint Unlocks DR Barriers

Our team will determine which programs are suitable for you, then take care of all necessary paperwork.

The GridPoint Intelligence platform takes the manual labor out of event participation.

A tailored curtailment process lessens your site's discomfort, ensuring an optimized experience.

By aggregating sites together, we bring a powerful network of buildings to the market.

Real-Life Results

Quick Serve Restaurant:

→ 100 sites enrolled in **GridPoint Intelligence™**, our automated energy management and demand response platform.

\$225k

Estimated Incentive
for Demand Response
Participation

+

\$146k

Estimated Incentive
for 2 Year Market
Access Participation

+

\$88k

Estimated Reduction
in Energy Usage with
Demand Response

\$459k

Total Incentives for
the 78 Sites Enrolled

GRIDPOINT

PROPRIETARY AND CONFIDENTIAL. GRIDPOINT WWW.GRIDPOINT.COM



Thank you.

For more information
visit GridPoint.com/Demand-Response



Using HPWH in Demand Response with AutoGrid

flexsaver@auto-grid.com



About AutoGrid



California-based company since 2011



Customers in 12 countries



Our software is being used to manage 8,000 MW of resources



Subsidiary of Schneider Electric



AUTOGRID

Register smart thermostats, EVs, EV chargers, batteries, or join without any smart devices

	PG&E Territory	Clean Power Alliance (LA and Ventura Counties)	Sonoma Clean Power (Sonoma and Mendocino Counties)	SCE Territory (2024)
Go to	https://t.ly/b2as6 (contractor referral link)	https://cleanpoweralliance.org/smarthome/	https://sonomacleanpower.org/programs/gridsavvyrewards	coming in 2024
Cash Rewards	\$20 to \$200	\$20 to \$100	\$20 to \$110	Soon
Smart Thermostats	Nest, Sensi	Nest, ecobee, Sensi	Nest, ecobee, Sensi	no
Car Chargers	ChargePoint, Wallbox	ChargePoint	ChargePoint, Wallbox, JuiceBox	Soon
Enroll without smart device (BDR)	yes	yes	yes	no
EV	Tesla, Kia, Hyundai, Ford, Toyota, BMW, Jaguar, Land Rover, and Mini	soon	no	Soon
HPWH	Commercial	Multifamily housing (Soon)	Residential	Soon

This program not yet eligible to meet the TECH demand response enrollment requirement. Eligibility expected 2024.

Call 888-292-0502 or email flexsaver@auto-grid.com with any questions at any time



Available to PG&E Customers





SmartAC Switch Program

Program Overview



Program Season:
May 1st – October 31st



Event Duration:
2 – 3 hours typically,
up to 6 hours daily for
emergencies



Device Installation:
Field service
contractor Franklin
Energy will install a
load control switch on
a residential
customer's AC unit



Call Center:
Customer service call
center available for
questions or
comments
(866) 908-4916



Opt-Outs:
Customers can opt-
out of as many events
as they prefer. Call
the call center on the
day of the event
(866) 908-4916



AC Check-up:
Franklin Energy
performs an AC
check-up and free
troubleshooting
during device
installation



Incentive:
Upon enrollment and
installation, new
customers will receive
a \$50 mailed check



Staying Green:
SmartAC events
reduce the need for
carbon-based energy
and helps to prevent
blackouts



SmartAC Switch Program

Eligibility Requirements

- ✓ Residential electric customer
- ✓ Has and uses their air conditioner unit during the summer
- ✓ Has a SmartMeter
- ✗ Not enrolled in another DR program, such as SmartRate, OhmConnect, Power Saver Rewards, etc.
- ✗ Not enrolled in Medical Baseline or Life Support PG&E programs
- ✗ No dual or multi-stage air conditioning unit



SmartAC Switch Program

How To Enroll



Visit
www.pge.com/sacswitch
to find out more about the
program, read FAQs, and
enroll



Contact the SmartAC
customer service call
center by calling **(866)**
908-4916 for any
questions about the
program and to enroll



If the customer is renting, the property owner will have to complete a property owner authorization form, which can be found on our website. Additionally, the incentive payment will be issued to the account holder of the home.

Available to SCE Customers



Southern California Edison's Qualifying Demand Response Programs for the TECH HPWH Incentives

Presented by Aimee Wong (Senior Advisor, SCE DR Planning, Admin, & Program Ops)

SCE's Eligible Programs



	Base Interruptible Program	Agricultural Pumping & Interruptible	Summer Discount Plan Program	Smart Energy Program	Third-party Providers (Capacity Bidding Program, Demand Response Contracts, and Demand Response Auction Mechanism)
Eligible Customers	Large Commercial & Industrial (C&I)	Ag & Water Pumping	Residential and C&I	Residential (may open to small-to-medium business customers in future)	Residential and C&I
Program Description	Emergency interruptible load (customer response)	Emergency (ag and pumping) interruptible load (utility direct load control)	Air conditioning (utility direct load control)	Smart thermostat (utility, using authorized 3rd parties, direct load control)	DR programs managed by third-party providers (traditional DR and/or storage-backed (VPP) DR)
Customer Participation Incentives	Up to \$114/kW-yr (issued to customer as a credit on electric bill (i.e. bill credit))	Up to \$112/kW-yr (issued to customer as a credit on electric bill (i.e. bill credit))	Up to \$180 per year (paid Jun-Sept) (issued to customer as a credit on electric bill (i.e. bill credit))	Up to \$40 per year (paid Jun-Sept) (issued to customer as a credit on electric bill (i.e. bill credit))	Per contract between customer and aggregator
Penalties or Restrictions?	Yes (financial)	No financial penalties; can be removed for non-performance	No financial penalties; can be removed for non-performance	No financial penalties; can be removed for non-performance	Determined by aggregator
Technology Requirements	None	SCE installed load control device	SCE installed load control device	Registered qualifying smart thermostat	Determined by aggregator
How to Enroll	https://www.sce.com/business/demand-response/demand-response-enrollment		Residential Application: SCE MyAccount Commercial Application: https://www.sce.com/business/demand-response/demand-response-enrollment	Click "Enroll Now" on www.sce.com/sep	These program options are included in the tables at https://switchison.org/techcleanca/demand-response/



DR Options: SCE Virtual Power Plant Programs in Santa Barbara, Ventura and Orange Counties

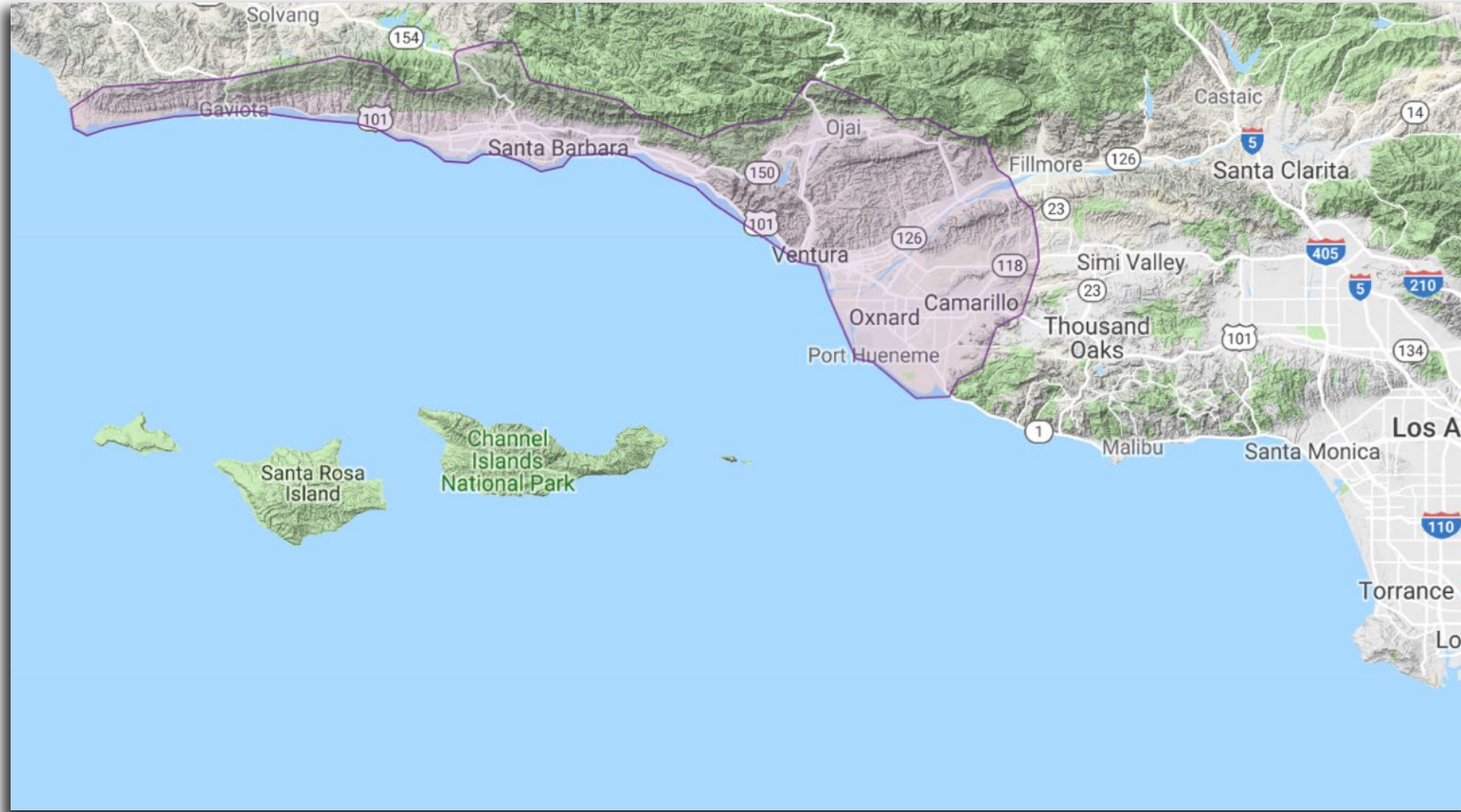
10.27.2023



Swell Energy administers Virtual Power Plant programs for SCE

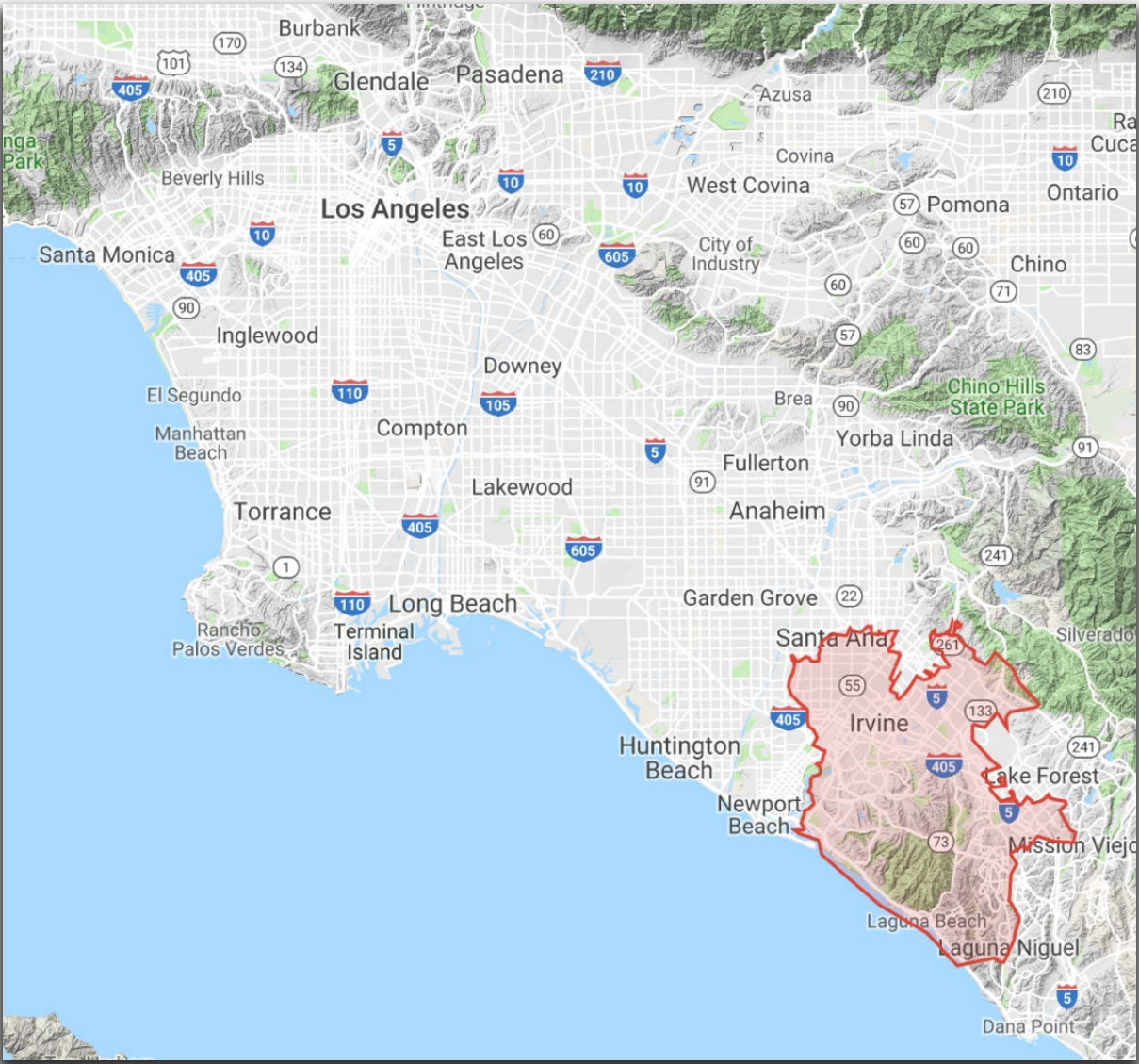
- A Virtual Power Plant (VPP) is a network of energy devices that are distributed throughout a community in homes and businesses
 - A VPP can include battery storage, solar panels, electric vehicles, smart thermostats, smart plugs, water heaters
 - These energy devices can be called upon to provide energy to the home or business, or to the electrical grid itself, when the grid is constrained
 - VPPs can increase the use of renewable energy and reduce the need for dependence on fossil fuels
- The VPP programs that Swell runs for SCE currently include solar panels and/or battery storage systems

Aliso Canyon Energy Storage 2 (ACES2) program - Eligible territory



The customer site is electrically interconnected to the Goleta 220/60 kV A-bank Substation (Santa Barbara County) or the Santa Clara 220/66 kV A-bank Substation (Ventura County)

Preferred Resources Pilot (PRP2) - Eligible territory



The customer site must be electrically interconnected to the Santiago or Johanna High Voltage Substation circuits (Orange County)



Customer eligibility

- Must be an SCE residential or commercial customer with battery storage or solar plus battery storage in the eligible program area
- Must have a smart meter installed
- Must not be enrolled in, or must be willing to unenroll from, any other “demand response” program
 - Examples include: OhmConnect, SmartThermostat, SummerDiscount (AC Shutoff)
- Customer can’t have a fossil fuel generator that does anything other than provide backup power
- Customer must not be on the following electric rate schedules: DM, DMS-1, DMS-2, DMS-3, DS, or any streetlight, area lighting, traffic control, or wireless technology rate (Likely not applicable to residential customers)



Customer eligibility

- Customers may enroll if they have 1 or more Tesla Powerwall batteries
- Typically, customers enroll 1 battery (5 kW/13.5 kWh) or 2 batteries (10 kW/27 kWh), but they can enroll more than 2 batteries if applicable



Operational Details (as of Oct 2023)

- Swell instructs the battery to discharge to cover the home's or business' energy needs during a 4-hour period between 4PM-9PM as required by SCE, 15 weekdays per month.
- Swell instructs the battery to hold its charge/prevent discharge between the hours of 4PM-9PM approximately 5 weekdays per month to establish an energy “baseline”
- Swell always reserves a minimum of 20% of the battery state of charge for backup power.
- Swell will never operate the battery during a grid outage.

Value proposition for Customers (as of Oct 2023)

For customers who purchase or finance and install a battery or a solar + battery storage system through Swell Energy, and then enroll in a program:

- ACES program customers:
 - 1 Powerwall: \$1000 upfront payment/\$100 annual incentive
 - 2 or more Powerwalls: \$1000 upfront payment /\$110 annual incentive payment
- PRP program customers:
 - 1 Powerwall: \$1000 upfront payment/\$130 annual incentive payment
 - 2 or more Powerwalls: \$1000 upfront payment/\$150 annual incentive payment



Value proposition for Customers (as of Oct 2023)

For customers who have an existing Battery or Solar + Battery Storage system, and enroll in a program:

- ACES2 program customers:
 - 1 Powerwall: \$300 upfront payment/\$100 annual* incentive payment
 - 2 or more Powerwalls: \$400 upfront payment /\$110 annual* incentive payment

- PRP2 program customers:
 - 1 Powerwall: \$500 upfront payment/\$130 annual* incentive
 - 2 or more Powerwalls: \$600 upfront payment/\$150 annual* incentive payment

Value proposition for Partners (as of Oct 2023)

- Two opportunities for Partners:
 - Refer customers who do not have batteries, but would like to purchase and install 1 or more batteries, and enroll into a program.
 - Partner receives \$500 once system is installed and program enrollment is complete
 - Refer customers who do have 1 or more existing Powerwall batteries, who simply wish to enroll in a program.
 - Partner receives \$250 when enrollment is complete
- Partner landing page:
<https://www.swellenergy.com/partners/>

Available to SDG&E Customers





Demand Response Programs

October 27, 2023



AC Saver Thermostat



The AC Saver Thermostat program is a residential and commercial demand response program for customers with a smart communicating thermostat.

Program Activation Details:

- ⑩ Events may occur between 12pm – 9pm, but typically happen between 4 – 9pm
- ⑩ Event duration between 2 - 4 hours
- ⑩ Events will occur between April – October
- ⑩ Events can be called up to 20 times, with 5 additional events available to be called in emergencies

AC Saver Thermostat Program Incentives



- The Smart Thermostat and AC Saver thermostat programs are closely intertwined.
- Customers receive a one-time payment of \$50 per thermostat from the Smart Thermostat program for enrolling their thermostat into the AC Saver Thermostat program.
- The limit on the number of thermostats the Smart Thermostat program will pay an incentive for is 2 for residential customers (\$100) and 4 for small commercial customers (\$200).
- Once enrolled residential customers will receive \$20 bill credit from the AC Saver thermostat program in December of each year provided that they remain enrolled through October 31st and that the thermostat remain connected to wi-fi.

AC Saver Thermostat Eligibility

- **Eligible customers:**
- Have a Smart Thermostat from the eligible list of thermostat brands (Google-Nest, ecobee, Sensi, Honeywell Home)
- Are NOT participating in a TOU-Plus plan, with a Third-Party Demand Response Provider, or on another conflicting DR Program
- Both residential and commercial customers are eligible
- Bundled, Direct Access, CCA customers are all eligible
- NEM customers are eligible
- In order to qualify for the \$50 enrollment payment the customer must not have received an enrollment payment for a thermostat within the past 7.5 years. However, customers who have already received an enrollment payment in the past 7.5 years still qualify for the end of year \$20 payment

Events



- During events SDG&E will instruct the thermostat manufacturer to adjust the thermostat settings.
- Customers may opt-out of the event using their thermostat once the event starts without penalty.

How to enroll



- Customers may enroll in AC Saver thermostat either online or through their thermostat manufacturer app.
- Customers can go to <http://www.sdge.com/thermostat> to find the specific instructions/links for how to enroll for each thermostat brand/manufacture.

Thank You

Thank you for learning more about demand response program options for your customers!

To contact us, please email:
TECH.contractor@energy-solution.com

