



OhmConnect

Save Energy. Get Paid.

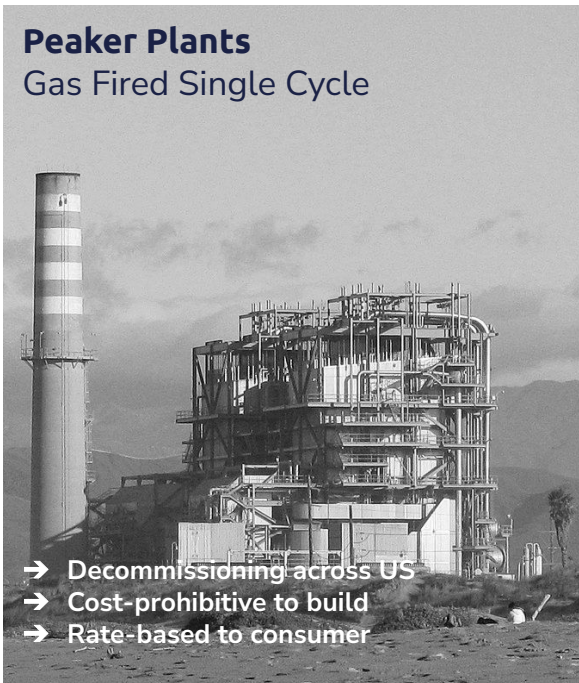
Cisco DeVries, CEO, OhmConnect
Joint Legislative Committee on Climate Change Policies
August 29, 2023

VPPs: Asset-Light, Powerful; Ohm Saved 1.5 GWh in 2022 Heat Wave

Orchestration of distributed energy resources are effective at solving grid instability at a fraction of the cost of traditional natural gas peakers and expensive battery systems.

Peaker Plants

Gas Fired Single Cycle



- Decommissioning across US
- Cost-prohibitive to build
- Rate-based to consumer

High Cost / Asset Heavy

Battery Storage

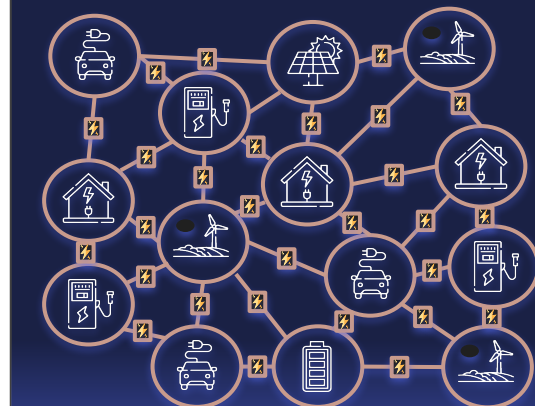
Large Scale Lithium Ion



- Clean hardware technology to manage demand
- Limited near term supply
- Competing uses
- Costs still coming down

Virtual Power Plant (VPP)

Distributed homes connected to the grid



- Available today at scale, software driven
- Zero-carbon; complements storage, EVs
- Cheaper and faster to build
- Pays users

Cost-Efficient / Asset Light

How the IRA Can Supercharge Residential VPPs

Home Energy Rebates administered by CEC make home electrification and demand flexibility easier and more affordable

- These rebates will dramatically reduce emissions, save consumers 15-20% on their electricity bills, and enable automated flexible demand. Once connected to a VPP, consumers can also get paid to save energy. Win, win, win.
- \$4.3 Billion HOMES (Home Efficiency) Rebates
 - Point of sale rebates for projects that achieve 15-20% home energy savings
 - 40% of rebate funds reserved for LMI households
 - As equipment is installed, it can be connected to VPPs to automate flexible demand
- \$4.5 Billion Home Electrification and Appliance Rebates
 - Point of sale discounts to enable LMI households to electrify their homes
 - Covers 100% of electrification costs (up to \$14,000) for low income households
 - As equipment is installed, it can be connected to VPPs to automate flexible demand

Recommendation: Set a Procurement Goal for Demand Response

CA should leverage Federal funding to be the nation's leader in VPPs

CA set ambitious goals for Solar (CSI) and storage (AB 2514) – and led the development of world-leading clean energy industries. It's time to do the same for VPPs and demand flexibility.

- Set a Demand Response procurement target for Load Serving Entities. This will drive investment in VPPs and flexible demand.

Thank you
