

# AEG Boston 2021

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Eos. Positively ingenious.





# Evolving energy system needs storage



## Decentralization

Power produced anywhere

**2 million**

total U.S. installed solar systems,  
= **1 year demand in California**

**25% increase**

in microgrid installation, **2X 2008**



## Democratization

Power produced by anyone

**1 in 5 homes**

in California installing new solar  
equipped with storage, **3X 2019**

**11 gigawatt hours**

global energy storage installed  
in 2020, **2X 2019**



## Demand

Ever-increasing global need

**770 million**

people lack electricity, **~2X USA**

**3% growth**

in global electricity demand (YOY)  
= **13 NYCs**



## Decarbonization

Protecting the environment

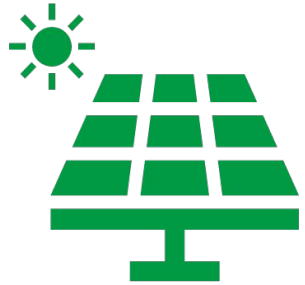
**64% global electricity**

from fossil fuels  
**4X USA**

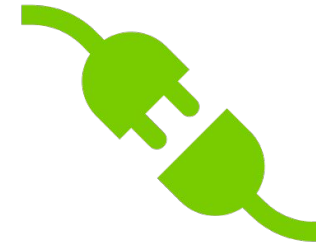
**90% worldwide**

renewable new capacity additions,  
**~2X 2019<sup>1</sup>**

# But market rules prevent storage from its most effective use



MA SMART only requires 52 cycles per year -> no guidance on how best to dispatch

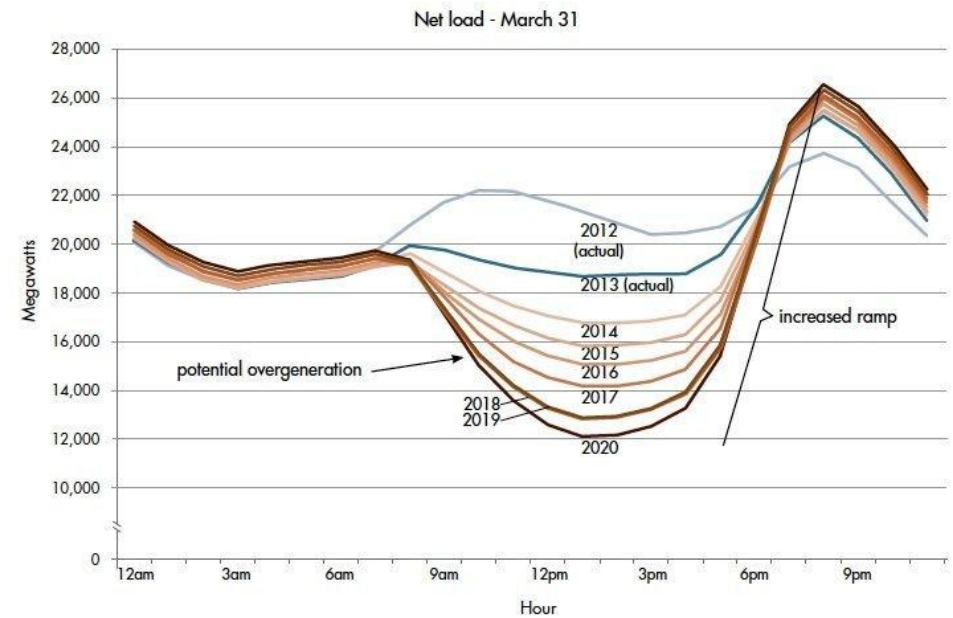


Interconnection rules create long timelines/high costs -> projects might be delayed or cancelled

# Also need storage that is safe and can fulfill rising long duration needs



Source: Financial Times



Source: CPUC

# Storage can create a more affordable, sustainable system for all

News Release - 29 September 2020

## GMP's Energy Storage Programs Deliver \$3 Million In Savings for All Customers During 2020 Energy Peaks

Stem, Inc. Successfully Transitions 345MWh Southern California Energy Storage Portfolio to its Athena™ Software

Athena™ Smart Energy Software Increases Customer Savings by More Than 30%



**Regarding Grid Modernization, to achieve Greater Boston's 2050 Carbon & Equity goals, the most critical obstacle to overcome is safe, sustainable, equitable storage solutions.**

