

PowerSecure



HCI Annual Conference 2022

Robert Tugwell
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About PowerSecure

PowerSecure is a leading provider of innovative energy solutions to electric utilities and their industrial, institutional, and commercial customers.

The company is a pioneer in developing distributed power systems and the integration of distributed energy resources in a sophisticated microgrid.

PowerSecure has installed and controls over 2,500 megawatts (MW) of distributed generation systems across the U.S.



About PowerSecure



What makes us different

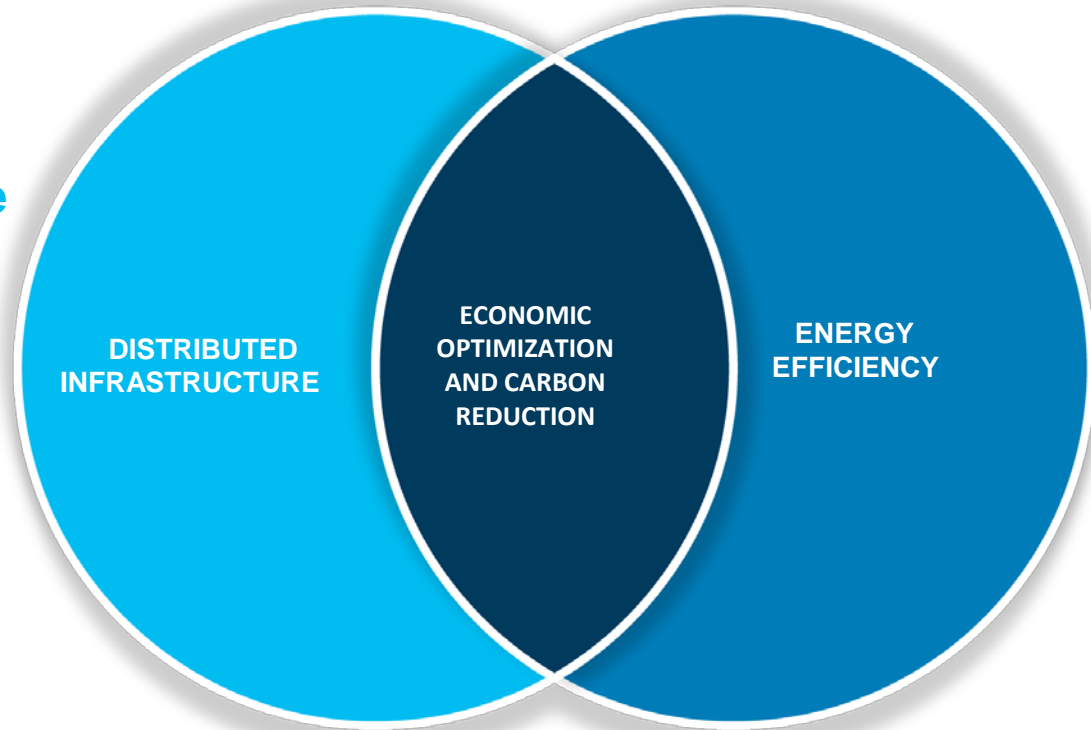
360° In-House Integrated Delivery Model

- Full life cycle business model and in-house integration: Concept-Design-Build-Implement-Optimize
- Depth of experience and expertise
- Proprietary monitoring platform, rich data-based analytics
- Largest independent service network for microgrids in the nation
- Strong working relationships with Utilities

PowerSecure Solutions

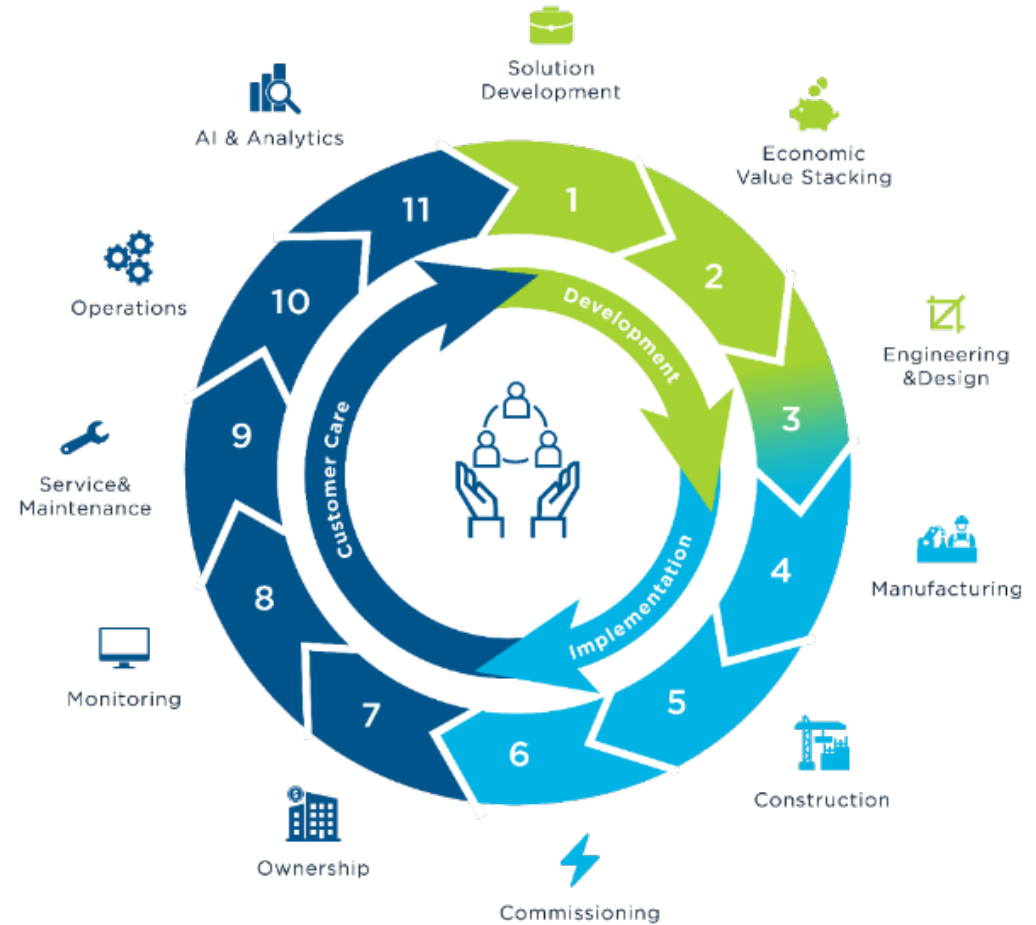
PowerSecure Solutions

**Creating an
Efficient,
Resilient,
Reliable,
Clean and Sustainable
Supply of Power**



PowerSecure Solutions

PowerSecure distinguishes itself with its 360° integration



Distributed Energy as a Strategic Business Asset

Resiliency

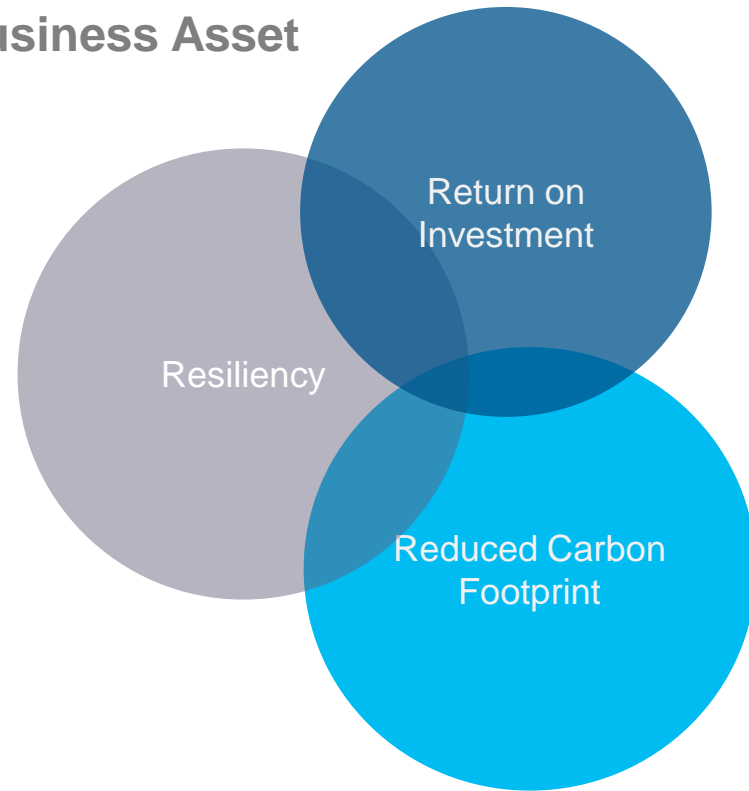
Improves resiliency and redundancy, with higher power quality for customers that cannot tolerate brief or extended outages or unreliable power

Return on Investment

Is economically optimized and maximizes utilization for customers that want a return on capital investment or want to defer capital for their mission

Reduced Carbon Footprint

Provides energy flexibility and clean energy options for customers that value environmental issues and desire a reduced carbon footprint

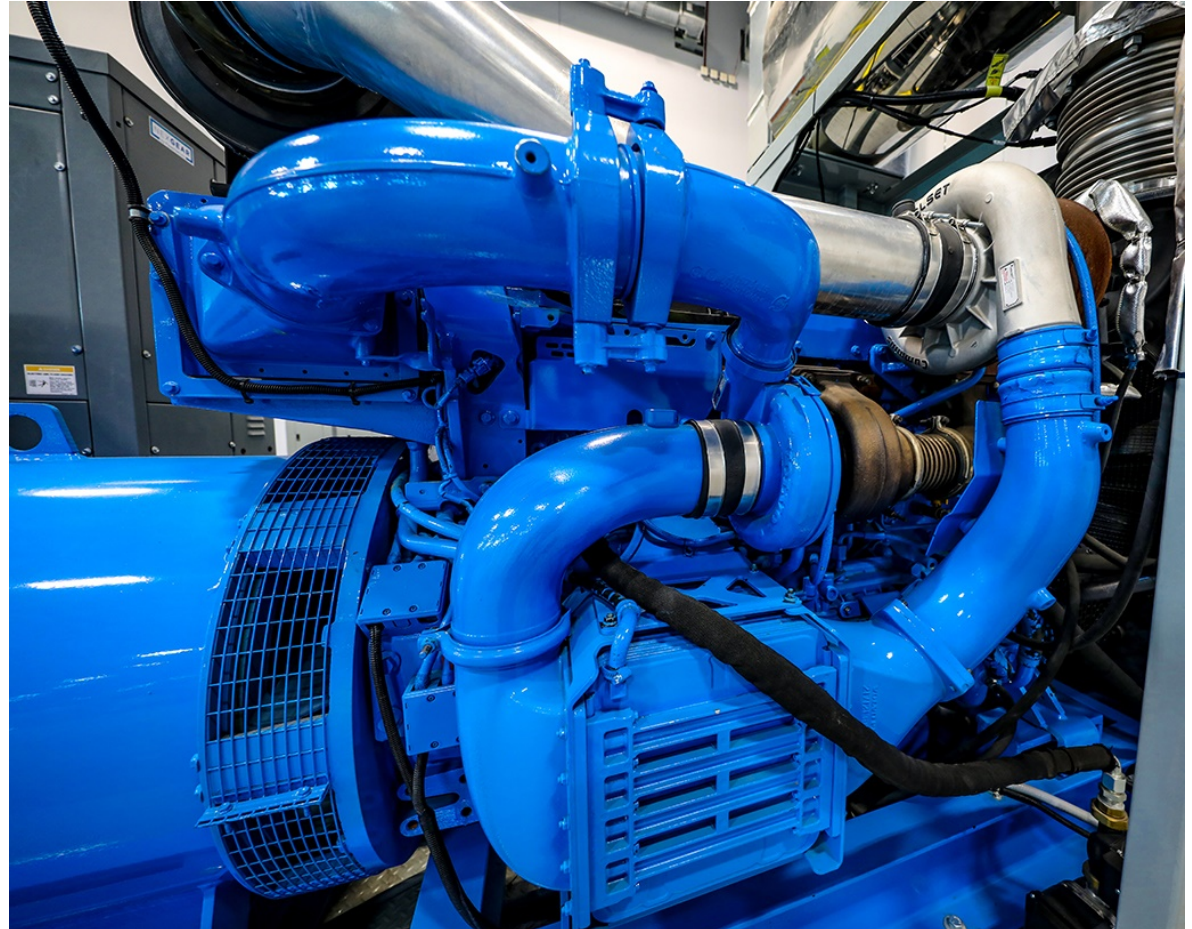


Product Offerings

Tier 4 Final

The technology to comply with stricter emissions standards exists and could be adopted without much difficulty. Specifically, the stricter standards require greater control over the ultra-fine, sub-micron soot generated by the combustion process.

Current Tier 4 standards reduce these emissions by between 85-95%. Installation of a diesel particulate filter on the diesel engine can remove the remaining particulates and prevent them from circulating into the airstream.



Product Offerings

Solar

PowerSecure's extensive solar capabilities allow you to integrate solar energy with your advanced microgrid for an enhanced and more efficient distributed generation system.

Designed to leverage other specialized services including solar design, QA/QC programs, O&M programs, construction management, and solar development support.

Utilization of renewable generation sources means reduced carbon and greenhouse emissions for a more sustainable operation long-term.



Product Offerings

Storage

PowerSecure's Auxiliary Battery System (ABS) optimizes the microgrid resources, provides instant engagement during an outage and can enhance return on investment.

PowerSecure's Energy Storage Solution (ESS) is a custom-engineered, turnkey system designed to engage instantly to fill the momentary gap between utility outage and generator start.



Product Offerings

Mobiles

The PowerBlock Mobile from PowerSecure provides a reliable and flexible source of temporary power.

The PowerBlockM utilizes an EPA-Certified Tier 4 Final Emission engine for any application:

- planned outages, load management, or
- emergency situations.

A key element of the PowerBlockM is the ability to increase capacity and redundancy by paralleling multiple units.

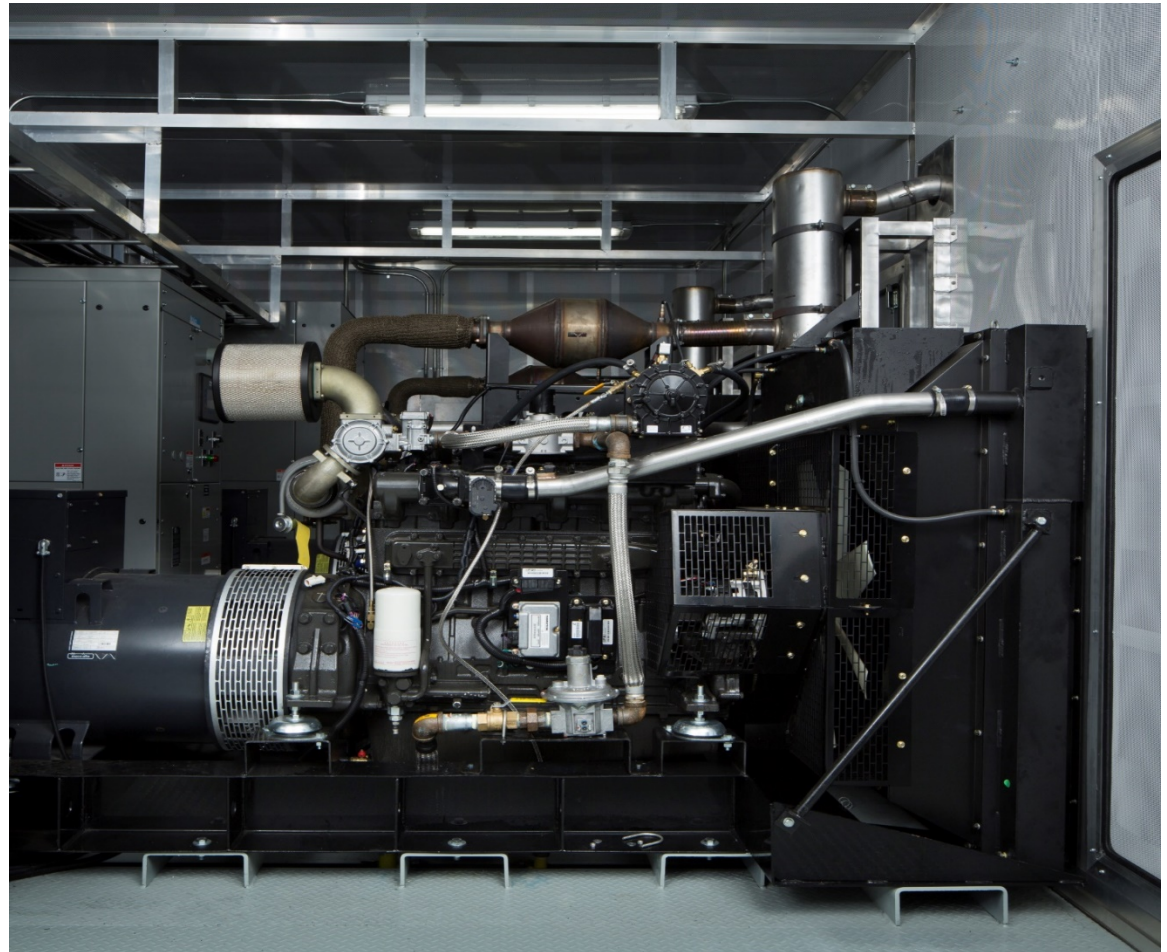


Natural Gas

PowerBlockG by PowerSecure provides an environmentally friendly and efficient source of power.

The PowerBlockG Natural Gas solution utilizes a U.S. EPA-Certified gas engine capable of meeting even the most stringent of local codes for emissions.

The PowerSecure PowerBlockG — safely powering your world.



Renewable Fuel

Renewable Diesel is an advanced biofuel that is made from the same renewable resources as biodiesel but using a process that involves heat, pressure and hydrogen to create a cleaner fuel that's chemically identical to petroleum diesel.

That similarity means 100% renewable diesel can be used in most diesel engines without modifications.

Renewable Diesel meets ASTM D975 specs and is currently approved to be used for Volvo Tier 4 Final and Stage V engines.

It also blends easily with both traditional diesel and biodiesel. Because it's made with plant and animal fats, renewable diesel offers greatly reduced emissions and improved performance compared to petroleum diesel.

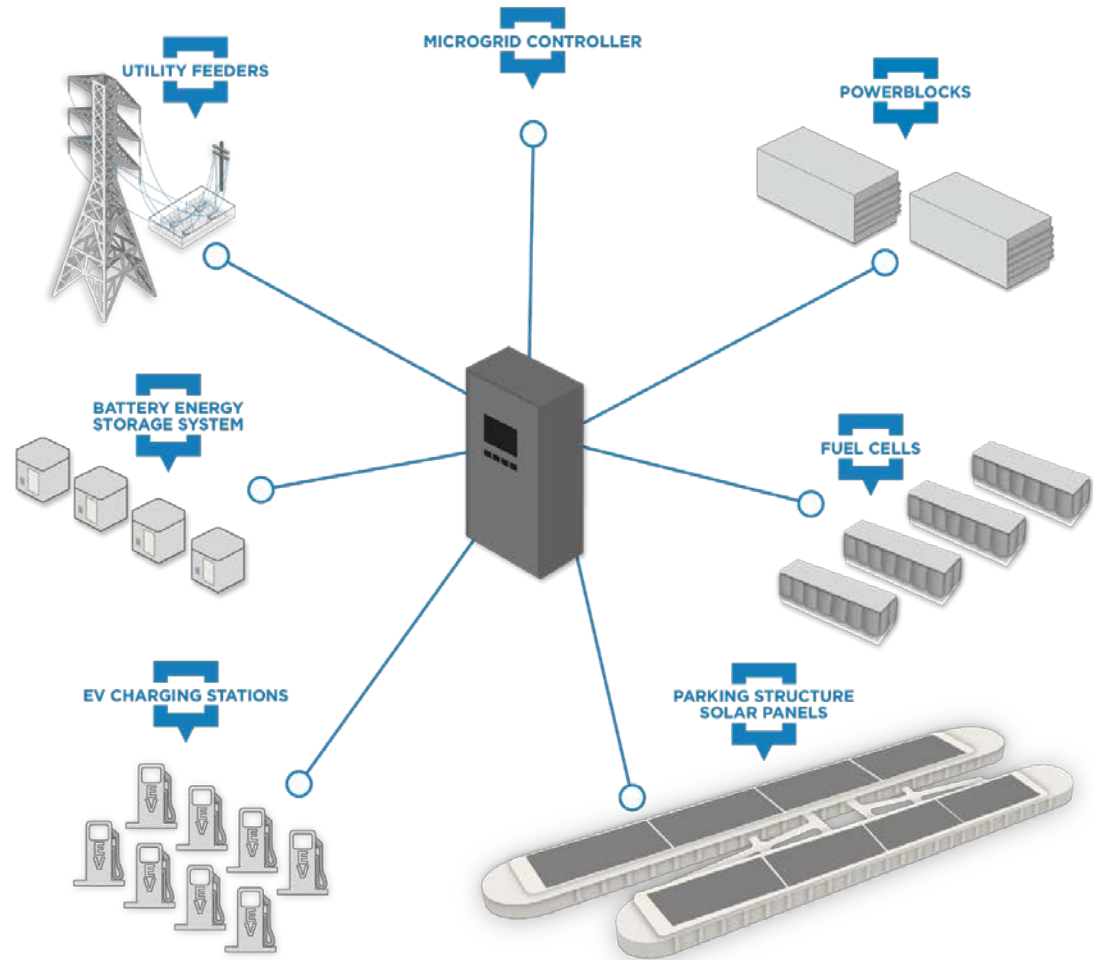


RENEWABLE FUEL READY

Description	Renewable Diesel
Carbon Reduction when compared to Petroleum Diesel	~80%
Ability to Blend with Petroleum Diesel	Yes

Product Offerings

Building Blocks to Advanced Microgrid Technologies



PowerSecure Services

PowerControl 24/7/365 Operations Center

- ✓ Data traverses a private network with latest encryption standards
- ✓ Visual of every operation, warning and alert
- ✓ System Diagnostics, remote control, fuel tracking / management
- ✓ Remote Testing to maintain system performance
- ✓ Demand Response / peak demand forecasting / weather and storm monitoring
- ✓ Data analytics and reporting based on customer needs (NFPA, monthly operations, load profiles, etc.)



PowerSecure's control center experts and analysts are always on duty 24/7/365, have complete situational awareness of your microgrid, and quick access to fuel suppliers and maintenance team.

<https://www.youtube.com/watch?v=H9x9JRknu0o>

PowerSecure Service – Extensive Nationwide Capabilities



With the most extensive geographic coverage in the industry, you can be assured that you get PowerSecure quality, control and service wherever you are.

- **24/7 Emergency Repair Service**
 - Generators – Diesel and NG
 - Solar
 - Propane
 - ATS and Switchgear
- **Service & Equipment Sales**
- **Unparalleled Disaster Response**
- **EGSA Certified Technicians**
- **Robust supply of parts**
- **Loadbank Testing**

PowerSecure Public Power Successes

Success in Public Power Land

- AMP Behind the Meter Peaking Project – 100MW Plus

<https://www.youtube.com/watch?v=P6BMPAnpH3k>

- ElectriCites of NC – 200MW +
- Bennettesville, SC – 20MW
- City of Victoria, TX – 5MW
- Borough of Berlin, PA – 3.73MW

<https://www.youtube.com/watch?v=CBY3JzlWjYY>




Greenville Utilities 6.0 MW NG for LM


PowerSecure
Hometown Connection Partner

Serving AMP Members
Honored to Partner with AMP
with Ultra Clean Burning Volvo Diesel
Tier 4 Final PowerBlock® Solution


CELEBRATING 20 YEARS ANNIVERSARY




Bowling Green, OH -
2.7MW LTP PowerBlock
Generation System
Project Completed




Wadsworth, OH - (2 sites)
10.8MW LTP PowerBlock
Generation System
Project Completed



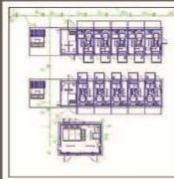
Niles, OH -
10.8MW LTP PowerBlock
Generation System
Project Completed




Monroeville, OH -
2.7MW LTP PowerBlock
Generation System



Woodville, OH -
2.7MW LTP PowerBlock
Generation System



Ephrata, PA -
5.4MW LTP PowerBlock
Generation System

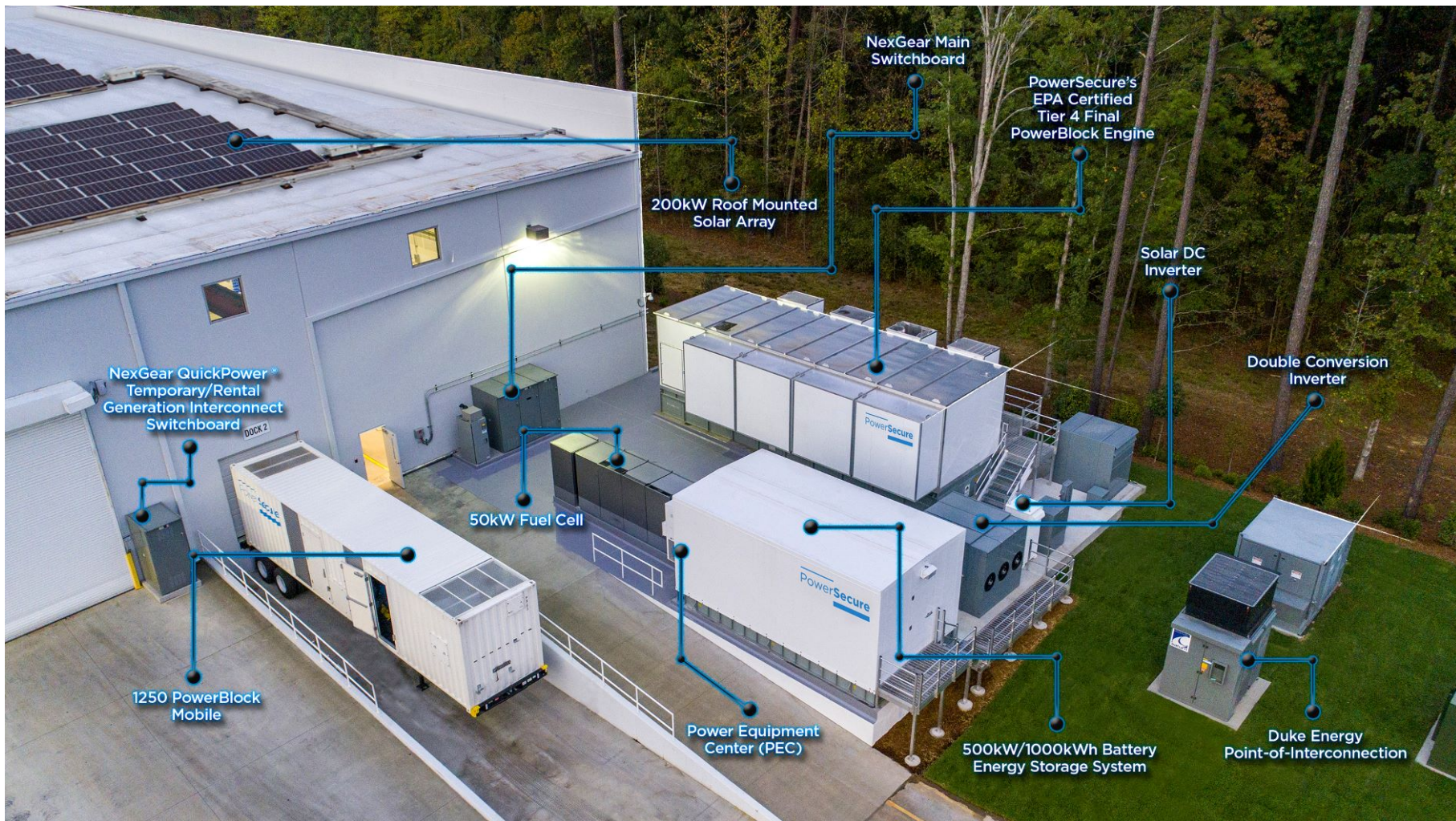


Perkasie, PA -
4.32MW LTP PowerBlock
Generation System

PowerSecure Always Generating Results

www.powersecure.com
www.hometownconnections.com/partners/powersecure/

DI Campus Microgrid



<https://vimeo.com/686816267/336d48ed6a>



Always Generating Results
