

## Load Growth Consulting

Sagewell helps electric utilities grow through electrification. Just 5% growth can double the utility income. Sagewell provides recommendations to utilities and joint action agencies on how to achieve maximum growth through evidence-based high-impact electrification programs. Sagewell's industry-leading AMI meter data analysis provides unique insights into customers, where utility margins are earned and lost, and what actions and technologies can drive growth through beneficial electrification.

- In-depth analysis of residential electrification technologies, focused on electric vehicles (EVs) and heat pumps
- Sagewell has analyzed millions of AMI meters
- Delivers detailed margin impact analysis using costs and rates to calculate expected contribution margin for individual installations, with and without load management
- Leverage Sagewell's industry-leading market program knowledge to drive adoption, and increase market share
- When transmission or capacity costs are a concern, implement Sagewell's Bring Your Own Charger<sup>®</sup> (BYOC) EV load management program
  - Over 95% off-peak charging success, and up to 80% enrollment

