



**MICROGRID
KNOWLEDGE**

Virtual Conference

Disaster Planning & Business

*How Microgrids Help Commercial & Industrial
Operations Improve Customer Service in a Crisis*

Agenda

Moderator: Hanan Fishman (Alencon Systems)
President

Speakers:

1. Allan Schurr (Enchanted Rock) Chief Commercial Officer
2. Mike Byrnes (SourceOne) Chief Operating Officer
3. Gregg Morasca (Schneider Electric) VP, Strategic Customers, US

Resources:

- Speaker Bios
- Ask the Experts: Q&A at End
- Microgrid Resources Library

1) The Pressure of the Pandemic on Data Centers and the Role of Microgrids

Allan Schurr, Enchanted Rock, Chief Commercial Officer

Challenges:

1. Continuous power is like oxygen for data centers
2. Increasing vulnerabilities to the electric grid
3. Diesel backup systems are costly to own and operate, and face environmental resistance



Solutions

1. Microgrids are a more reliable substitute for diesel
2. Innovative Reliability-as-a-Service model provides ultra-high availability and earns multiple revenues
3. Modular, flexible designs seamlessly integrate to new or existing facilities, from edge to hyperscale



Results / Recommendations

1. Superior resiliency compared to a diesel plant, especially for long-duration outages
2. Significant CAPEX and OPEX reductions
3. Much lower constituent emissions and reduced carbon footprint up to zero carbon



2) Keeping Retail Humming at Brooklyn, NY Shopping Plaza

Mike Byrnes, SourceOne, Chief Operating Officer



Challenges:

1. Islanded CHP Plant
2. Inefficient operation
3. Expensive Interconnection

Solutions

- #1- Connect to the Grid
- #2 – Take advantage of Utility Programs
- #3 – Schedule plant on Day Ahead Market

Results / Recommendations

1. Negotiate interconnection with Con Edison
2. Build new switchgear
3. Take advantage of Utility and ISO programs
4. Right size staffing



3) Keeping Banks in Business: The Camuy Co-operative Savings and Loan Microgrid in Puerto Rico

Gregg Morasca, Schneider Electric, VP – Strategic Customers & Microgrids

Challenges:

1. When disaster strikes, access to cash is key.
2. When disaster strikes, diesel is hard to acquire.
3. PV on its own does not provide resilience.



Solutions

- Build an integrated solar, battery, and generator microgrid solution.
- Smart onsite controls that prioritizes loads.
- Training of staff for testing and troubleshooting.



Results / Recommendations

1. A resilient, sustainable and efficient onsite microgrid.
2. Empowered to ride thru power loss leveraging no cost, abundant renewable energy first.
3. Ability to directly consume and store onsite solar.
4. Loads Matter!





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Ask the Experts: Q&A Session

Type your questions in to the Q&A box

#MicrogridVirtual

Microgrid Knowledge Virtual Conference Resource Library

Recommended Resources

Microgrid Resource Library

Network with the MGK
Community on LinkedIn



Microgrid 2020 LIVE Conference – Nov. 18-20

Philadelphia, PA

C&I Session - *Think and Grow Resilient: How Smart Microgrids Help Businesses Improve the Bottom Line*

- Plus 90 Speakers in 30+ Sessions on best practices
- 35 Exhibitors
- Networking opportunities





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Thank You!

Next Session: *Protecting Communities & Vital Services with Smart Microgrids @ 12 Eastern*

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