



MICROGRID
KNOWLEDGE

Virtual Conference

Welcome - Day 2

Kevin Normandeau, Publisher, Microgrid Knowledge

Agenda – June 1

- Welcome and Overview
- The Value of Microgrids During Societal Disruption
- Healthcare & Microgrids
- Will COVID-19 Impact Microgrid Policy Progress?
- Microgrids in an Election Year



Today's Agenda – June 2

- 10 AM - Staying the Course on Clean Energy
- 11 AM - How Microgrids Help Commercial & Industrial Operations
- Noon - Protecting Communities & Vital Services with Microgrids
- 1 PM - Microgrids as an Energy and Educational Resource for Universities
- 2 PM - Utilities at the Forefront of Microgrids
- 3 PM - Electrification and Microgrids in Transportation

Tip 1: Engage with the Experts

Use the Q&A Widget

The screenshot displays the Microgrid Knowledge Virtual Conference interface. The main presentation area shows a slide titled "How Microgrids Make Money: A Tutorial on Transactive Energy, Ancillary Services, Demand Response and Other Ways Microgrids Earn Their Keep". A media player is visible at the bottom of the presentation area. To the right, there are two sidebars. The "Ask the Experts / Q&A" sidebar is highlighted with a red box and a red arrow pointing to the question input field. The "Speaker Bio" sidebar lists four speakers: Kay Aikin, Doug Sansom, Jacqueline DeRosa, and Brian Curtis. Below the Q&A sidebar is a "Recommended Resources" section with links to various documents and libraries. At the bottom of the interface is a navigation bar with icons for video, chat, Q&A, help, documents, and user profile.

MICROGRID KNOWLEDGE
CONFERENCE SERIES

Advancing the Adoption of Smart Distributed Energy Solutions

Presentation

MICROGRID KNOWLEDGE
Virtual Conference

How Microgrids Make Money:
A Tutorial on Transactive Energy, Ancillary Services, Demand Response and Other Ways Microgrids Earn Their Keep

Media Player
00:02/24:24

Ask the Experts / Q&A

Enter your question **Submit**

Recommended Resources

- Evolution Of Distributed Energy Resources
- How Do Microgrids Make Money?
- MGK Guide to Microgrid ROI
- Microgrid Resources Library
- 8 Ways a Microgrid Will Improve Your Operation
- Wondering if Energy Storage Can Reduce Your Demand Charges?

Speaker Bio

- Kay Aikin**
CEO and Co-Founder
Introspective Systems
- Doug Sansom**
Director, National Accounts and
Wholesale Origination
NRG Energy
- Jacqueline DeRosa**
Vice President Battery
Energy Storage Systems, Ameresco
- Brian Curtis**
Founder & CEO
Concentric power

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Tip 2: Download Recommended Resources

Visit: Microgrid Resources Library

The screenshot displays the Microgrid Knowledge Virtual Conference interface. The main presentation window shows a slide titled "How Microgrids Make Money: A Tutorial on Transactive Energy, Ancillary Services, Demand Response and Other Ways Microgrids Earn Their Keep". Below the slide is a media player showing a video at 00:02/24:24. To the right of the presentation is a "Recommended Resources" panel, which is highlighted with a red box and a red arrow pointing to the "MGK Guide to Microgrid ROI" link. The resources listed are:

- Evolution Of Distributed Energy Resources
- How Do Microgrids Make Money?
- MGK Guide to Microgrid ROI
- Microgrid Resources Library
- 8 Ways a Microgrid Will Improve Your Operation
- Wondering if Energy Storage Can Reduce Your Demand Charges?

Below the presentation window is a "Media Player" window. To the right of the presentation is a "Speaker Bio" panel listing four speakers:

- Kay Aikin**, CEO and Co-Founder, Introspective Systems
- Doug Sansom**, Director, National Accounts and Wholesale Origination, NRG Energy
- Jacqueline DeRosa**, Vice President Battery Energy Storage Systems, Ameresco
- Brian Curtis**, Founder & CEO, Concentric power

At the bottom of the interface is a navigation bar with icons for video, chat, Q&A, help, documents, and user profile. The bottom right corner of the interface shows the text "SPONSORED BY CN24".

Tip 3: Engage Microgrid Knowledge Community

The collage features several screenshots from the Microgrid Knowledge website and its LinkedIn group:

- Microgrid Knowledge Website Header:** Includes navigation links (About, Partner With Us, Contact), a search bar, and a banner for the "Microgrid 2020 CONFERENCE SERIES" in Philadelphia (November 18-20).
- Website Navigation:** A horizontal menu with categories: Markets & Policy, Players, Microgrids, Infrastructure, Distributed Energy, Resources, and Conference.
- LinkedIn Group:** A screenshot of the "Microgrid Knowledge" LinkedIn group page, showing a "Manage group" section with tabs for Membership and Content, and a list of members.
- Article Snippets:**
 - California to Utilities: Mo Interconnection:** Acknowledging that microgrids face challenges, California may soon push utilities to interconnect.
 - Microgrids are Ready for Prime Time in California:** What's Slowing Progress? Microgrids can help solve important challenges right now in California, but...
 - Who Should Attend:** A list of attendees including thought leaders, innovators, businesses, and investors.
 - Microgrids for Airports: the Barriers and Solutions:** A May 12, 2020 article by Yasmin Ali discussing energy systems serving airports.
 - Lowly Home Electric Panel Transformation:** A May 12, 2020 article by elisawood discussing the benefits of smart panels for residential nanogrids.
 - Microgrid White Papers:** A section titled "The largest collection of microgrid white papers from energy experts around the globe organized by the editors of Microgrid Knowledge." It includes sub-sections for "PowerSecure Highlights Commitment to On-Site Power Reliability" and "Advanced Microgrid Serves as a Learning Lab" (featuring Schneider Electric).

Thank You to Our Partners



INTROSPECTIVE SYSTEMS



Save the Date: Microgrid 2020

Nov. 18-20 in Philadelphia, PA



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Virtual Conference

Thank You!

*Next Session: Staying the Course on Clean Energy in
a Time of Societal Disruption @ 10 AM Eastern*

#MicrogridVirtual