



# The why and how of standardizing microgrid project development.

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# Energy Resilience is Top of Mind in 2020

## *Storm Batters N.Y. Region; More Than 2 Million Without Power*

Utilities in New York, New Jersey and Connecticut raced to restore power, but officials said it might take several days, in some cases.

## *Rolling Blackouts in California Have Power Experts Stumped*

Managers of the electric system argue that a lack of power prompted the decision to enact blackouts, though demand this weekend fell short of the state's peak years.

## **Hurricane Laura cuts power to over 800K Texas, Louisiana customers as storm barrels toward Arkansas**

More than 800,000 in Texas, Louisiana without power.

## **PG&E cuts power to roughly 65,000 customers in 16 Northern California counties**

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PG&E hopes to restore power by Monday evening.

## **Hurricane Sally power outages top 540,000 in Alabama, Florida and Georgia**

At least 1 person died because of the storm, which dropped 30 inches of rain on Florida

## **PG&E Shuts Off Power to Roughly 167,000 Customers**

Portions of Napa and Sonoma counties are included in a PSPS event planned to last through Wednesday, according to the utility.

# Microgrids offer a superior resilience solution for many.



Reduces Utility Costs When Grid Is Operating



Often More Capacity Than Backup Generator



More Diversified Than Counting on a Diesel Tank

# So why are traditional backup generators still the dominant solution, even in attractive markets?

- The legacy microgrid project development process takes too long, is too expensive, and ultimately creates excessive project risk.
- Today's microgrids are all FIRST OF THEIR KIND systems. This has several significant downsides.
- Most customers require a solution that is as productized as possible. Few have the wherewithal for a grueling and underwhelming process.



# What's the solution?

Standardization can improve the microgrid development process and ultimately the value proposition delivered to customers.

At Scale we believe you must:

1. Constrain the surface area of the design optimization problem.

2. Deeply integrate engineering, finance, project management, and operations.

3. Create simple tools and processes that reflect the above.

**THANK YOU.**

**SCAILE**  
MICROGRID SOLUTIONS