



## Energy Market Intelligence Services

### Beyond Smart

There is more to market intelligence than simply knowing what's happening. And while being aware of the latest legislation, regulation, policy, or trend is paramount to building effective business strategies, understanding what these developments *mean* can be the difference between leading, following, or being left behind.

#### Service Offering(s)

Working closely with your business, Quanta Technology's Energy Market Intelligence Services (EMIS) can monitor regional markets and follow regional policy developments to gather market intelligence and interpret this intelligence to identify potential threats to and opportunities for your business. Our SMEs focus on developments in transmission, distribution, asset management, and operations in regulatory bodies such as FERC, NERC, and State agencies, as well as professional engineering societies such as IEEE and CIGRE – including major developers and utilities – to interpret new developments and report creative solutions that could affect your business.

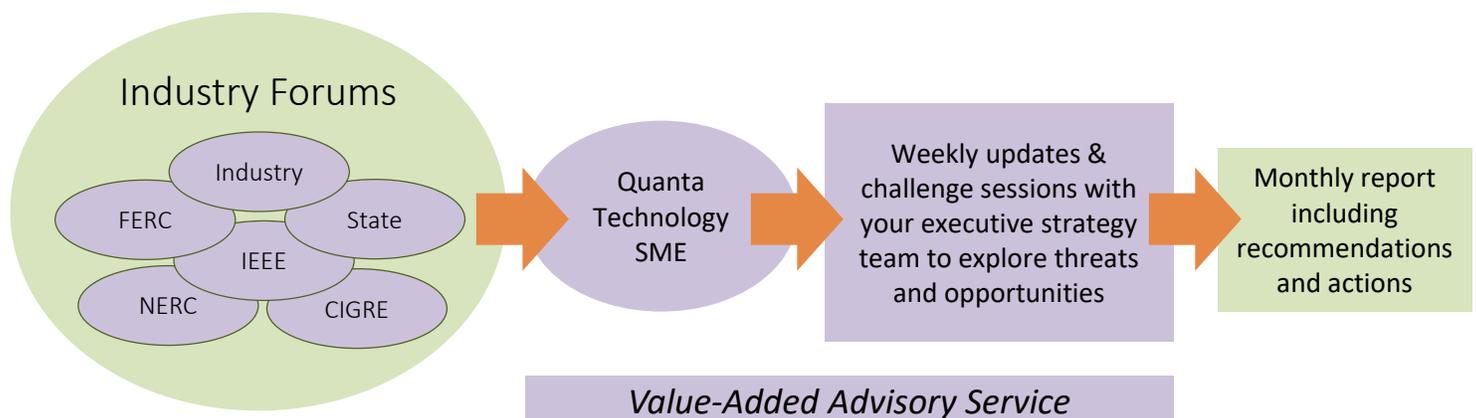
Our SMEs will also engage with your executive strategy team on a weekly basis, challenging current thinking in light of new intelligence. This can lead to improved short- and long-term strategies, as well as being prepared for new business opportunities.

#### Why Quanta Technology

Our EMIS team is made up of industry experts with *no less than 20* years of experience in the electric power industry (their average experience is 32.5 years). This experience allows the Quanta Technology EMIS team to take a basic piece of intelligence (e.g., mandated rooftop solar in California) and extrapolate the many possible impacts on the industry – and on your business.

#### Product Details

Our SMEs organize their monthly data into tables that include Key Intelligence Topics, Item of Interest, Discussions, and Key Takeaways that are relevant to your business. These tables often include hyperlinks to relevant source information and actions for further investigation.



(See page 2 for product examples)



### Product Examples

(Key Takeaways column omitted here for the purpose of client confidentiality.)

| Key Intelligence Topics  | Item of Interest   | Discussions  |
|--|--|--|
| PJM - growth in the amount of natural gas-fired and renewable generation has raised questions about "fuel diversity" on the PJM Interconnection system | PJM is currently working with stakeholders to identify market reforms in order to create market signals that can be used to assist in valuing various alternatives such as the benefits of new gas pipelines, the benefits of resources with on-site fuel and the value of new technologies that promote an array of fuel secure resources. Market participants would respond to the signal with the most cost-efficient approach to ensure <a href="#">fuel security</a> .  | RTO's prefer to have market based solutions rather than out of market contracts to resolve fuel diversity issues. A Similar kind of approach has been adopted by ISONE to address winter fuel security issues. This approach could be extended to incentivize alternative new technologies such as storage. Local utilities do have incentives to pro-actively engage in this new form of fuel security market alternative. There could be an opportunity participate in this type of market.  |
| Cancellation of Local Transmission Plan (LTPs)   | A substantial amount of Local Transmission plans (approximately \$2bn) have been canceled in the CAISO footprint, due to low load growth and aggressive additional achievable energy efficiency (AAEE) programs. Due to low load growth in most of the 500kV systems in CAISO, it also suffers from over voltages in low loading conditions.   | It is important to note that lower demand growth (attributed to energy efficiency programs and renewable BTM developments) could pose a threat to investments in transmission networks. An alternate form of rate of regulation may be required to encourage/ incentivize utilities to invest.   |
| California – Pacific Gas and Electric to replace 3 gas plants with world's biggest battery projects  | PG&E requested approval for four energy storage projects totaling approx. 2,270 MWh.<br><br>Three energy storage projects are being built to avoid the need to keep three Calpine gas-fired plants running as resources and to shore up congestion issues in the region (Metcalf, Feather River and Yuba City).<br><br>ORA and DACC have filed comments opposing the projects raising questions about whether or not the energy storage projects are needed and whether PG&E's proposal conforms to the commission's directives. | How will these generators participate in the market? One option would be to obtain a Power Purchase Agreement with PG&E and participate in the ISO market as a price taker. The other option would be to participate in the Local Capacity Requirements auctions. A third option would be to have a combination of these two. There is an example in the NYISO footprint of the combination example (ConEd BQDM Project). There could be opportunity for Eversource under similar conditions to procure reliability services out of market |

In addition to the *Key Intelligence* items, a list of *Other Developments* is included to keep you informed of other issues that may develop into key issues in future.

#### OTHER DEVELOPMENTS

##### D. NY Offshore Wind Opportunities

To position NY State as a national leader in offshore wind development, Governor solicitations in 2018 and 2019 with a combined total of at least 800 megawatts of solicitations will help New York achieve its bold commitment of developing 2,400 BOEM's comment period does not compromise the ability of the State to adhere commitment to the timely advancement of responsibly-sited and cost-effective of Recent announcements out of [Massachusetts](#) and [Rhode Island](#), through which 1,200 megawatts of offshore wind, is further evidence that projects in the region. New York looks forward to executing its own successful procurement later this year.

##### July developments

NY Governor Cuomo called for New York to issue two solicitations in 2018 and 2019 for [offshore wind](#) power from existing lease areas. This is part of an overall 2,400 megawatt opportunity for *[client]* as a developer to participate in the NY RFP for offshore wind. This is part of the Interregional Transmission efforts between ISO-NE and NYISO.

Governor Cuomo Announces Plan Directing the Procurement of Approximately 800 Megawatts of Offshore Wind Procurement Will Support State's Overall Goal of 2,400 Megawatts of Offshore Wind  
<https://www.nysedda.ny.gov/About/Newsroom/2018-Announcements/2018-07-20-Governor-Cuomo-Announces-Plan-Directing-the-Procurement-of-Approximately-800-Megawatts-of-Offshore-Wind>

## Beyond Intelligence

Beyond gathering, interpreting, and extrapolating market intelligence, we can provide additional development or system planning scope services that arise from our market intelligence services, including:

- Capacity deliverability analysis to support project development
- Due diligence of Project viability
- System impact evaluation of new technology or creative solutions
- Roadmaps for the implementation of new strategies
- Market feasibility analysis
- Techno-economic analysis of storage facilities

#### About Quanta Technology

Quanta Technology is an independent technology, consulting, and testing company providing business and technical expertise, along with advanced methodologies and processes, to utilities and others in the power and energy industries. Our mission is to provide unparalleled value to our clients in every engagement across the value chain by using advanced software and hardware, laboratories, and custom tools for a holistic approach to practical service and the most insightful thought leadership in the industry.

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