



# UNLOCKING THE POTENTIAL OF COMMERCIAL AND FLEET CHARGING WITH CPOWER

**Are you looking to maximize the potential of your commercial-scale and fleet charging operations?** CPower, a leading virtual power plant operator, offers custom solutions to monetize your flexibility and optimize your energy usage.

At CPower, we specialize in monetizing commercial and industrial flexibility, enabling you to modify your load curve in response to grid signals. By partnering with us, commercial and fleet charging companies can not only control costs and ensure predictable revenue streams but also make investments in ancillary assets like Battery Energy Storage Systems to support EV fleet adoption and provide valuable services to the local grid.

## Critical considerations in monetizing EV load:

- **Predictability and Consistency:** Understanding the addressable load or load flexibility is crucial for successful participation in grid programs. Our machine learning-powered **EnerWise® Site Optimization** ensures accurate predictions by analyzing load patterns. For instance, school buses have demonstrated consistent routines, making them an ideal use case for maximizing flexibility.
- **Separate Metering:** Differentiating charging load from operational load is essential to avoid baseline issues.
- **Optimizing Availability Windows:** Aligning the required availability windows with operational needs is vital for effective load management. CPower helps you navigate complex scheduling requirements to ensure seamless integration with various grid services programs.

## Example value generation\* for EV fleet owners in CAISO, NYISO, ISONE and ERCOT:

- There are ten Type D School Buses, equipped with 230kWh LiIon Batteries.
- Each school bus participates in grid and utility programs during typical daily operation.
- In other words, the EVs will not be used for their primary transportation function and will be considered a benched resource.
- Each bus is connected to one EV charging station and co-optimized by CPower to participate in various programs.
- Grid and utility program stacking combinations and indicative value opportunities noted below:

	CAISO	NYISO	ISONE	ERCOT
Maximum Revenue	\$66,000	\$195,000	\$156,000	\$117,000
Average Revenue	\$56,000	\$76,000	\$156,000	\$60,000
Minimum Revenue	\$43,000	\$28,000	\$33,000	\$36,000

\* Contact Eric Steinhofer, [eric.steinhofer@cpowerenergy.com](mailto:eric.steinhofer@cpowerenergy.com), at CPower to discuss example assumptions and to develop an indicative pro-forma for value creation for your site, customer and capital provider.