

Generating Revenue is Easy with CPower

Emergency-generator owners can easily earn revenue and save on energy costs through demand response (DR) programs.

CPower helps generator owners earn energy market revenue for letting their standby power generators ease demand when the grid is most stressed and prices are at their highest. Demand response is simple to start and easy to do.

Customer Benefits

Generator owners can:

- Earn cash when their generators would otherwise be idle – up to \$200/kW per year in some markets.
- Offset maintenance service contract fees.
- Operate within their annual allowed run-time hours.
- Help prevent rolling brownouts or blackouts in their community and help stabilize the grid.

Benefits for Dealers

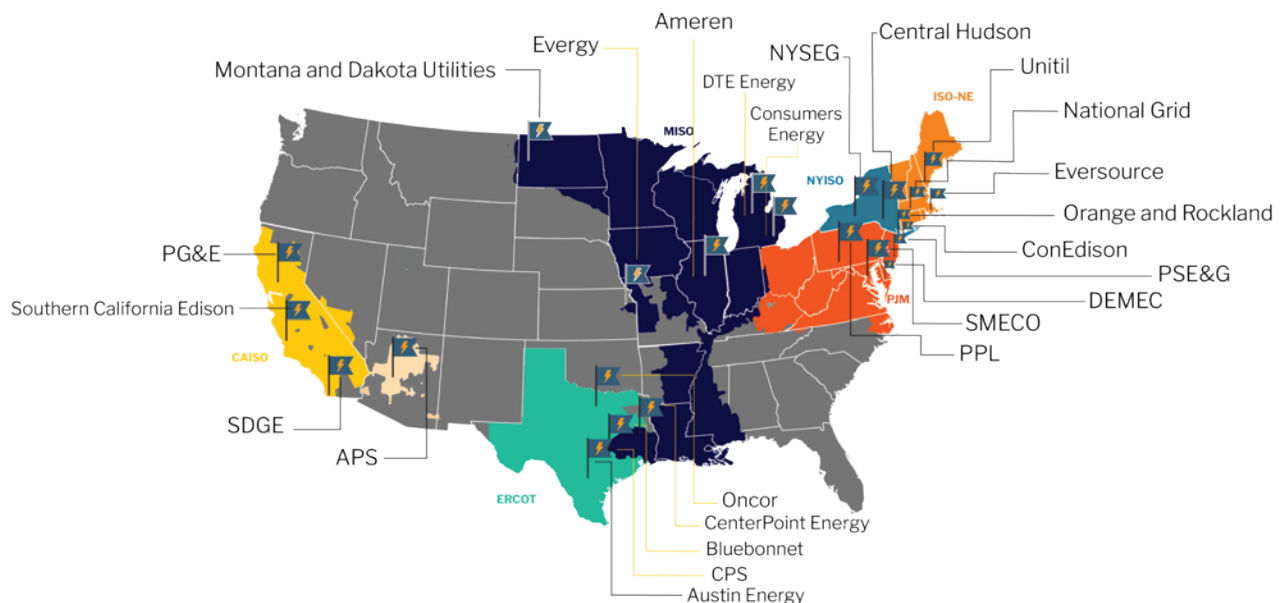
Distributors that help customers generate revenue can benefit as well. Not only do generator owners appreciate the opportunity to make money with a distributor's help, but customers can also save money because dealers can offer new standby generators on significantly more favorable terms to energy users. With better terms, distributors can get more customers.

Distributors can also:

- Collect referral fees for qualified candidates.
- Align with testing customers would have been doing anyways.

Demand Response Participation Terms

- Any grid-connected facility is eligible.
- Diesel and gas generators can qualify if they meet EPA non-emergency use emissions standards. For example, generators manufactured between 6/12/2006 and 12/31/2010 typically qualify.
- Generators above 100 kW are good candidates.
- Automated controls are only required for a subset of programs, but they can be advantageous to the customer across all programs, create better maintenance opportunities and provide greater insight into generator operations.



Demand Response in Action

CPower makes it easy to:

- Qualify for demand response programs
- Participate in demand response
- Make money for customers and dealers
- Help the grid
- Support sustainability

CPower Solutions

CPower's team of energy experts can assess emergency generators to determine if they comply with EPA and state rules for demand response participation to support grid reliability—and earn revenue.

Email partner@cpowerenergymanagement.com to learn more about how we can help leverage generation assets to generate revenue.