



WORKSHOP B – JULY 12th – 2:00 – 5:00 P.M.

Making The Business Case for Grid-Scale Storage Projects

This workshop offers in-depth economic presentations from some of the leading grid storage analysts. The analysts will offer detailed economic models and value propositions for the different storage niches: wholesale utility and merchant/IPP approaches, ancillary services for the transmission system, distributed and renewables-firming/load shifting scenarios, and customer-sited/on-site storage. Technology developers as well as utilities and prospective merchant providers or demand-response aggregators will learn about the range of different storage niches or services their system could conceivably provide, and strategies for structuring their project(s) to generate maximum returns. Attendees will have the opportunity to quiz presenters in detail on their assumptions, numbers, models, charts and projections.

- 2:00 – 2:15 **Introduction by the Workshop Chair**
Mark Griffith, *Managing Director*, BLACK & VEATCH CORPORATION
- 2:15 – 2:45 **Bulk/Wholesale Business Storage Models #1**
Lee Van Atta, *Vice President – Advisors*, VENTYX
- 2:45 – 3:15 **Bulk/Wholesale Business Storage Models #2**
Mark Griffith, *Managing Director*, BLACK & VEATCH CORPORATION
- 3:15 – 3:30 *Networking Break*
- 3:30 – 4:00 **The Business Case for Customer-Sited & Owned Energy Storage**
Giovanni Damato, *Senior Associate*, STRATEGEN CONSULTING, LLC
- 4:00 – 4:30 **Critical Factors for Developing Distributed Energy Storage Projects**
Rahul Walawalkar, *Ph.D., Vice President, Emerging Technologies & Markets*, CUSTOMIZED ENERGY SOLUTIONS
- 4:30 – 5:00 **Storage Benefits & Value Propositions**
James Eyer, *Senior Analyst*, DISTRIBUTED UTILITY ASSOCIATES
- 5:00 – 5:05 **Final Remarks by the Workshop Chair**
Mark Griffith, *Managing Director*, BLACK & VEATCH CORPORATION