

Commercial & Industrial Solutions

Generac Grid Services brings Commercial & Industrial (C&I) businesses resiliency solutions while enabling their facilities to earn additional return on investment through the provision of grid services. Strategic management of generation, storage and other distributed energy resource (DER) assets can support network reliability, while ensuring these devices serve their primary purpose of providing local energy and back-up solutions.

Generac's Combined Benefits

Generac can help you to enable and aggregate Smart Grid Ready backup hardware solutions, ensuring you maintain unparalleled resiliency, in-depth knowledge of system health and maximum asset value.



RESILIENCY

In the case of an outage, C&I generation assets keep the lights on and facility infrastructure up and running.



RETURN ON INVESTMENT

Generac maximizes the return on your devices by bundling generators with our industry-leading software and services. Where applicable, our services also can also support additional onsite DERs.



CUSTOM TURNKEY SOLUTIONS

Generac bundles our industry-leading hardware with services and software to maximize the value of your devices. Generac support's additional DER bundling and site-level customizations to meet your unique needs.



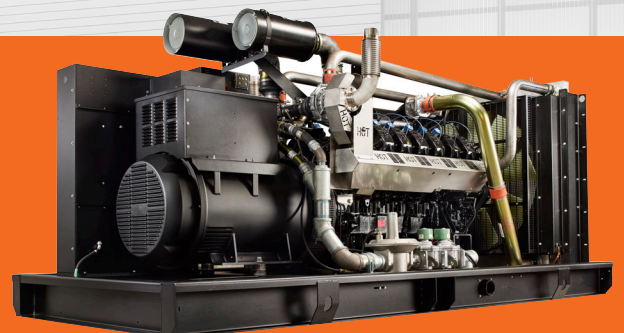
C&I Generators

Type	Natural Gas Generation
Electrical Connection	Open Transition First, then Grid-paralleling
Grid Services Capability	<ul style="list-style-type: none"> • Demand Response • Wholesale Markets • Intraday Shifting • Frequency Regulation (Primary/Secondary) • Local Capacity Relief
Capacity	15 kW - 1 MW

Identify Opportunitites & Manage Participation

Generac will identify local utility or market programs that enable facility managers to earn incentives for strategic leverage of generation assets when the grid experiences strain.*

Generac will manage participation in local grid services programs to ensure your facility maintains seamless operation, while maximizing return on investment and other financial incentives.





1. Program Identification

Generac will identify opportunities that may suit your facility.

- Utility programs
- Wholesale market programs
 - Capacity
 - Energy
 - Other



2. Initial Qualification

Generac will ensure your participation meets program requirements and returns maximum value.

- Initial Requirements Assessment
- Online and On-site Audits
- Customer Costs Analysis



3. Control Strategy Design

Generac will work with you to make sure your participation supports your core business needs and goals.

- Solution Design
 - Hardware enablement
 - Dispatch strategy
 - Program nomination
- Registration and Participation Agreement



4. Site Enablement

Generac will make sure your generators and other DERs are ready to participate.

- Hardware Upgrades
- Generac Communications Enablement
- Device Commissioning
- Test Events



5. Program Operations

Generac will provide end-to-end support throughout your participation.

EVENT MANAGEMENT

- Event Notifications
- Event and Asset Monitoring
- Device Dispatch
- Technical Support

INCENTIVES

- Site Data Management
- Data Storage
- Measurement and Verification
- Incentive Calculation
- Incentive Disbursement

ONGOING SUPPORT

- Contract Renewal and Support
- Nomination Adjustments
- Additional Hardware Commissioning
- Additional Facility Enrollment

Generac Grid Services supports your unique business and facility needs when enrolling in grid services programs. Our team works to maximize your return every step of the way

ABOUT GENERAC GRID SERVICES

Generac Grid Services is a group of Generac, a leading designer and manufacturer of energy technology solutions and other power products. Generac Grid Services is changing the way the world generates and uses electricity. From turnkey solar + storage solutions, to backup generators, additional distributed energy resources and virtual power plant software, Generac Grid Services is accelerating the world's transition to a cleaner, more reliable power grid.