

Unleash Energy's Potential.

This is the promise on which we deliver — to regulated utilities and unregulated energy companies — and to homes and businesses who share our vision of a more sustainable and reliable energy future. We do this by harnessing the power of distributed energy.

Whether the end goal is reducing peak demand and system infrastructure costs — or participating in ancillary services, wholesale or capacity markets — the inherent grid flexibility in distributed energy resources (DERs) enables profoundly beneficial changes across the energy ecosystem. But only if these resources can be intelligently orchestrated to predict, optimize and control the power of this flexibility. That's where Generac Grid Services comes in.

DISTRIBUTED ENERGY CONTROL SOFTWARE

Our real-time energy balancing platform, Concerto™, is the only distributed energy optimization and control platform whose capabilities and use cases span the entire spectrum of asset types, grid services and energy flexibility opportunities — on both the supply and demand side of the power grid. From C&I process loads to utility-scale renewables and in-home devices like EV chargers and smart thermostats, Concerto is a multi-service platform that aggregates and controls the load flexibility from an unlimited number and range of grid edge assets. And from advanced demand response, to energy market dynamic dispatch, to highly complex distribution optimization, Concerto is a comprehensive solution for distributed energy orchestration and control.



Distributed Energy Orchestration Platform

Complete Virtual Power Plant & Distributed Energy Resource Management System Solution



Advanced Demand Response

- Demand response
- Peak demand reduction
- Energy shifting/arbitrage



Dynamic Dispatch

- Advanced DR, plus:
 - Primary reserve market
 - Secondary reserve market
 - Tertiary reserve market
 - Energy shifting/trading
 - Oversupply/PV curtailment
 - Renewable firming
 - Precharge



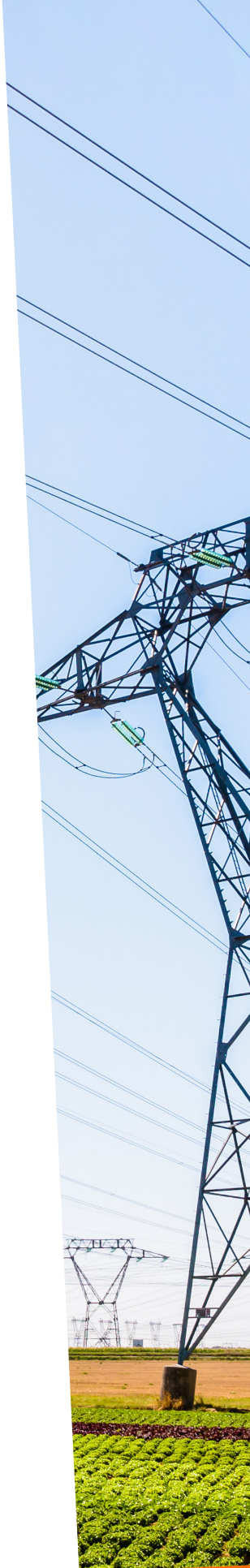
Distribution Optimization

- Dynamic Dispatch, plus:
 - Power flow management
 - Threshold control
 - Volt/VAR response
 - Technical loss minimization
 - Conservation voltage reduction

HARDWARE

Our growing partner ecosystem enables utilities and customers alike to connect a broad range of grid edge devices into virtual power plants that reduce stress on the grid, enable customers to offset energy costs and allow inclusion of DERs in energy markets. The otherwise dormant flexible energy inherent in backup generators, smart thermostats, water heaters, storage batteries and countless other devices can now easily and quickly come online, creating a win-win for all. Utilities achieve a cleaner grid with improved reliability and reduced cost-to-serve, while end customers receive direct financial incentives and a higher grid stability.

- Leverage any asset, anywhere, at any time
- 30+ vendor partners
- The most extensive device integration library in the industry



SERVICES

We offer a full range of services to help utilities recruit, enroll, dispatch, and manage customers to participate virtual power plant programs, including creation of program marketing materials, customer recruitment, call center support, DER product installation, maintenance and more. Additionally, we can leverage Generac's strong local dealer base to complete initial site inspections, installation work and preventative maintenance.



Program
Marketing Design



Dealer/Customer
Awareness



Customer
Acquisition



Program
Management



Call Center
& Customer
Support



Enrollment
Validation



Asset
Activation
& Control



Settlements
& Compliance
Reporting

A FEW OF OUR BUNDLED SOLUTIONS

We offer numerous bundled solutions encompassing a combination of software, services and hardware configured to solve specific problems and accomplish targeted goals and customer engagement objectives. More information about these solutions and downloadable material can be found by scanning the QR code below.

- **Smart Thermostat Programs** - Our turnkey smart thermostat programs are designed to both leverage your existing installed base and drive additional thermostat sales for use in demand response programs.
- **Water Heater Programs** - Powered by the Concerto platform, utilities can harness the flexible capacity of the existing water heater installed base within their territory, by forming VPPs capable of reducing the need for more costly traditional generation.
- **Solar + Storage Programs** - Concerto allows grid operators to monitor, control and optimize fleets of storage systems acting as VPPs. Turnkey programming enables utilities to support residential customers' evolving clean energy needs while maximizing the value of grid services offered by battery installations.
- **Home Standby Generator Programs** - Leveraging Concerto, utilities can maximize the value of the growing home standby generator installed base by aggregating them to create VPPs that both support grid reliability and customer-sited resiliency.
- **C&I Demand Response Programs** - While most service providers have a one-size-fits-all approach to utility demand-side management, Generac Grid Services provides tailored solutions to meet demand curtailment strategies for any type of facility. It is our goal to help C&I customers participate in and benefit from load reduction programs, ensuring the grid stays balanced, while delivering on customer expectations for savings and electricity services.

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.