

**DOCKETED**

<b>Docket Number:</b>	20-IEPR-04
<b>Project Title:</b>	Microgrids
<b>TN #:</b>	233757
<b>Document Title:</b>	Presentation - Delivering Energy as a Service Decentralized Digitized
<b>Description:</b>	S2 2C. Juan Macias, AlphaStruxure
<b>Filer:</b>	Raquel Kravitz
<b>Organization:</b>	Energy Commission
<b>Submitter Role:</b>	Public Agency
<b>Submission Date:</b>	7/3/2020 2:03:23 PM
<b>Docketed Date:</b>	7/6/2020

THE CARLYLE GROUP

**\$222**  
BILLION AUM

**\$182+**  
BILLION  
ACTIVE INVESTMENTS

+

**Schneider**  
Electric™

**#1** ENERGY AS  
A SERVICE  
SOLUTIONS  
PROVIDER  
NAVIGANT RESEARCH, 2019

**€26**  
BILLION  
FY 2018 REVENUES

# AlphaStruxure

Delivering Energy as a Service: Decentralized. Digitized. Decarbonized.

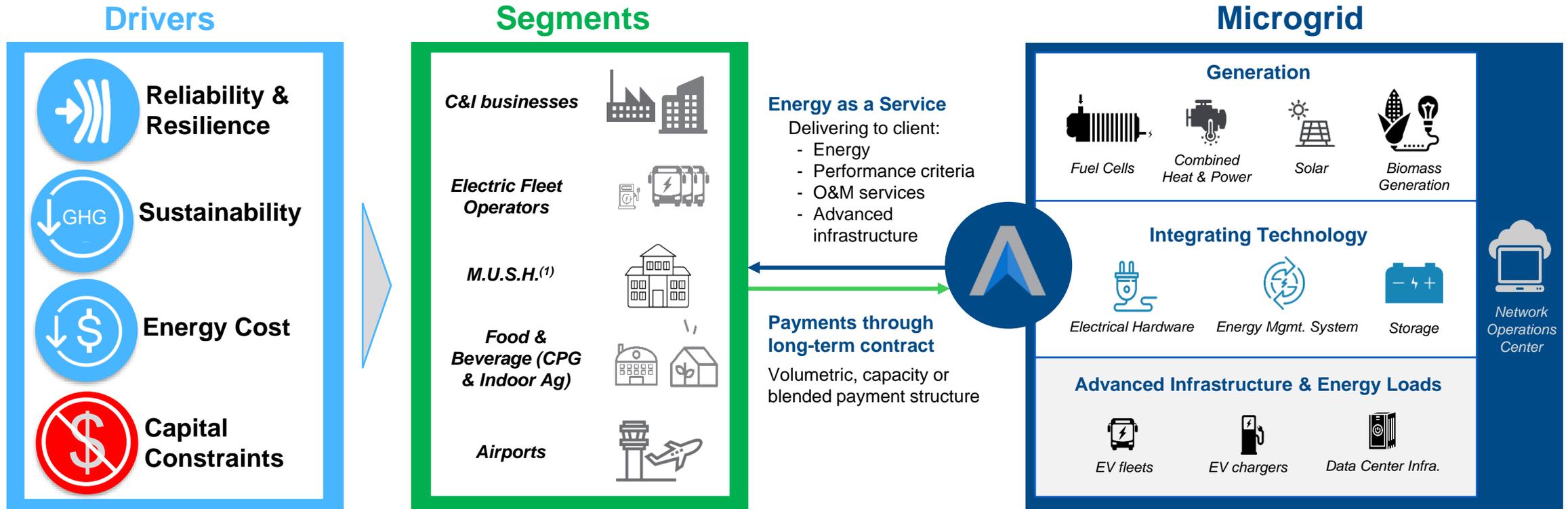
July 2020

Confidential Property of AlphaStruxure



# Energy as a Service – Microgrid & Advanced Infrastructure

AlphaStruxure delivers *Energy as a Service microgrids* providing **decentralized, digitized and decarbonized** energy solutions optimized for the customer's objectives while reducing risk and eliminating upfront capital outlay.



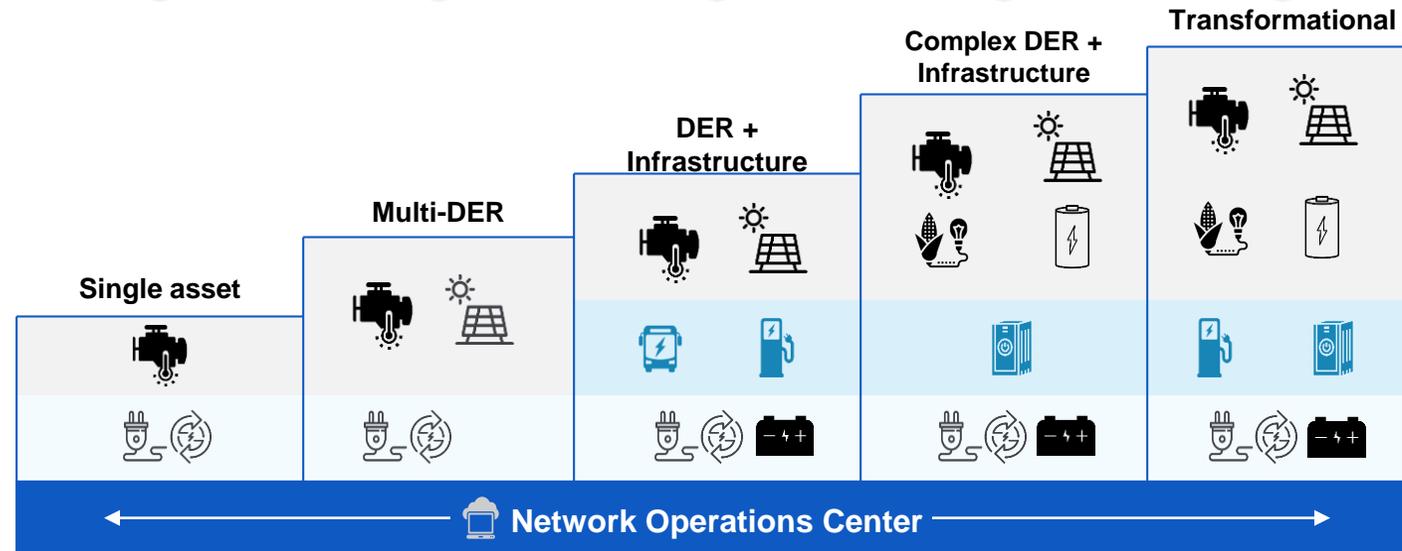
(1). M.U.S.H. – Municipalities, Schools, Hospitals, Universities

# AlphaStruxure tailors a microgrid & infrastructure solution to meet customer needs.

Customer Type & Needs					
 Cost savings & predictability					
 Sustainability					
 Reliability					
 Resilience					
 Associated Infrastructure					

## Tailored Energy & Infrastructure Solution

- All solutions use Schneider integrating technology and are managed by cloud-based NOC
- Generating assets and associated infrastructure are selected and sized to meet specific customer needs
- Tailored approach maximizes customer value creation





**ENERGY AS A SERVICE** combines energy and financial solutions, wrapped in best-in-class project execution and operation – optimized by end-to-end digitization.

### CUSTOMER OUTCOMES

- Cost Savings & Predictability
- Resilience & Reliability
- Sustainability
- Risk Management
- Advanced Energy Management
- 3rd Party Ownership

## We believe...

- EaaS is a *tool* and *capital source* to meet the State's policy objectives
- EaaS can enable *speed* and *scale* of resilient, sustainable and cost effective energy
- EaaS can be used by both C&I and government entities to achieve goals – both at large sites and across 'fleets' of smaller facilities

## We recommend...

- **Accelerating EaaS opportunities**
  - Including an EaaS option in procurements, e.g. municipalities, universities, hospitals, state agencies, CCAs
  - Treating EaaS as a multiplier for microgrid grants
  - Leveraging CCAs for EaaS deployment – the State could backstop CCAs to enable them to sign PPAs for large microgrid project
- **Removing barriers to EaaS deployment**
  - Eliminating financial penalties for using behind-the-meter approaches, e.g. Departing Load Charges (DLCs)
  - Clarifying multiple party ownership rules for microgrids
  - Streamlining across Right-of-Way work / "over-the-fence" work

The logo for AlphaStruxure features a stylized blue triangle pointing upwards, which serves as the letter 'A'. The word 'AlphaStruxure' is written in a white, sans-serif font, with 'Alpha' in a slightly larger weight than 'Struxure'.

# AlphaStruxure

---

A Carlyle Group and Schneider Electric Company