

I will not be able to make the EEAC hearing tomorrow, but would like to give my opinion on the ConnectedSolutions program.

Solect is the largest installer of behind-the-meter C&I solar in MA and we are actively developing many energy storage projects with our customer base. The ConnectedSolutions program is vital to making storage projects economical and financeable. I'd ask that the EEAC not restrict access to ConnectedSolutions by any energy storage system brands. This is controversial and makes it look like the government is choosing winners and losers, which I'm sure is not the intent. The effect, however, is a very real reduction of choice and competition in the market. I understand that integration can be difficult and expensive, but I believe that much of the cost can be pushed on the ESS manufacturers.

Instead of working to integrate each provider, there should be an open, published communication protocol that all providers must be able to meet. The only time commitment from the utilities or aggregators like EnergyHub should be to administer an initial test for each provider to ensure that they can accurately communicate under the protocol. I hope the EEAC will consider moving budget for the program into agreeing on and publishing a protocol rather than integrating providers one by one.

Thank you for your consideration,

Alex Keally | Partner | SVP, Energy Solutions

