



OutBack Power
17825 59th Avenue NE, Suite B
Arlington, WA 98223 | USA
Tel: +1 360 435 6030
Fax: +1 360 435 6019
www.outbackpower.com

February 11, 2020

EEAC Executive Committee
100 Cambridge Street #1020
Boston, Massachusetts 02114

Dear EEAC Executive Committee

OutBack Power, an EnerSys company, opposes the limitation on program participants to the named parties on the following grounds:

- This move effectively shuts out local Massachusetts businesses from participating in a state-funded program that they are effectively paying for.
 - Vivint, Sunrun and Tesla are large national installation providers whose profits are spent outside Massachusetts.
 - Some of these companies have already been favored with grants, subsidizing their entry into the market.
 - Local business owners in Massachusetts and elsewhere have demonstrated significant cost advantages vs the national chains and are better able to bring a variety of technical solutions to market in order to best serve their customers.
 - Locally-owned businesses have more skin in the game to ensure success of the program.
- Limiting the program to only three participants effectively establishes a market oligarchy for solar+storage in Massachusetts.
 - More competition is needed to keep the market competitive and prices from climbing.
 - Even if additional participants are allowed later, the barrier created by the initial exclusivity will mean that only other large national firms will have the resources to compete.
- The grid-tied energy storage market is still very young, which is one of the reasons this program is necessary. Limiting participation at this stage is almost certain to delay or prevent new innovations from coming to the Massachusetts market.
 - For example, EnerSys/OutBack is developing a variety of innovative new grid-tied energy storage solutions for release in 2020 but these new products are not likely to be available through the incumbent participants due to their legacy supply agreements with other manufacturers.

Sincerely,

Bill Dougherty

Regional Sales Manager

Direct +1 360 616 4368

bdougherty@outbackpower.com



an EnerSys company

OutBack Power

17825 59th Avenue NE, Suite B
Arlington, WA 98223 | USA

Tel: +1 360 435 6030

Fax: +1 360 435 6019

www.outbackpower.com