

# COMMUNITY POWER

The electric utility industry is undergoing a major transformation. The cost of solar power and energy storage is dropping. The rapidly increasing use of affordable renewable power generation is triggering new types of consumer and community behavior. New players are transforming traditional utility markets. These changes represent unique opportunities for utilities and communities to work with. Utilities can help communities get organized, manage their distributed power production, storage, and consumption. These changes also create potential risk for those utilities that aren't engaged. Spark Power's Community Power models are available to help.

We are working with and for utilities to innovate. Community Power models engage utilities, communities, consumers, and other key stakeholders, in a way that focuses on community power goals. Community Power solutions are orchestrated by automated business rules that manage the flow of electrons and currency to empower a new age of energy prosumers

Spark Power's Community Power was created to enable communities and the utilities that serve them in new ways. The business model works with energy information at the home and community level to help balance the goals and rules defined by the community and the utility.

Working with the utility, the Community Power model balances the distributed power generated and stored across the community with traditional power sources:

- ✓ **At the home level** - Community Power enables the consumer to optimize their energy generation, storage, and consumption
- ✓ **At the community level** - it enables communities of homeowners to work together in new cooperative models with shared goals
- ✓ **At the utility level** - it provides more granular visibility into distributed energy resources and enables utilities to work with consumers in new ways

All these things happen in real-time with benefits flowing from customers to the utility and back again. Utilities continue to manage a safe, reliable, and efficient power supply while working with their customers in new ways.

Spark Power has embarked on a continuous cycle of innovation with Community Power. We continue to grow the power of the model by leveraging expertise and solutions that we have built over many years. Spark Power's Community Power is built with solid technology bricks, leveraging leading O&M and settlement solutions. Those solutions, while being based on the latest innovative approaches, have also proven to be robust and scalable.

## IT'S AS SIMPLE AS 1, 2, 3

1



Community Motivated to Act on Energy Goals



Utility Motivated to Act on New Energy Model

2



Renewable Electric Generation



Energy Technology

3



Communications



Orchestration



## EMPOWERING PARTNERSHIPS BETWEEN CUSTOMERS AND UTILITIES

Utilities are quickly learning to integrate distributed energy resources and implementing grid automation programs to adapt to and leverage two-way power flows on their distribution networks.

Orchestration of information is more critical now than ever before to enable next-generation customers and their utilities to work together in new ways. This successful relationship is predicated upon consumers, prosumers, communities, and the utilities that service them, having the orchestrated information they need to each play their part in the emerging world of distributed energy generation, community energy co-operatives, advanced energy storage solutions, changing

energy prices, shifting regulatory environments, and surging new technologies.

Spark Power's Community Power is at the heart of this new world. To ensure that we stay in lockstep with emerging trends, we are teaming with energy technology start-up incubators, such as the Advanced Energy Centre at the MaRS Discovery District in Canada, and with utility clients who also want to be ready to serve in this bold new energy optimized world. We look forward to continuing the conversation with you and your company and map out how we can help you use Spark Power's Community Power for your customers and the communities that they live in.

### ABOUT SPARK POWER CORP.

Spark Power Corp. delivers technical innovation, asset management, project development, maintenance, service and operational support to the renewable energy sector and industrial, commercial, institutional ("ICI") and utility markets. Headquartered in Oakville, Ontario, with branches in Barrie, Belleville, Blenheim, Brampton, Cambridge, Chatham, Hamilton, Markham, Mississauga, New Liskeard, Perth, Peterborough, Tillsonburg, Stoney Creek, Vaughan and Whitby, the company has over 400 employees and 4,500 customers across Ontario. For more information, please visit us at [www.sparkpower.ca](http://www.sparkpower.ca).



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