

## NEXUS

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**Time Frame:** June 2019 – June 2020

**Contribution Required to Participate:** \$10,000

### Project Aim and Objectives

There is disruptive change occurring in electricity markets around the world and throughout Canada. At the center of this transformation are:

- a) *Customers* - who are demanding better mechanisms to lower their energy costs and manage their usage (whether at the transmission level, distribution level, or onsite commercial and industrial facilities), and;
- b) *Rapidly evolving technologies* - like energy storage, clean renewables like solar and wind, and other energy management products and services.

Founded and led by the Canadian Solar Industries Association (CanSIA), the Nexus strategic project, now in collaboration with the Canadian Wind Energy Association (CanWEA) for 2019-2020, is bringing together leading energy industry companies who share this vision of the future and want to help shape it and drive it.

Nexus is designed to be the industry's most prominent initiative to develop a meaningful and robust energy storage sector across Canada, initially with a focus on Ontario and Alberta, by advocating for a legislative, policy and regulatory framework that removes customer obstacles to adopting energy management solutions and more easily allows private sector capital to accelerate customer adoption.

### Industry Context

The electricity sector is being disrupted by the increased penetration of renewable energy in combination with the emergence of affordable storage technologies and integrated energy management offerings. Rapid technological change and increasingly demanding customers are outstripping the ability of market regulators to keep pace.

### Scope of Work and Deliverables

Nexus will host a workshop in June 2019 with the following objectives:

- To identify opportunities and remove barriers for renewables, energy storage and other energy management solutions in the Ontario and Alberta electricity sectors.
- To establish a high-level plan of action for Nexus for the next 12 months including regulatory reform and market design that will broaden opportunities for investment and accelerate adoption

Nexus will place an emphasis on removing barriers for energy storage, particularly as it relates to the use of energy storage to increase the adoption of renewable energy. Based on feedback from members, Nexus will focus on the following segments:

## 2019-2020 Strategic Projects

- 1) Direct to customers, including enabling behind-the meter opportunities (e.g., avoid energy costs, power quality, reliability, etc.) and retail sales opportunities (e.g., clean portfolio sales, firming capabilities, etc.)
- 2) Grid operators, including local areas (station capacity, feeder capacity, power quality), Regional planning (circuit capacity, voltage stability, load restoration), Bulk system planning, (interface limits, transfer capability), as well as the regulatory structure for Non-Wires Alternatives.
- 3) Wholesale market, including primary services renewables, energy storage and other energy can offer (e.g., energy, capacity and ancillary services) and barriers within the current wholesale market.

In Ontario, Nexus may focus on matters such as the Market Renewal Program, Energy Storage Advisory Committee, Demand Response Working Group, Regional Planning, cost allocation (e.g., electricity pricing policy). In Alberta, Nexus may focus on matters such as the Energy Storage Roadmap and Market Evolution Roadmap.

For more information, see the Nexus Workshop Agenda (attached).

Nexus builds-off of the effective and proven multi-stakeholder model employed by CanSIA in its taskforce and strategic initiatives. Under this model a full-time resource is dedicated to serve as secretariat for the Nexus participants. The resource possesses significant depth as a policy and advocacy resource and also coordinates third-party consultants for specialty research or expertise as the participants deem fit. The participants time is used for high-level discussion and to provide strategic direction as opposed to contributing volunteer hours.

### Project-Specific Opportunities

Participants, by leading the Advisory Working Group, will have the opportunity to contribute their industry knowledge and expertise to ensure that positions align with contributing company priorities and the broader needs of the industry. Participants will receive regular briefings on research undertaken by external consultants, be asked to participate in the development of industry recommendations and will be asked to participate on an as needed basis in meetings with decision-makers from government, agencies, utilities, and other stakeholders.

### Funding Commitment and Allocation

The funding requirement from each company to participate in the upcoming 2019-2020 year is \$10,000. Budgets are approved by the participants and financials are presented on a regular basis. The majority of funds will be directed towards research/analytics, regulatory recommendation development and government relations support. No more than 15% will be allocated to project management, administration and travel expenses.

### CanSIA Influencers

CanSIA's Strategic Projects rely exclusively on the contributions of participating companies who deserve recognition for their contribution to the industry. CanSIA Members who contribute to and participate in this and other Strategic Projects will be recognized as CanSIA Influencers and access additional benefits.