



Heart Transverter

Implementing the Smartest Grid for the Least Amount of Time and Money

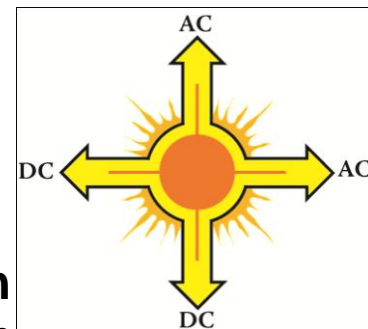
Heart Akerson

CEO Heart Transverter S.A.

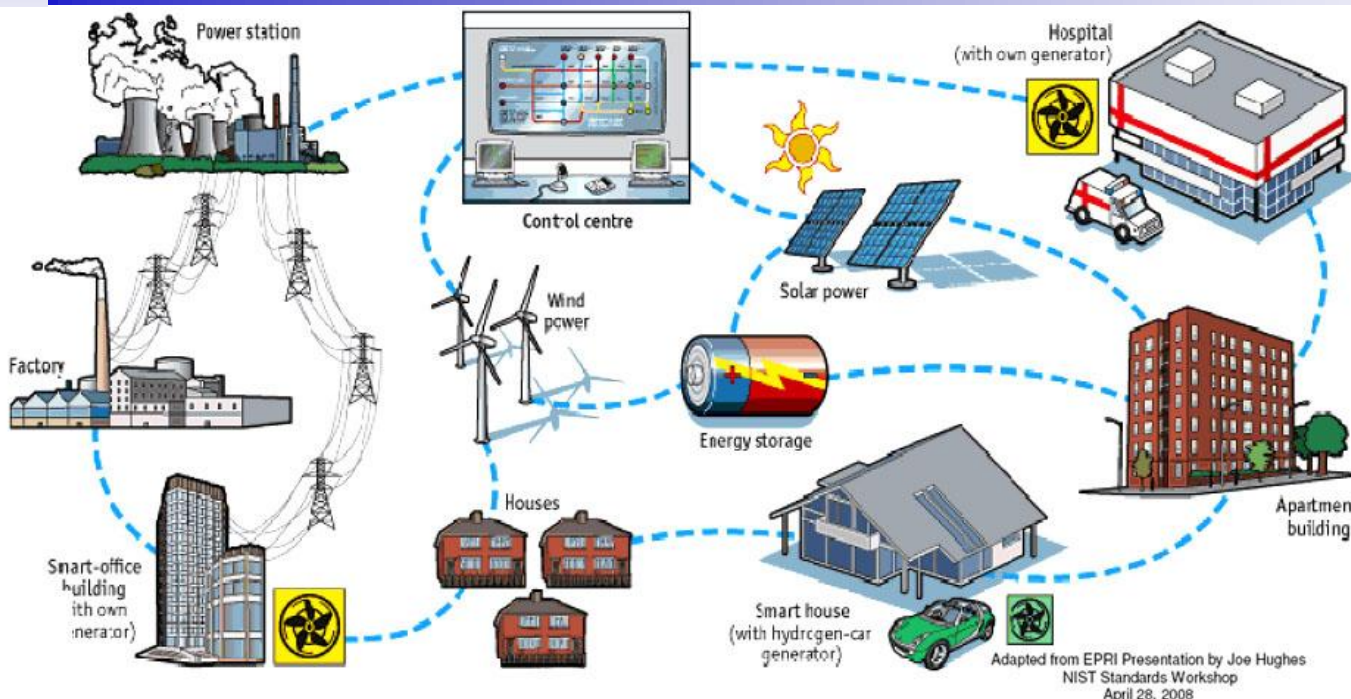
**EPRI PQ and Smart Distribution
2010 Conference and Exhibition**

*Transporting You into the 21st Century Distribution
System*

June 14–17, 2010



The Popular Smart Grid Idea: **Data Intensive Monster**



EPRI estimates this will cost \$165 Billion and take 20 years to install.

Real time decisions involve detailed data being sent all the way to the central control center and then back to each device.

This idea depends on an extremely complicated high speed communications network that is a combination of HAN, FAN/AMI, WAN & LAN (the blue dotted lines). The software to manage this amount of data processing will be cumbersome and introduce major new security risks.

The Grid could be inundated with calls about why someone's washing machine doesn't work.

There is no autonomous energy security for the office or home.

The Problem: Dynamics of the Typical Home or Office

**1.7 kW
average load**



**100 amp service
24 kW peak load**

Electricity is mostly billed by the kwh but the dynamics heavily influence the true cost.

Peaker plants deal with the dynamics but use hydrocarbons, are expensive and pollute.

The hidden cost of Renewable Energy is more dynamics which means more peaker plants.

Imagine a world where the houses used a flat 1.7 kW with no dynamics. Imagine a world where RE was integrated into every home driving the grid load to a flat 1.2 kW, still with no dynamics.

This is the REAL SMART GRID.

**100 houses need 170 kW
average with possible
peak of 2.4 MW**

**Typical load varies between
100 kW and 270 kW**

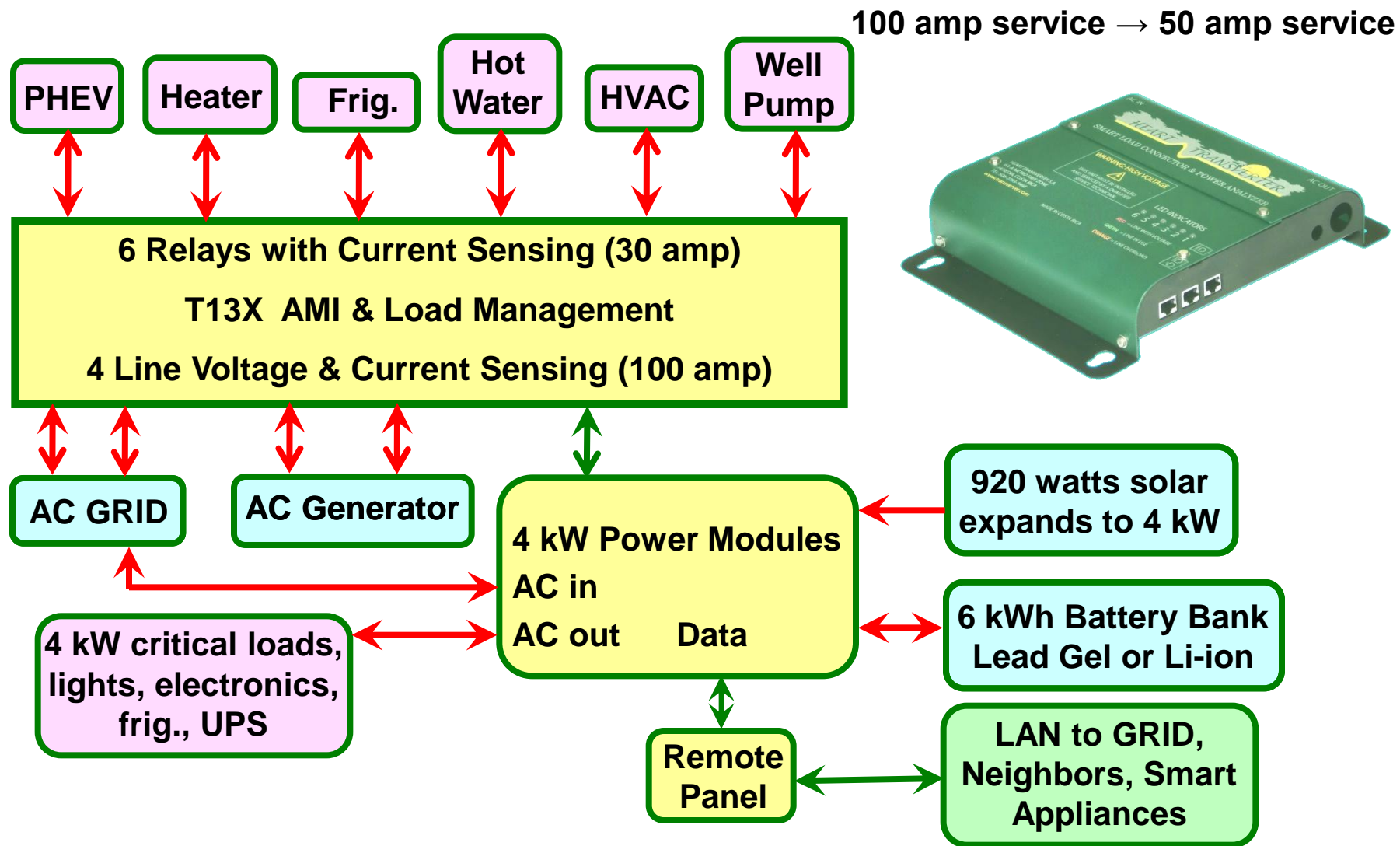
**This brings up ideas of
complex rate structures
for peak and off-peak.**

**There is a driving need
for energy security.**

The Real Smart Grid (One House at a Time)

Local Data - Local Decisions

Global Summaries - Global Guidelines



Typical House or Office System (One House at a Time)

| Boulder 4 kW UPS, 920 w Solar, 138 kWh solar per month | QUANTITY | COST | EXTENDED |
|--|----------|--------------|------------------|
| SOLARWORLD SW230-mono MODULE 230W 24V MC4-Blue | 4 | \$ 928 | \$ 3,712 |
| TRANSVERTER POWER MODULE 2000W | 2 | \$ 2,000 | \$ 4,000 |
| TRANSVERTER REMOTE PANEL | 1 | \$ 200 | \$ 200 |
| TRANSVERTER T13X (Smart Grid in a Box) | 1 | \$ 600 | \$ 600 |
| MK S31-SLD-G 12 V 108AH BATTERIES GEL | 6 | \$ 262 | \$ 1,572 |
| Hardware, wires and other B.O.S. | | | \$ 782 |
| | | TOTAL | \$ 10,866 |

IMPACT OF 100 HOUSE PROJECT

- END USER COST \$1,087K, RAW MATERIALS \$746K, LOCAL INSTALLERS \$341K
- REDUCED ENERGY CONSUMPTION BY 20% SAVING OVER 23 MWH / MONTH
- PRODUCING 13.8 MWH SOLAR / MONTH AND REDUCING GRID BY 37 MWH/MONTH
- SOLAR CAN BE EXPANDED UP TO 60 MWH / MONTH AT CUSTOMERS OPTION
- AUTOMATIC SURGE ASSIST TO GRID OF 400 KW
- AUTOMATIC POWER FACTOR CORRECTION TO GRID OF 400 KW
- DEEP DATALOGGING, REAL TIME INFORMATION & DOCUMENTATION
- 100 AMP SERVICE → 50 AMP SERVICE BY AUTOMATIC LOAD SEQUENCING ABSOLUTELY CUTS THE COST OF THE ELECTRICAL INFRASTRUCTURE IN HALF
- COMMUNITY ENERGY STORAGE CAPABILITY IN PLACE (JUST SET THE RULES)
- INDIVIDUAL HOME ENERGY SECURITY, 6 KWH OF BATTERY BACKUP + SOLAR
- FEEDS THE R&D EFFORTS OF EVERYTHING IN ENERGY & SMART GRID SECTORS

Making Renewable Energy Real (One House at a Time)

Energy Storage to Address RE Generation



Scaled to 1 House 2.7 kW

Major value of storage

- Timeshifting of Energy and Capacity
- Regulating Reserves
- Reduce Power Plant Cycling

323 watts

Energy (MW)

Costs of More Wind Than Forecasted:

- Value of Day-Ahead contracts not realized
- Day-Ahead Nominated Gas Not Used
- Power plant cycling

Forecasted Load

Actual Wind

Forecasted Wind

0 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24

Costs of Less Wind Than Forecasted:

- Spot market electric purchases
- Greater peaker "wear & tear" costs due to more starts/stops than assumed in Retail rate design
- Potential depletion of gas system pressure due to higher than expected peaker starts/usage
- Power Plant Cycling



Note: At the utility scale, energy storage only needs to cover relatively small fluctuations



Charging .485 kWh
8% battery capacity
@ C/19

Discharging .474 kWh
8% battery
capacity @ C/28

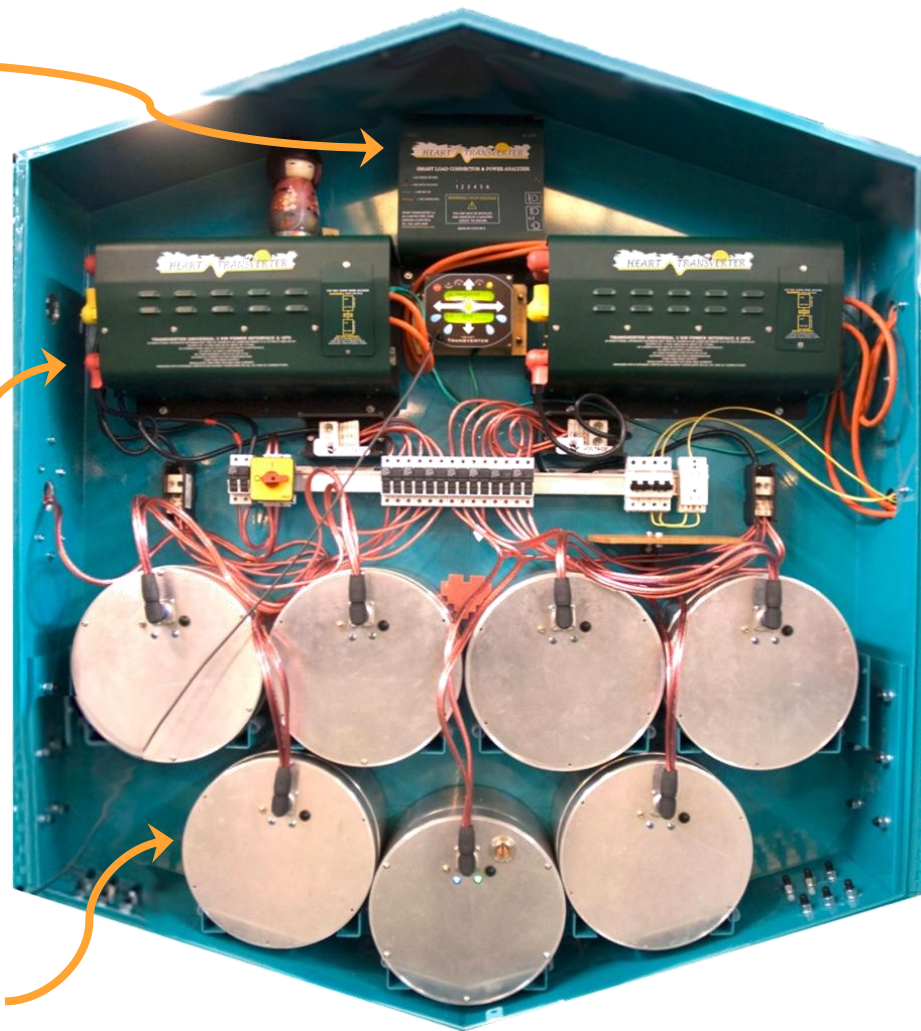
Community Energy Storage (One House at a Time)

T13X SMART GRID

4 kW OF POWER MODULES

Growing Energy Labs
CES installation in San
Francisco

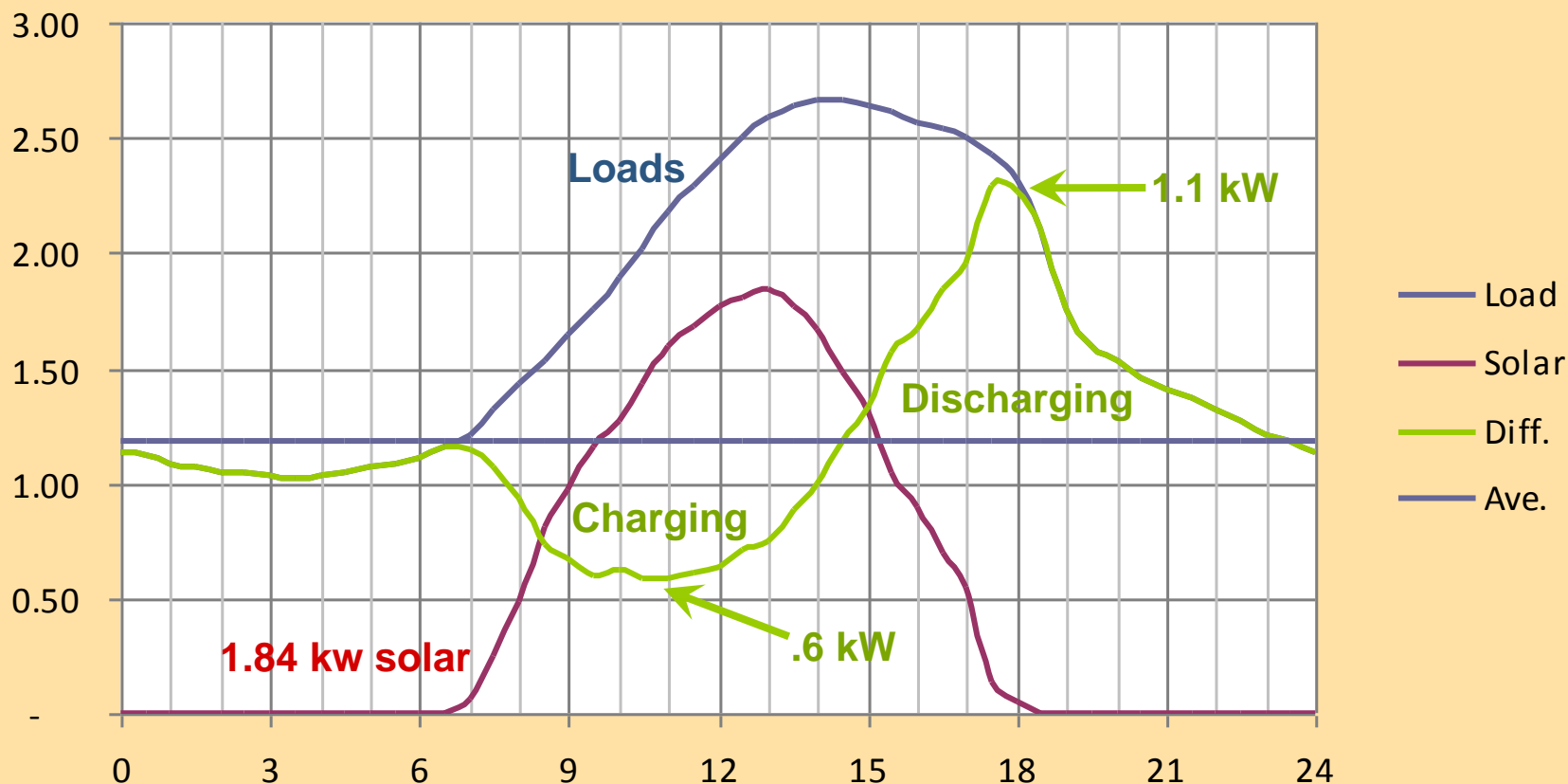
14 kWh LI-ION BATTERIES
Cycle Life > 10,000



Balancing Loads with Solar, One House at a Time

Daily Charge-Discharge 3.9 kWh = 65% of 6 kWh battery
Charge @ C/10 Discharge @ C/5

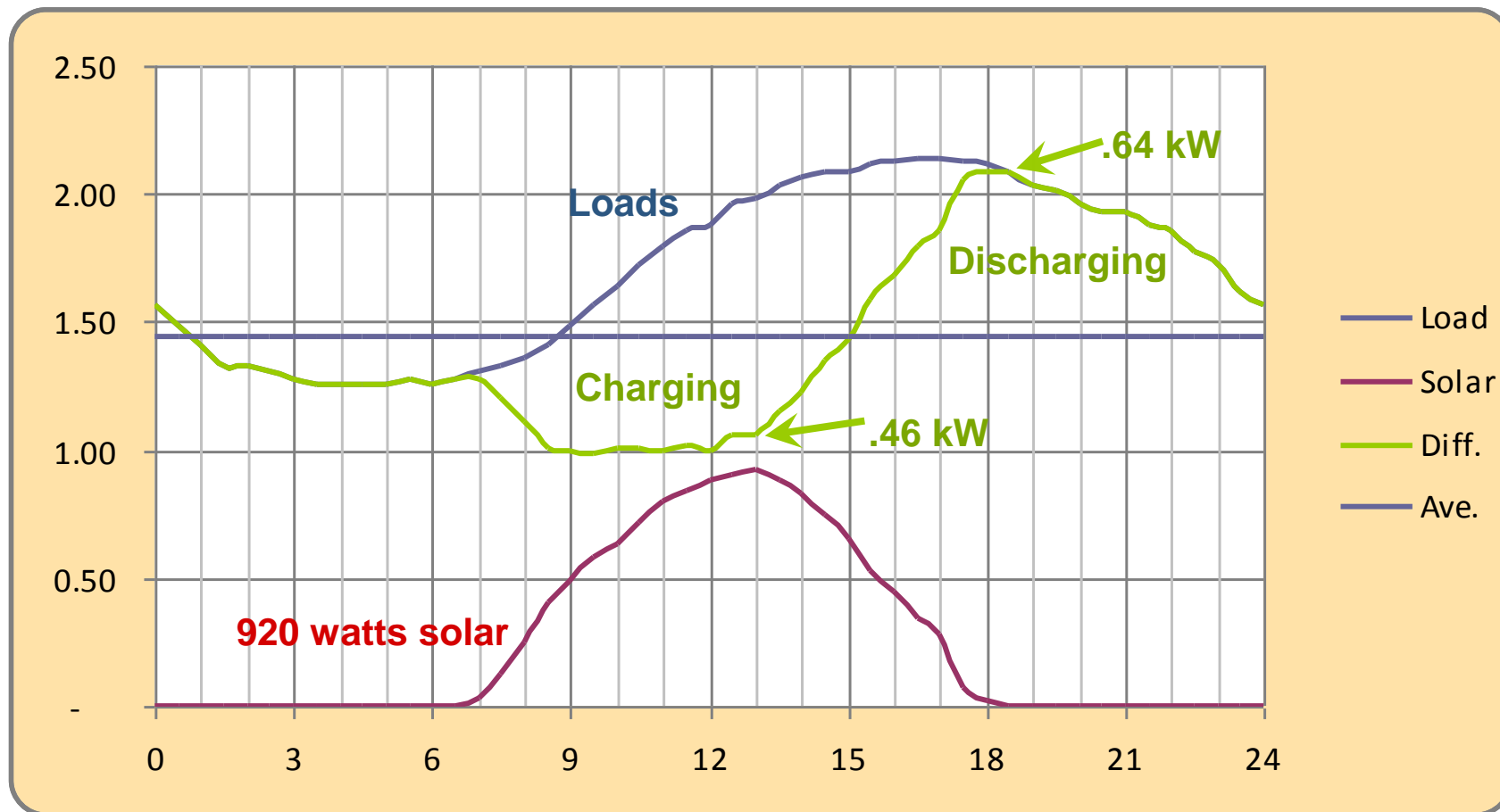
NREL Model



Balancing Loads with Solar, One House at a Time

Daily Charge-Discharge 3.7 kWh = 62% of 6 kWh battery
Charge @ C/14 Discharge @ C/9

CA July 8th



Two of Today's Real CES Options

1 MW CES Price \$1 M

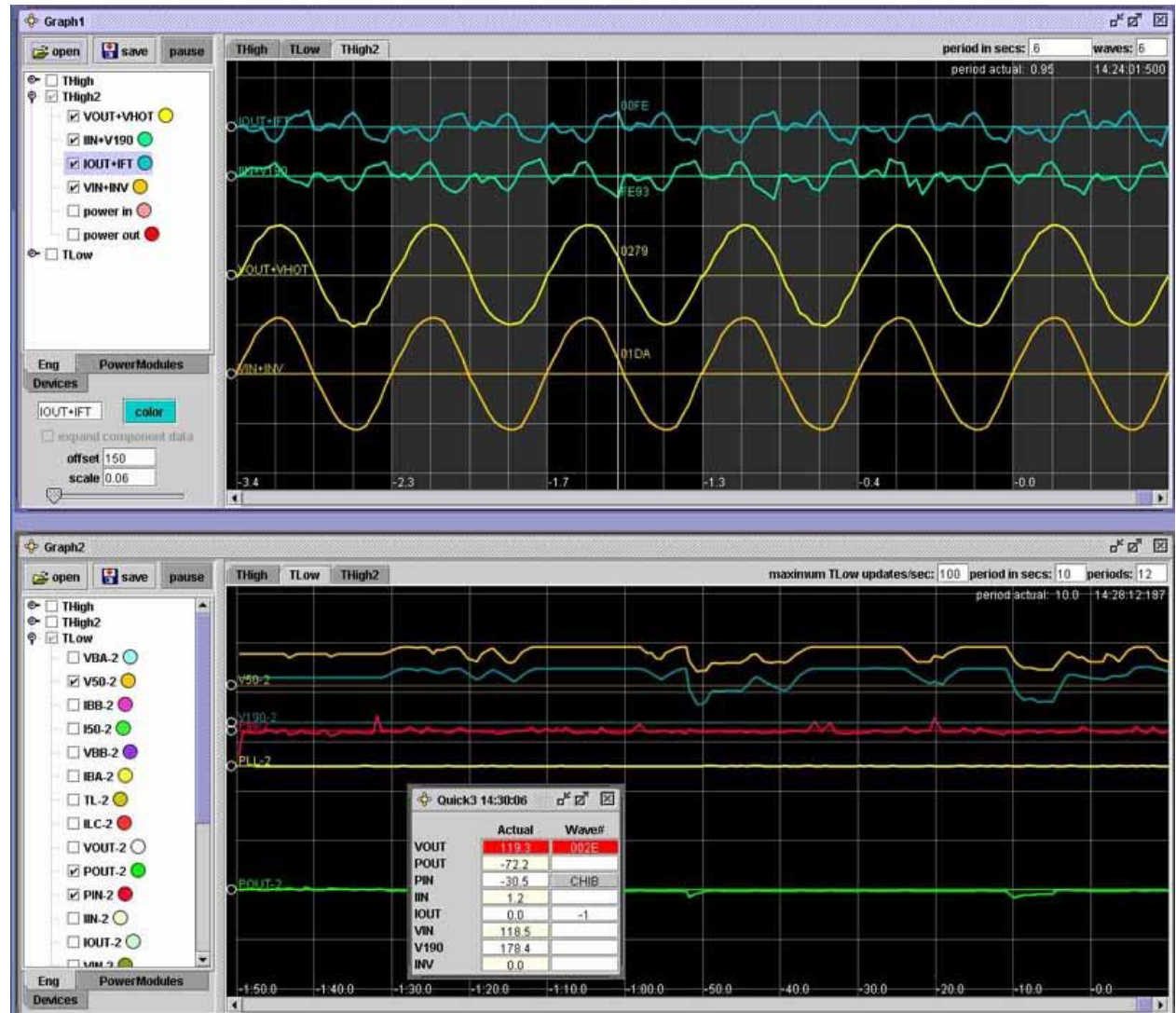
You need to pay the people who operate and maintain it. Real estate also extra. Installation costly and complicated.

400 kW CES Price already paid for by the owners. The people who operate and maintain it work for free. Real estate included. No installation.

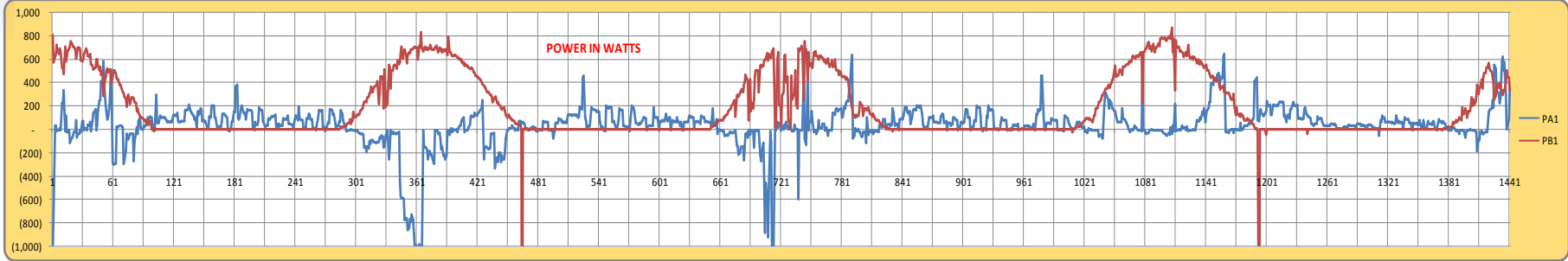


Advanced Waveshape Analysis & Mathematical Models

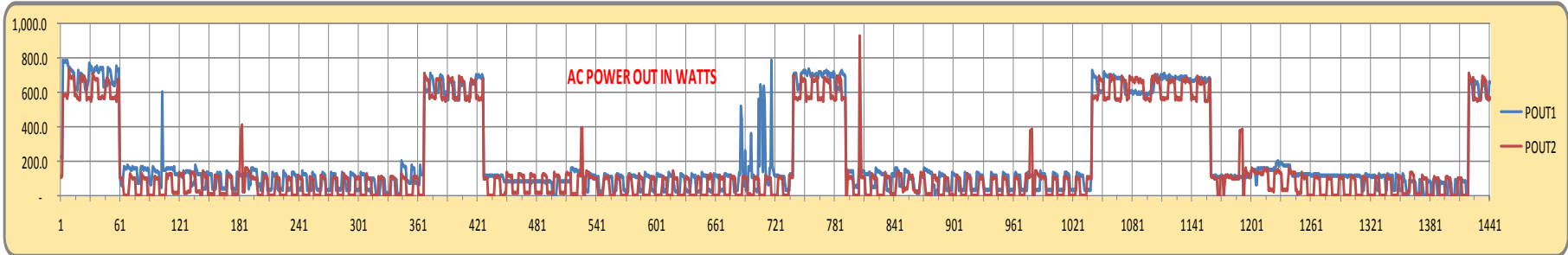
- **Dense FPGA logic enables new levels of performance.**
- **Immune from system lockups that plague microcontrollers**
- **Emulates all test equipment via USB to PC.**
- **Creates both the most detailed live data plus the most compressed math models.**
- **Detailed real time power factor and harmonic analysis.**
- **Seamless updates of all logic via internet**



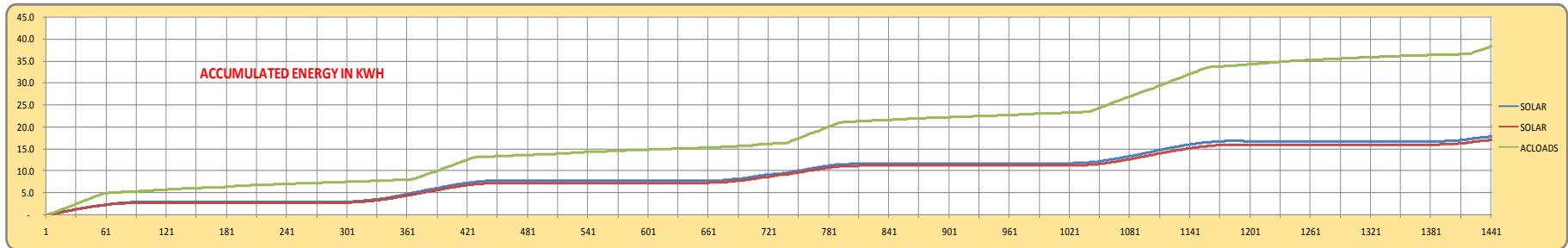
Advanced Data Logging (One House at a Time)



AUTOMATIC ADVANCED DATA ANALYSIS & MODELING STORED IN FLASH



PRODUCT IMPROVEMENT & FAULT PREDICTION



SERVICE LEVEL AGREEMENTS

Where do we go from here?



**Implement 100 house test projects in every state and province.
This will:**

- Engage the individual home owners.
- Reduce the grids actual cost to provide each kWh.
- Lower the cost of the electrical infrastructure.
- Integrate RE for the lowest possible cost with the highest stability.
- Provide individual house and office autonomous energy security.
- Provide Smart Grid benefits to the grid companies while minimizing the data processing burden.
- Create a real test bed environment for Smart Grid software developers.
- Provide a state of the art energy lab for every “2 guys in a garage”.

