Energy Storage Emerges as the Smart Answer to Big City Power Needs

Demand Energy and EnerSys Choose Princeton Power Systems Converters for NYC Energy Storage Projects

Princeton, NJ – March 24, 2015 — Princeton Power Systems, a leading global designer and manufacturer of technology products and embedded software for energy management, micro-grid operations, and electric vehicle charging, is providing technologies at the heart of breakthrough energy storage projects that will manage electricity demand in a group of New York City buildings.

Glenwood, which builds and owns luxury rental property in Manhattan, has contracted with EnerSys and Demand Energy to install 1 megawatt of energy storage capability in multiple buildings throughout New York City. For the first time in New York, a networked energy storage portfolio behind the customer meter will be able to manage individual building real-time loads and also respond to calls to cut electric use by Consolidated Edison or the New York Independent System Operator (NYISO), which runs the state's grid. This aggregation of individual energy storage systems will solve the increasing need for peak load reduction while at the same time increasing individual building and overall grid resiliency.

The Demand Energy designed storage systems will use Princeton Power Systems' GTIB-100 bi-directional converters, which were designed for advanced batteries, solar, on-grid and off-grid applications. The converters will link the batteries to the grid and manage power flow as an integral part of the Power Conversion System (PCS) architected by Demand Energy.

The deployment of these systems by the EnerSys and Demand Energy team are part of New York's groundbreaking effort to develop a market based distribution grid system that enables the integration of a variety of distributed resources including renewable energy and energy storage, allowing customers to produce their own power and can better withstand major storms. Called Reforming the Energy Vision, or REV, the initiative is being watched by other states and countries that may adopt similar policies.

The deployment of these networked energy storage systems for Glenwood signals a growing role for energy storage in behind-the-meter (BTM) applications for commercial/industrial customers, according to Princeton Power Systems, which designs and makes technology and software for energy management, microgrid operations and electric vehicle charging.

“Glenwood’s selection of the Demand Energy system is an exciting development for the New York market,” said Darren Hammell, co-founder and Chief Strategy Officer at Princeton Power Systems. “We expect the market for energy storage in the city to grow rapidly, providing benefits to businesses, residents and grid resiliency.”

New York City is viewed as a strong market for energy storage and on-site renewable energy because of its high demand for power, lack of available and affordable real estate for central power plants, historic transmission constraints and environmental goals.

The 100kW/400kWh Demand Energy storage system is New York’s first fully approved behind the meter system that delivers the four hours of stored energy, required to meet the NYSERDA/ConEd Demand Management program. In addition to Princeton Power converters, Demand Energy’s storage systems will use advanced lead-acid (VRLA) batteries from EnerSys. “At EnerSys, we are providing a full range of integrated support services and the deep technical expertise needed to support the deployment of these systems,” said Ed Stein, manager of business development for Enersys. “We think Glenwood’s system can be a model for other projects in New York City, and Princeton Power is a key technology provider for us.”

“Princeton Power’s converter exceeded the demanding requirements we needed for a bi-directional converter that would be at the heart of our comprehensive Power Conversion System (PCS)” said Gregg Patterson, President and CEO of Demand Energy. “With all the required certifications for behind-the-meter integration, the capabilities of Princeton Power’s platform of products and their incredibly responsive support is allowing us to address a wide range of systems sizes and emerging solution scenarios” Patterson added.

The first Glenwood project is already under construction and all of the projects are expected to be finished in five months, in time to provide power to the grid this summer.

About Princeton Power Systems

Princeton Power Systems, based in New Jersey and founded in 2001, designs and manufactures state-of-the-art technology solutions for energy management, microgrid operations and electric vehicle charging. The company is a global leader working with customers and partners across North America, Europe, Africa and the Caribbean. It manufactures UL and CE-certified power electronics that are used in advanced battery operations and alternative energy, with built-in smart functions for ancillary services. The company solves power issues to allow continued growth of distributed renewable energy by providing energy storage solutions that are proven to work, even in harsh environments. Princeton Power Systems builds integrated systems and designs, commissions and operates microgrids for leading organizations, including Fortune 500 automakers

and industrials, and non-profit organizations. The company proudly manufactures its products in the USA. More information about Princeton Power Systems is available at www.princetonpower.com.

About EnerSys

EnerSys, the global leader in stored energy solutions for industrial applications, manufactures and distributes reserve power and motive power batteries, battery chargers, power equipment, battery accessories and outdoor equipment enclosure solutions to customers worldwide. Motive power batteries and chargers are utilized in electric forklift trucks and other commercial electric powered vehicles. Reserve power batteries are used in the telecommunication and utility industries, uninterruptible power supplies, and numerous applications requiring stored energy solutions including medical, aerospace and defense systems. Outdoor equipment enclosure products are utilized in the telecommunication, cable, utility, transportation industries and by government and defense customers. The company also provides aftermarket and customer support services to its customers from over 100 countries through its sales and manufacturing locations around the world. More information about EnerSys is available at www.enersys.com

About Demand Energy

Founded in 2008 and led by a team of seasoned entrepreneurs from the telecom, utility and renewable energy industries, Demand Energy has architected the most comprehensive platform for integrating big-data analytics with energy storage at the edge of the utility grid. Our cloud-based, battery agnostic solution is running distributed energy storage systems today that are producing economic value on two continents and are transforming how energy is acquired and utilized in commercial and industrial buildings. Our systems are boosting the value of renewables by firming and time shifting the power so that it can be dispatched when it is most economically valuable, while at the same time improving grid stability. We believe the deployment of distributed generation and intelligent energy storage systems on either side of the customer meter will make the smart grid smarter, more resilient and cost effective for everyone. More information about Demand Energy is available at http://www.demand-energy.com

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