



A PARTNERSHIP IN POWER

A 2020 STUDY ON THE STATE OF DISTRIBUTED ENERGY RESOURCES

EMBRACING INTEGRATED ENERGY SOURCES

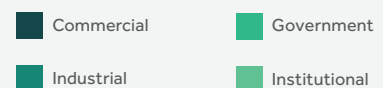
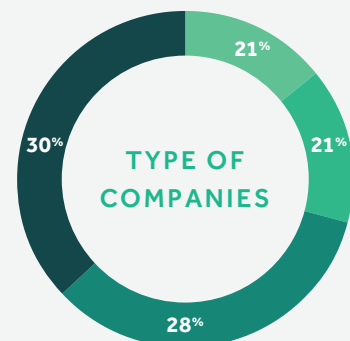
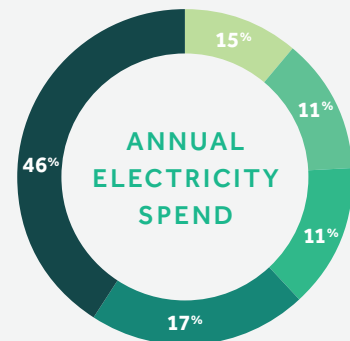
Distributed energy resources (DERs) are trending upward — and for the right reasons. They offer businesses resiliency and dependability year-round, both when the grid is stable and when it's deeply stressed. They've also become more cost-effective than ever, through innovative financing options where DERs are part of a service, eliminating the traditional barriers of upfront costs.

TWO COMPANIES. ONE EXPERT STUDY.

To better understand this new energy trend, we conducted a study with leading information and research provider, [Smart Energy Decisions \(SED\)](#), who specializes in addressing data needs of large electric power customers. Together, we surveyed large power users regarding their motivations, obstacles, and planned business models for deployment of DERs. We also assessed their interest in a wide range of DERs including onsite solar, EV charging infrastructure, demand response, CHP/cogeneration, energy storage, natural gas generators, fuel cells, microgrids, and biomass.

OUR AUDIENCE

To get an accurate scale of the market, we polled businesses from commercial, industrial and institutional organizations that aligned with our customer base as well as the general scale of businesses that might participate in DER programs in the future. A total of 102 SED readers responded, each representing organizations that indicated interest in DERs.





Find out more about our DER solutions.
nrg.com/DER

KEY TAKEAWAYS

- 1 Customers see DERs as a means to gain control over their power with innovative models and partnerships
- 2 Customers want control over their cost of power without spending their own capital
- 3 Customers are confused by their choices of power
- 4 DERs can help customers achieve renewable and sustainability goals
- 5 DERs are the best antidote to power outages

TOP DERs BUSINESSES CONSIDER IMPLEMENTING



Onsite solar



EV charging



Energy storage



Demand response



Microgrids

TOP THREE REASONS FOR DER DEPLOYMENT

- 1 **Cost savings**
- 2 **Improved energy efficiency**
- 3 **Meet emission reduction targets/goals**

DER OFFERINGS

Our team has the expertise, experience, and resources to make DERs a reality for your business.

Generator retrofits

Turning legislative compliance into a bigger, better solution

Backup generation

Affordable, seamless, and onsite power systems

Demand response

Tailored reduction strategies for using less and earning more

Blended distributed energy approaches

Tailored, resilient, and integrated energy systems