



**CALL FOR INNOVATORS:
MICROGRID &
DISTRIBUTED ENERGY RESOURCES**

With Whole Foods Market and ARUP

ARUP



DEADLINE: July 31, 2017

PURPOSE OF THIS CALL

Prospect Silicon Valley and its partners are seeking emerging microgrid technologies and distributed energy resources (DERs) from the global community of technology innovators. This is a unique opportunity for new technology to obtain exposure and gain acceptance our team of experts. Promising technologies may be incorporated into a highly visible microgrid demonstration project. Below is a summary of technology types we are seeking:

- Microgrid infrastructure (primary emphasis) –
 - Preferred platforms and products will provide simplified (ideally off-the-shelf) integration between existing & new DERs, the Building Management Systems (BMS), and the grid signals using recognized industry protocols for communication and security.
 - Overall goal of this system will also provide analytics/controls/intelligence for:
 - operational resiliency through grid islanding/reconnection, relaying and protection, and power quality corrections
 - direct financial benefits of demand forecasting, electric rate optimization, and scheduling
 - grid-level services such as voltage and frequency regulation
- Distributed Energy Resources - DERs (secondary emphasis) such as:
 - On-site generation (excluding PV panels)
 - On-site electricity storage
 - Thermal storage technologies – especially related to refrigeration
- Building-level systems (tertiary emphasis) such as:
 - DC-side building technologies
 - Energy Efficiency technologies – especially related to refrigeration

SITE DETAILS

Whole Foods Market is seeking product submissions to deploy at one of their product distribution centers. This project will design-and-deploy a microgrid to enable operational resiliency and provide behind-the-meter financial benefits to Whole Foods in reduced energy costs (demand curtailment and energy reduction) and other grid-related services. Promising candidates will be introduced to the team and will be given an opportunity to make their case for inclusion in a project.

REVIEW PROCESS

Submissions will be reviewed by a team of professional experts in the field (engineers, designers, and researchers) and evaluated on criteria including potential benefits especially with performance exceeding current commercial products, degree of third-party validation, and relative company maturity . Promising products will be considered for inclusion in the project. The review process may include an interview (in-person or phone) to discuss additional details of your submittal (reasonable NDAs will be accepted). More details on the timeline can be found below.

EXPECTED TIMELINE

June 2017	Release and distribution of RFI
July 21, 2017	Deadline for submissions
August & September	Interviews & follow-up (as necessary)
October 2017	Finalist Notification
Q4 2018	Estimated Construction

Submissions will be conducted online here: [_ \(goo.gl/forms/LQzsrXD7eJVQL313\)](http://goo.gl/forms/LQzsrXD7eJVQL313)

A copy of the questions can be found below:

1. COMPANY INFORMATION

A) Email address

B) Company Name

C) Company Details

Provide date business was established, location of headquarters, number of full-time employees

D) Nature of Business

(limit 1250 characters)

E) Company Website

F) How is your company currently funded?

2. PRODUCT DESCRIPTION

A) Description of Product

Provide a written description of your product (please limit to 250 words). Use of graphics, photographs, a slide deck, video, or other media to further explain your technology are highly encouraged. Email attachments to: Call_fo.x0ffrhubym6st632@u.box.com

B) Product Team Profile

Identify your key team members, contact information and relevant experience.

C) Previous Demonstration(s)

Provide date, location, and short description previous deployments of your product (feel free to provide links to case study summaries or white paper studies). Email attachments to: Call_fo.x0ffrhubym6st632@u.box.com

D) Site Applicability

Please describe how your system would provide additional resiliency and financial benefits to this site

E) Please classify your product type into one of the following:

- **Power Electronics** (smart inverter, microgrid controller, relays, etc.)
- **Microgrid controls platform** (to simplify integration of multiple microgrid assets)

- **Distributed Energy Storage** (Batteries, flywheels, thermal storage, etc.)
- **Distributed Energy Generation** (Renewables, advanced gas generators)
- **DC-grid building technologies**
- **Building energy efficiency technologies**
- **Others**

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About Whole Foods Market®

Founded in 1978 in Austin, Texas, Whole Foods Market (wholefoodsmarket.com, NASDAQ: WFM), is the leading natural and organic food retailer. As America's first national certified organic grocer, Whole Foods Market was named "America's Healthiest Grocery Store" by *Health* magazine. The company's motto, "Whole Foods, Whole People, Whole Planet"™ captures its mission to ensure customer satisfaction and health, team member excellence and happiness, enhanced shareholder value, community support and environmental improvement. Thanks to the company's more than 91,000 team members, Whole Foods Market has been ranked as one of the "100 Best Companies to Work For" in America by *FORTUNE* magazine for 18 consecutive years. In fiscal year 2015, the company had sales of more than \$15.4 billion and currently has more than 435 stores in the United States, Canada and the United Kingdom. For more company news and information, please visit media.wfm.com.

About Prospect Silicon Valley

ProspectSV is a nonprofit urbantech innovation hub focused on solutions for sustainable, smart cities. We bring government, corporations and academia together with start-ups, product teams and expert staff to accelerate innovations in transportation, energy and the built environment. ProspectSV provides a full spectrum of commercialization support including market and technical insight, connections to partners and investors, pilot opportunities as well as access to a \$12 million, 23,000 sq. ft. Technology Demonstration Center with working and industrial space, lab facilities and specialized equipment. In partnership with state and local governments, ProspectSV demonstrates and scales leading edge solutions, resulting in the avoidance of nearly 150 million lbs. of CO₂ in the coming decade. With projects in over 50 cities, leveraging over \$50 million in funding and financing, and with more than 25 corporate sponsors, ProspectSV is the only organization with the ability to both prove and apply solutions for next generation cities. For more information visit prospectsv.org.

About Arup

Arup is the creative force at the heart of many of the world's most prominent projects in the built environment and across industry. Its engineers and consultants deliver innovative projects across the world. Arup opened its first US office over 25 years ago, and now employs 1,300 in the Americas. The firm was founded in 1946 with an enduring set of values that fosters a distinctive culture, intellectual independence and collaborative approach. The people at Arup are driven to find a better way to deliver better solutions for their clients. For additional information, visit Arup's website at www.arup.com and the online magazine of Arup in the Americas at doggerel.arup.com