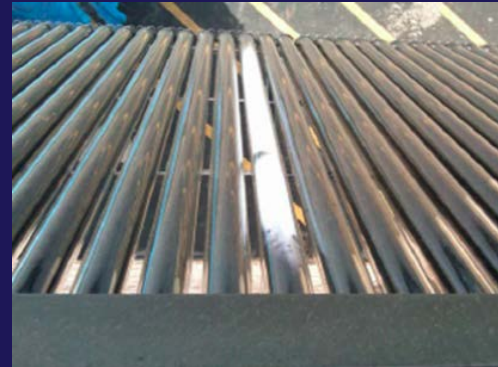


Welcome to the AEC's First Session on "Technology to Market"



Advanced Energy Conference - 2018
Christopher A. Cavanagh, PE – New Energy Solutions
March 27, 2018



Our Challenge

The Energy Tri-Lemma

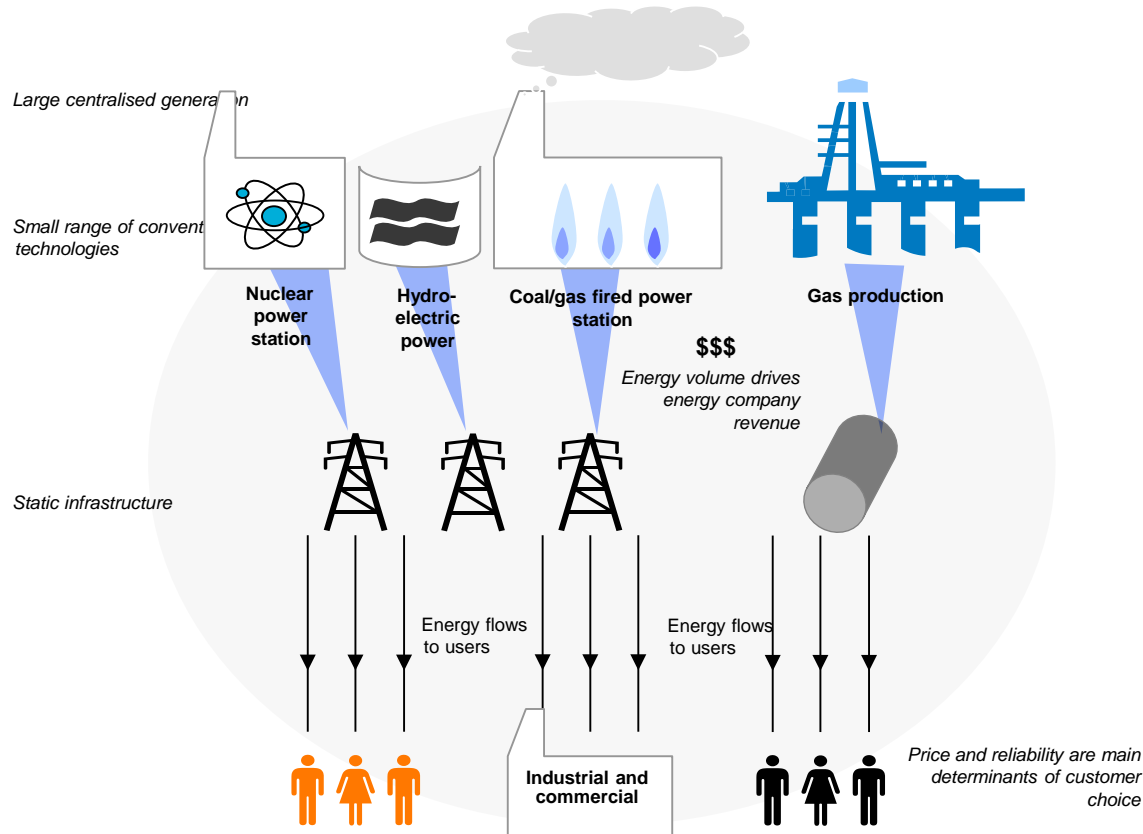
Provide customers with *Affordable, Reliable,* and *Sustainable* energy in the future.

- Modernize our infrastructure to meet 21st century demands.
- Put customers in charge.
- Connect our customers to renewable energy solutions.

The energy markets are changing Fast

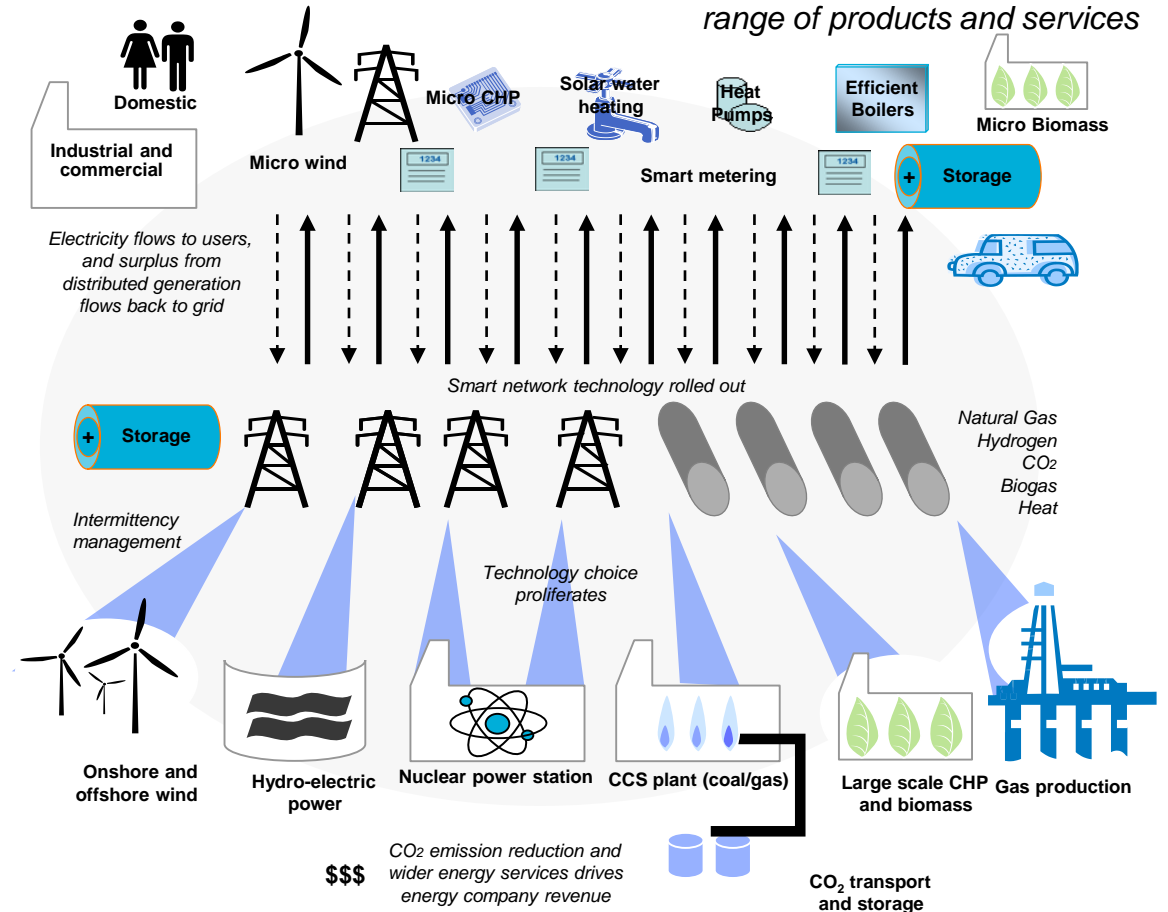
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Traditional Energy Market - supply driven



Today's Evolving Market - customer driven

Customers focus on economic and environmental value, using a wider range of products and services

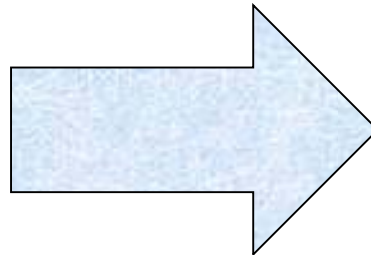


From “STEM” or “STEAM” Education to the Innovative Businesses of Tomorrow

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High School



National Grid Engineering Pipeline Program
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- ◆ **NYSERDA
Poof-of-Concept Centers**
- ◆ **Incubators**
- ◆ **Clean Tech Open NE**
- ◆ **Greentown Labs (MA)**
- ◆ **AERTC**

Today's speakers are just some of the success stories of NY's vibrant energy startup eco-system

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76WEST
SOUTHERN TIER
REGION



Jon Garrity

TagUp

Dr. Shailesh Upreti,

C4V

Angelo D'Anzi

StorEn

Dr. Gabriel Roriguez-Calero

Ecoelectro

Emilia Silletta

**Battery
Fingerprint**