



March 15, 2023

Dr. Peter Muhoro
Chief Strategy, Technology, and Innovation Officer
Rappahannock Electric Cooperative
247 Industrial Court
Fredericksburg, VA 22408

SUBJECT: Letter of Support for Rappahannock Electric Cooperative Proposal in Response to DE-FOA-0002740 "BIL - Grid Resilience and Innovation Partnerships (GRIP)" Topic Area 2

Dear Dr. Muhoro,

Open Access Technology International, Inc. (OATI) is pleased to offer this letter of support for the proposal "Enabling EV and DER Adoption through DERMS, AMI, and Fiber Integration" in response to the Bipartisan Infrastructure Law - Grid Resilience and Innovation Partnerships funding opportunity. The proposed project is positioned as a template to increase the adoption of electric vehicles and Distributed Energy Resources (DERs), and will prove beneficial to the cooperative members, while transitioning into a clean energy future.

OATI, as a named vendor, will be providing a centralized DERMS solution, from which to manage DERs and Demand Response resources. By connecting DERMS to existing enterprise system at Rappahannock, operators will gain visibility to these field assets, as well as be able to seamlessly plan, schedule, dispatch and report on programs leveraging these assets to meet project economic and reliability goals.

We look forward to supporting Rappahannock Electric Cooperative on this important and strategic project by leveraging our experience and expertise.

Sincerely,

A handwritten signature in blue ink that reads "Sasan Mokhtari".

Sasan Mokhtari, Ph.D.
President & CEO
763.201.2081
proposals@oati.net



Atlantic Engineering Group, LLC

P.O. Box 349 | Buford, GA 30515

4908 Golden Pkwy, Suite 100 | Buford, GA 30518

March 14, 2023

Dr. Peter Muhoro
Chief Strategy, Technology, and Innovation Officer
Rappahannock Electric Cooperative
247 Industrial Court
Fredericksburg, VA 22408

RE: Letter of Support for DOE DE-FOA-0002740 Proposal

Dear Dr. Muhoro,

Atlantic Engineering Group, LLC (AEG) is pleased to offer this letter of support for proposal "Enabling EV and DER Adoption Through DERMS, AMI, and Fiber Integration" in response to the Bipartisan Infrastructure Law – Grid Resilience and Innovation Partnerships funding opportunity. The proposed project is positioned as a template to increase the adoption of electric vehicles and distributed energy resources, and will prove beneficial to the cooperative members, while transitioning into a clean energy future.

AEG is a leading design and build fiber infrastructure business in North America. At the heart of our success lies inherent flexibility and scalability. Our financially sound, technically innovative, customer focused teams deploy the optimal solution for each client application and deployment methodology.

We look forward to supporting Rappahannock Electric Cooperative on this important and strategic project by leveraging our experience and expertise.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Luke Salter', is written over a light blue horizontal line.

Luke Salter | Vice President of Corporate Management

P.O. Box 349 | Buford, GA 30515

4908 Golden Pkwy, Suite 100 | Buford, GA 30518

Office: [706.654.2298](tel:706.654.2298) | Direct: [706.654.4011](tel:706.654.4011)

www.aeg.cc

March 13, 2023

Dr. Peter Muhoro
Chief Strategy, Technology, and Innovation Officer
Rappahannock Electric Cooperative
247 Industrial Court
Fredericksburg, VA 22408

RE: Letter of. Support for DOE DE-FOA-0002740 Proposal

Dear Dr. Muhoro,

Landis+Gyr Technology, Inc. is pleased to offer this letter of support for proposal “Enabling EV and DER Adoption Through DERMS, AMI, and Fiber Integration” in response to the Bipartisan Infrastructure Law – Grid Resilience and Innovation Partnerships funding opportunity. The proposed project is positioned as a template to increase the adoption of electric vehicles and distributed energy resources, and will prove beneficial to the cooperative members, while transitioning into a clean energy future.

Landis+Gyr is the leading global provider of integrated energy management solutions for the utility sector. Offering one of the broadest portfolios of products and services to address complex industry challenges, the company delivers comprehensive solutions for the foundation of a smarter grid, including smart metering, distribution network sensing and automation tools, load management, analytics, and electric vehicle charging. Landis+Gyr operates in more than 30 countries across five continents. With sales of approximately USD \$1.7 billion, the company pursues the sole mission of helping the world manage energy better.

Globally headquartered in Cham, Switzerland, Landis+Gyr serves over 30 countries worldwide. Landis+Gyr’s North American headquarters is located in the greater metro Atlanta, Georgia area. Landis+Gyr also employs 810 employees in the U.S. across 14 states and offers employees a variety of workforce development initiatives including college internship programs, required learning hours, a leadership development program, and others.

Landis+Gyr is responding to customer needs and offers solutions to their biggest challenges driven by industry trends and policies that shape the future of energy consumption. Already today, the company’s communications and Grid Edge Intelligence technology allows utilities and consumers to control the way energy is used in a safe, secure, and reliable way, driving efficiencies, and allowing for increased cost control and data utilization. Going forward, Landis+Gyr will shape the way resources are being managed through Smart Infrastructure technology even more effectively and efficiently, creating value for utilities and energy consumers.

Rappahannock Electric Cooperative (REC) has chosen to partner with Landis+Gyr to deploy a new generation of innovative IoT smart grid sensors to support the vision of integrated, flexible, real-time visibility and control

platforms for DERs. Characterized as AMI 2.0¹ by the broader industry, this innovative technology enables future-proofed capabilities at the grid edge including advanced computing power, load disaggregation, DER sensing, waveform analysis, voltage management, and the development of grid-edge flexibility and consumer engagement applications. This technology substantially upgrades the existing functions of AMI 1.0 from digitized “meter to cash” devices to enable a new suite of DER integration, monitoring, and control capabilities, among other benefit streams. Landis+Gyr offers more than 25 years of experience specific to AMR/AMI solutions; its unmatched maturity and experience bring leading technical solutions to smart grid deployments in North America and around the world. Learn more on our website at www.landisgyr.com.

While the existing capabilities of our proposed AMI solution are significant, REC will get an IP-based communications network built for future expansion. The next generation Revelo metering platform combines high level sampling rates of 15kHz with edge intelligence containing apps for both consumer facing and grid facing benefits. REC’s grid sensors will be connected to an IoT platform, Gridstream Connect, which is a proven multi-purpose network (supporting Mesh, Cellular and PLC) with the capacity to support everything from Advanced Metering Infrastructure (AMI), Advanced Grid Analytics, Advanced Load Management, Distribution Automation, Street Lighting, and other smart city applications. This network lays a foundation for future investments for REC.

Finally, Landis+Gyr recognizes the importance of embracing equity and will support REC in delivering benefits to the communities that need them the most. Our company has extensive experience with rural cooperatives and will work with REC to execute a deployment schedule that prioritizes disadvantaged communities in line with Justice40 principles. REC’s project design provides a platform for enhanced resiliency, visibility, control, and affordability within these communities as DERs proliferate. The grid flexibility capabilities unlocked by REC’s proposed portfolio are critical to realizing the Biden-Harris administration’s 2030 greenhouse gas reduction targets, clean economy development principles, environmental justice impacts, as well as Virginia’s clean energy and innovation priorities.

We look forward to supporting Rappahannock Electric Cooperative on this important and strategic project by leveraging our experience and expertise. If you have any questions, please contact Blake Zorn at (912) 293-6917 or Blake.Zorn@landisgyr.com.

Sincerely,



Ander Smith
Director, Commercial Operations

¹ [AMI 2.0: Planning for Next-Gen Advanced Metering Infrastructure | Deloitte US](#)

March 16, 2023

Dr. Peter Muhoro
Chief Strategy, Technology, and Innovation Officer
Rappahannock Electric Cooperative
247 Industrial Court
Fredericksburg, VA 22408

RE: Letter of Support for DOE DE-FOA-0002740 Proposal

Dear Dr. Muhoro,

The Shpigler Group is pleased to offer this letter of support for proposal “Enabling EV and DER Adoption Through DERMS, AMI, and Fiber Integration” in response to the Bipartisan Infrastructure Law – Grid Resilience and Innovation Partnerships funding opportunity. The proposed project is positioned as a template to increase the adoption of electric vehicles and distributed energy resources, and will prove beneficial to the cooperative members, while transitioning into a clean energy future.

As you know, The Shpigler Group has worked with electric utilities on developing grid modernization plans since 2001, and we are pleased to have the opportunity to support Rappahannock Electric Cooperative on this promising effort. In particular, we plan to offer support to REC based on the work we have conducted over the years, including:

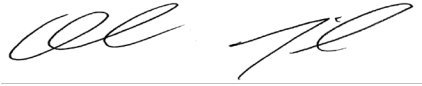
- Continually updating the business model to ensure that the project initiatives align with targeted financial and operational objectives
- Preparing technical requirements to make sure that all targeted systems are successfully integrated with existing operating platforms
- Supporting procurement efforts by making sure that all chosen technical solutions provide for positive financial and operational impacts
- Project managing pilot and full-scale implementation efforts for all use cases included in the project
- Creating operating dashboards and providing continuing support on tracking project metrics to ensure program success

As you know, these are all areas where we have supported utilities on similar efforts, like CenterPoint Energy (\$200 million Smart Grid Investment Grant awardee), Burbank Water & Power (\$20 million Smart Grid Investment Grant awardee), and Warren Rural Electric Cooperative (\$900,000 Commonwealth of Kentucky Cabinet for Economic Development awardee).

We look forward to supporting Rappahannock Electric Cooperative on this important and strategic project by leveraging our experience and expertise.

Sincerely,

Signed,

A handwritten signature in black ink, appearing to read 'D. Shpigler', is positioned above a horizontal line.

David Shpigler
President, The Shpigler Group



March 16, 2023

Dr. Peter Muhoro
Chief Strategy, Technology, and Innovation Officer
Rappahannock Electric Cooperative
247 Industrial Court
Fredericksburg, VA 22408

RE: Letter of. Support for DOE DE-FOA-0002740 Proposal

Dear Dr. Muhoro,

The Smart Electric Power Alliance (SEPA) is pleased to offer this letter of support for proposal “Enabling EV and DER Adoption Through DERMS, AMI, and Fiber Integration” in response to the Bipartisan Infrastructure Law – Grid Resilience and Innovation Partnerships funding opportunity. The proposed project is positioned as a template to increase the adoption of electric vehicles and distributed energy resources, and will prove beneficial to the cooperative members, while transitioning into a clean energy future.

SEPA is dedicated to helping electric power stakeholders address the most pressing issues they encounter as they pursue the transformation to a carbon-free energy system. We are a trusted partner providing education, research, standards, and collaboration to help utilities, electric customers, and other industry actors. Through educational activities, working groups, peer-to-peer engagements and custom projects, SEPA convenes interested parties to facilitate information exchange and knowledge transfer to offer the highest value for our members and partner organizations.

SEPA is excited and prepared to support this work as a Vendor offering services that include, but are not limited to, the following:

- A panel discussion at RE+
- A panel discussion at a utility conference
- A SEPA TV episode
- 2 webinars

We look forward to supporting Rappahannock Electric Cooperative on this important and strategic project by leveraging our experience and expertise.

Sincerely,



Chris Schroeder
Vice President, Research and Industry Solutions

March 16, 2023

Department of Energy
Washington, D.C.

To Whom It May Concern:

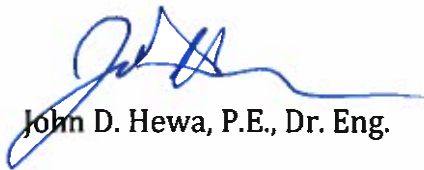
This letter serves as a commitment letter from the office of the Chief Executive Officer in support of the proposal being submitted by Rappahannock Electric Cooperative in response to the BIL – Grid Resilience and Innovation Partnerships (GRIP) grant topic area 2, Smart Grid Grants.

REC is one of the largest electric cooperatives in the U.S. and is committed to driving change in the energy sector. The energy transition faces various challenges but with projects such as the proposed “Enabling EV and DER Adoption Through DERMS, AMI, and Fiber Integration”, we believe that we can find replicable pathways to a clean electric grid.

As a way of commitment, REC will provide 50% cost-share towards the total cost of the project. This will be both cash and in-kind support.

I fully support the project and look forward to working with my staff to make the project a success.

Best Regards,


John D. Hewa, P.E., Dr. Eng.