

## Meet the Panel - Grid-Scale Energy Storage: Technological Innovations, Applications, and the Emerging Market

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### **Rick Winter, Founder and CEO, Primus Power**

A mechanical engineer by training, Mr. Winter has 20 years of grid storage experience ranging from designing and deploying hybrid remote power stations in the islands of the Torres Strait, to managing PG&E's Energy Storage Program, to developing four different flow battery technologies for grid storage applications. As VP Engineering at Powercell, he developed the world's first flow battery product (100kW/100kWh PowerBlock). He has directly tested and analyzed grid integration of distributed generation systems including batteries, flywheels, microturbines, PV, and diesels. Rick has four patents issued with three pending. He is a long-standing board member and twice chairman of the Electricity Storage Association. He is also an annually invited industry expert for the DOE's Peer Review Program tasked to appraise funded projects and provide programmatic feedback.

*About Primus Power Corporation:* The California corporation is productizing a low cost, compact, and rugged flow battery for grid storage applications. The product will be a multi-hour, modular, factory integrated EnergyFarm™. Maximum customer value will be attained through high-ramp mismatch stabilization between load and generation. This will both enhance utilization of existing electric infrastructure and minimize curtailment of renewable generation sources. The first field deployment will occur in 2012.

### **Mark Platshon, Partner, VantagePoint Venture Partners**

Mr. Platshon joined VantagePoint after serving as a Venture Partner at Trident Capital and at XSeed Capital. Mark has +20 years of experience as CEO of several Silicon Valley companies including Idetek, an environmental and food diagnostics company acquired by Idexx Labs; ELO, the pioneer in touchscreens now part of Tyco; Ancore, an explosives detection company acquired by Rapiscan; Zing, an online photography company acquired by Sony, and Capnia, a specialty pharmaceutical company. Mark earned a B.S.E. in Naval Architecture and Marine Engineering from the University of Michigan, studied Nuclear Engineering at the Westinghouse Naval Reactor School and received his MBA from the Stanford Graduate School of Business. As a Navy lieutenant, Mark had a joint Navy and Department of Energy appointment to the staff of Admiral Hyman G. Rickover. He is a co-founder of Li-ion battery company Amprius, and focuses on energy storage, transportation, wind and solar technologies for VantagePoint.

*About VantagePoint Venture Partners:* An investor of transformative, 21st century technologies. The Firm partners with entrepreneurs in the CleanTech, Healthcare and Information Technology sectors and has an extensive industry-leading investment team of experts, a broad network Strategic Partners and Senior Advisors, and more than \$4.5 billion in committed capital. The Firm has investments in more than 70 companies, including Better Place, Bridgelux, BrightSource Energy, MiaSolé, Ostara Nutrient Recovery Technologies, Serious Materials, Solazyme, SuperBulbs, Tesla Motors and Tendril Networks.

### **Dr. Craig R Horne, President & CEO, EnerVault Corporation**

Dr. Horne has a 20 year career in cleantech, spanning solid oxide fuel cell, Li-ion battery, Pb-acid battery, and Redox Flow Battery technologies. Dr. Horne has served leadership roles at NanoGram, NeoPhotonics, Kainos Energy, and World Energy Labs and currently serves on the Technical Advisory Board of Amprius. Craig has +15 publications and has been awarded 16 U.S. patents. Craig holds degrees from U. Florida (B.S. w/ high honors), U.C.L.A. (M.S.), and U.C. Berkeley (Ph.D.).

*About EnerVault Corporation:* EnerVault provides large-scale energy storage solutions for commercial, utility, and grid applications. The robust underlying storage technology delivers usage profiles and system designs suitable for intermittent wind, solar, and other renewable energy resources. EnerVault's Vault-20 system provides a cost-effective,

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modular solution for time-shifting energy from low value to high value periods, providing critical back-up power, or delivering ancillary services such as frequency regulation to the grid.

### **Bill Gray, Founder and CEO, Velkess Inc.**

Mr. Gray is the primary inventor of the Velkess core energy storage technologies. Previous to Velkess, Mr. Gray developed several technologies for zero pollution manufacturing of consumer products. Mr. Gray has worked extensively in the fields of industrial automation, materials development, materials processing, and communications systems. Mr. Gray also served as an associate for Signal Equity Partners. He holds an A.B. from Harvard College.

*About Velkess:* Velkess develops energy storage systems to provide fully balanced and dispatchable renewable energy for both grid attached and micro-grid applications using a variety of energy storage mediums and power converter topologies. Velkess is also developing a novel flywheel energy storage technology with economics that will enable a dramatic reduction in the cost of new high performance energy storage for non-mobile grid scale applications. Velkess is currently working to put this technology into high volume commercial production within 2 years. Widely available low cost energy storage can be profitably applied to a multitude of electrical system applications including fully dispatchable “balanced renewable energy” which will allow renewable generation to achieve penetration rates as high as 100% on both micro and macro electrical grids.

### **Dr. Ed Cazalet, Co-Founder and Vice President, MegaWatt Storage Farms**

Dr. Cazalet has +40 years of electric power experience as an executive, board member, consultant, and entrepreneur. Dr. Cazalet was appointed by CA Gov. Schwarzenegger in 2004 to a three-year term as a member of the Board of Governors of the CAISO. The CAISO is charged with safe and reliable real-time operation and planning of the high voltage transmission system in California. Previously, Dr. Cazalet founded APX in 1996, raising \$66 million in investment capital in three rounds (APX provides independent transaction services for electric power and environmental registries). Additionally, Dr. Cazalet founded Decision Focus, Inc. (DFI) and was an early member of SRI International. Dr. Cazalet holds a PhD from Stanford University focused on economics, decision analysis, and power system planning and degrees in engineering from the University of Washington.

*About MegaWatt Storage Farms:* MegaWatt plans, develops, owns and operates large electricity storage facilities that connect directly to the wholesale electric grid. MegaWatt provides electricity storage services to utilities and other interested parties, as well as consulting services.

### **Eric Wesoff, Senior Analyst and Author of the Greentech Innovations Report, Greentech Media**

Mr. Wesoff's expertise covers solar power, fuel cells, biofuels and advanced batteries. His strengths are in market research and analysis, business development and due diligence for investors. Mr. Wesoff founded Sage Marketing Partners in 2000 and was the publisher of the Venture Power newsletter. He has worked in senior sales and marketing positions at Siemens Optoelectronics, Akzo Nobel Photonics, Dicon Fiber Optics, as well as consulting for numerous organizations in energy and beyond.

*About Greentech Media:* Greentech Media is an integrated online media company designed to deliver the highest-quality content in the industry, whether it is research, news or critical networking events.