Questions for the Competitive Supplier Perspective

Industry Issues and Problems

- What current challenges do you face in competitive supply in Massachusetts?
- Classify the answers to the above as either market based or policy/regulation based
- Do you see any energy storage based solutions to the above identified issues? If so, elaborate on how storage could address the issue

Market Opportunities

- Beyond resolving issues identified previously, what new opportunities do you see for energy storage in the competitive supplier market in Massachusetts? Address both behind the customer meter and grid connected opportunities.
- Would energy storage enable wider spread adoption of renewable resource generation?
- Would energy storage provide more customer choices?
- What economic development opportunities might energy storage provide to the state?

Barriers & Challenges

- What obstacles do you currently face or envision to capitalizing on the previous discussed opportunities? Obstacles can be technological (energy storage and information technology), economic, rules, regulatory, etc.
- Is financing an issue? Elaborate on financing issues/challenges

Solutions / Mitigation Strategies

- Discuss some possible solutions to the barriers and challenges identified
  - Legislative
  - Regulatory
  - Utility tariff
  - Market