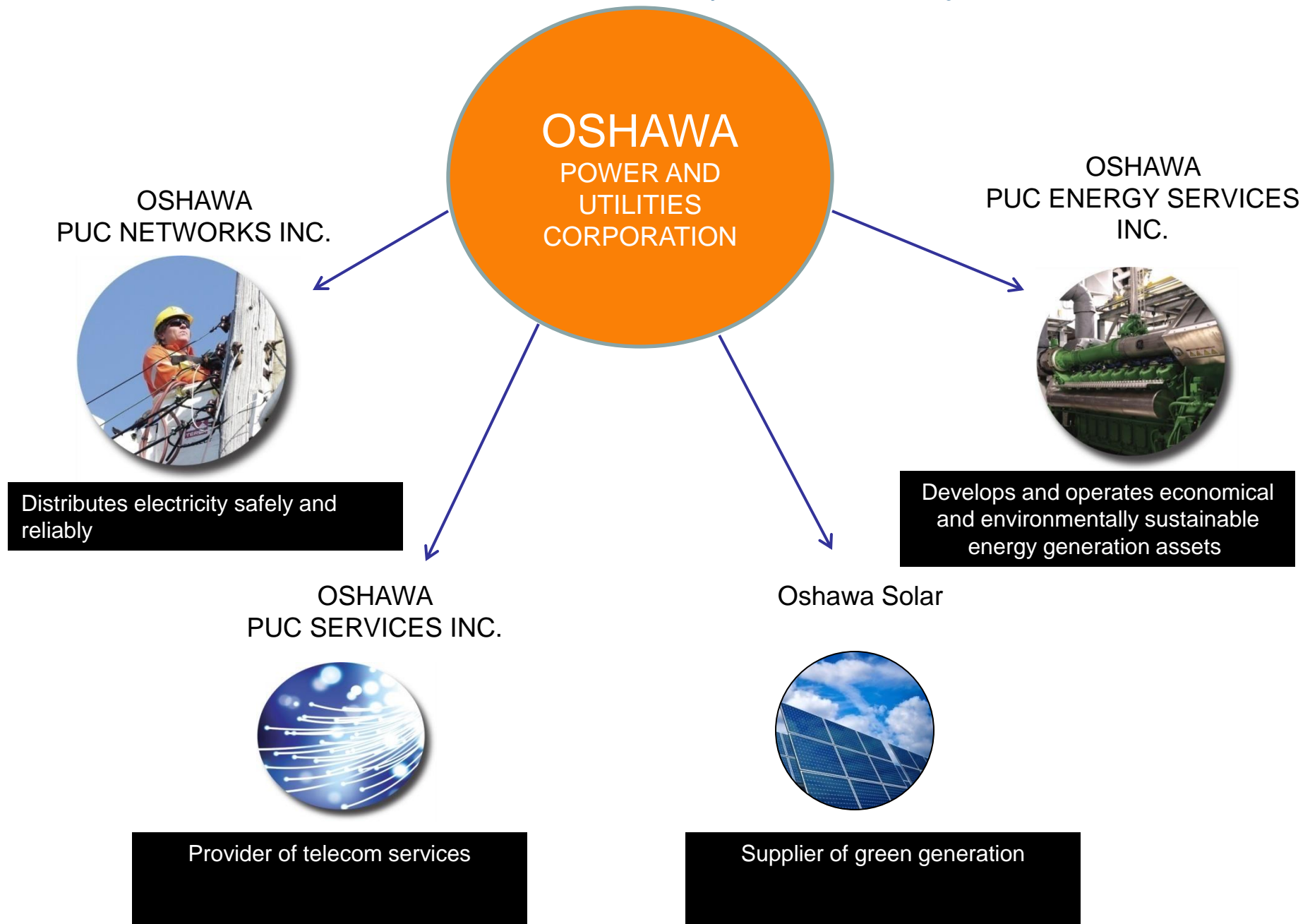




# ATUL MAHAJAN Oshawa Power and Utilities Corporation

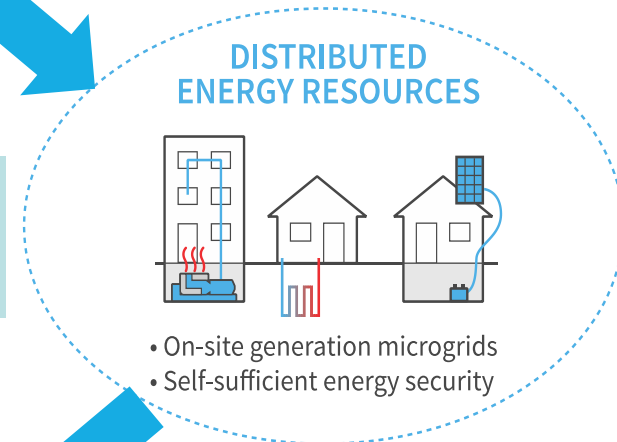
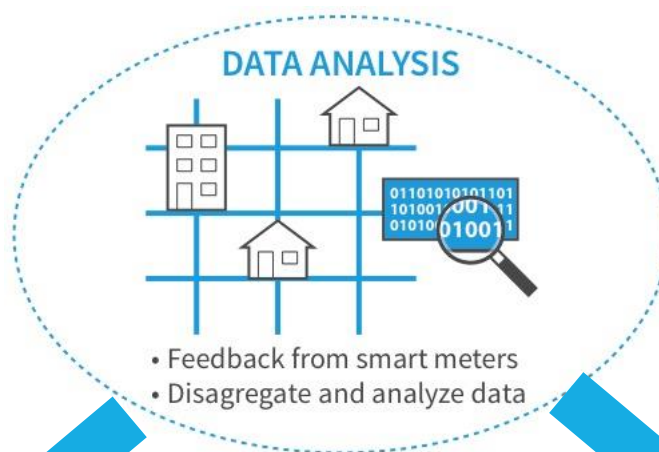
## UTILITY TRANSFORMATION AND THE ROLE OF JAPANESE TECHNOLOGIES FACILITATED BY NEDO, JAPAN

# Who are we...not just a Utility

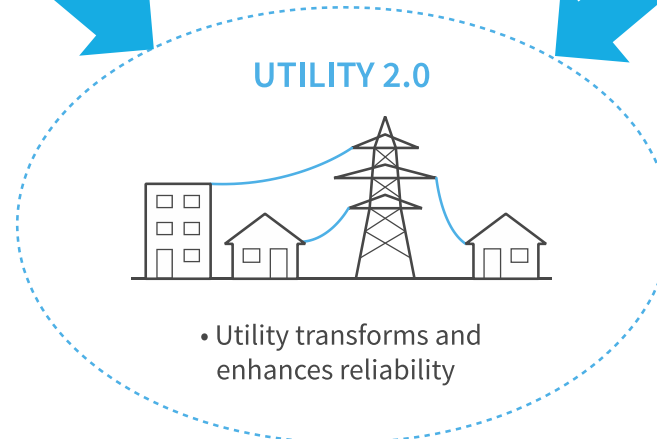
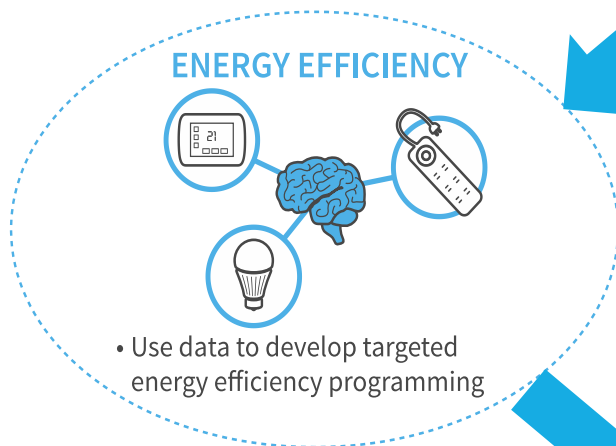


# Utility – 1.0



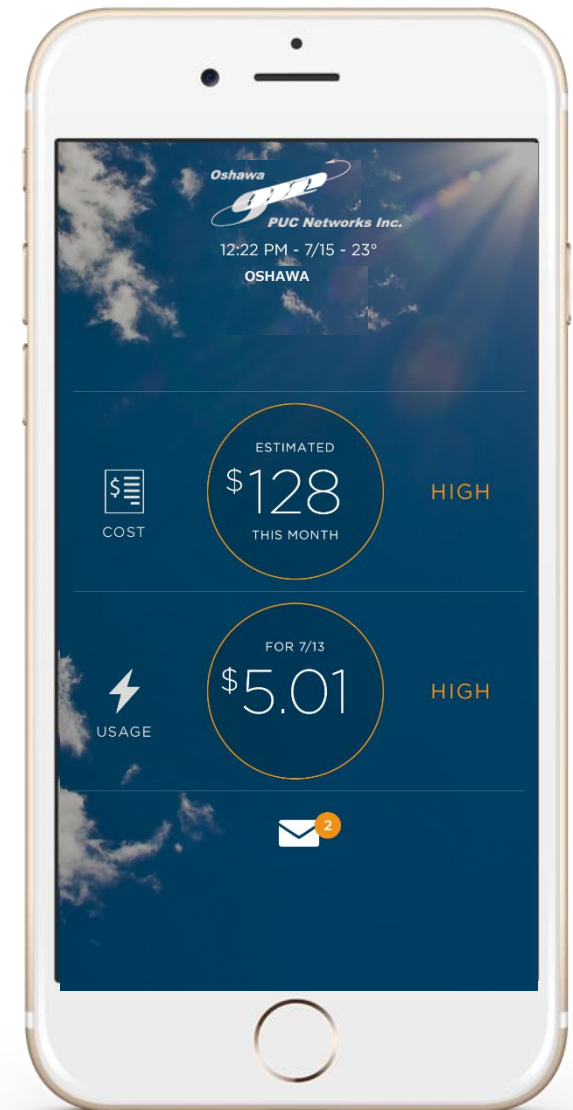


# Utility 2.0



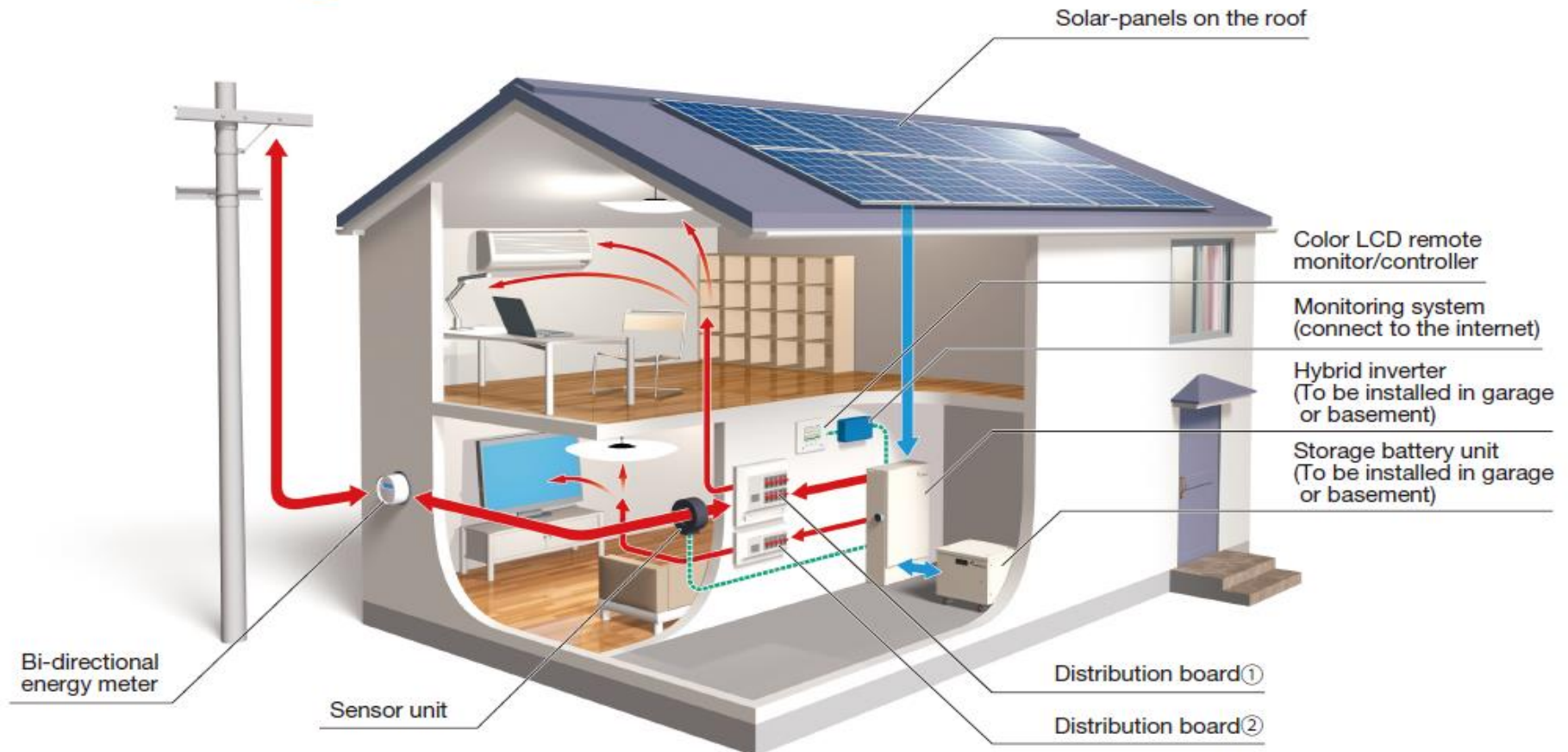
# Data Driven Customer Engagement/ Energy Efficiency

- Energy Management App
  - Real-time access to consumption data
  - Comparative analytics
  - Tailored tips
  - Warnings/prompts
- Reduction in energy consumption



# Data Driven Residential Solar + Storage installations

## Installation Diagram





# SURVIVE

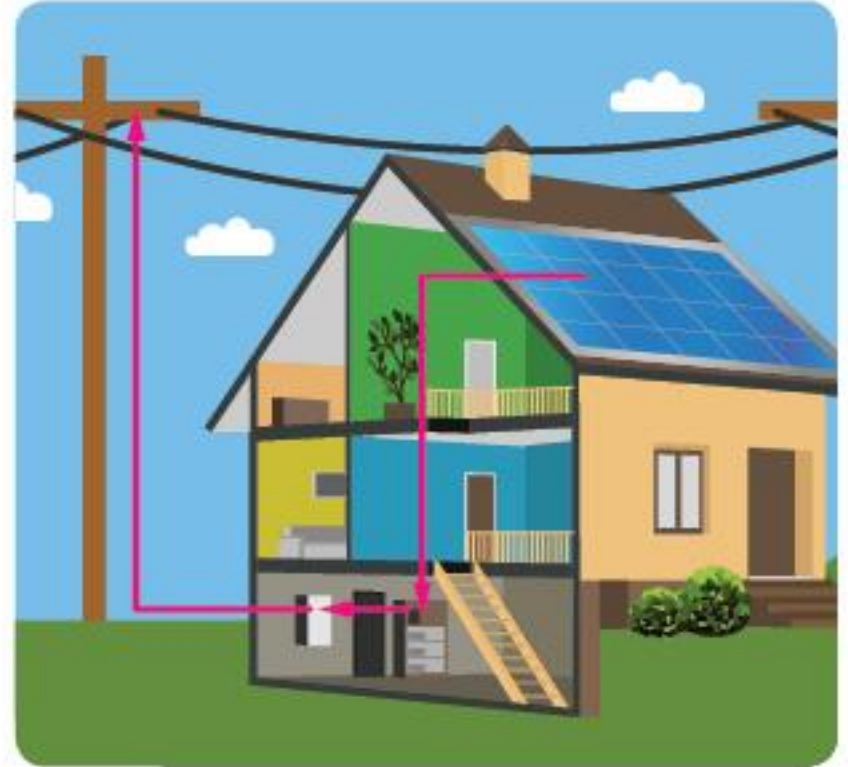
# AND

# THRIVE



Do we only invest in poles,  
wires and substations?

Grid out – backup in.



Go beyond  
invest at customer premises  
solar + storage.

Grid in – backup out.

# OR

# What has Japan done for us...

## Oshawa and OPUC Partner with Japanese Energy Organization for Innovative Solar Energy Project



*The Japanese Consul General (far right) was on hand for the signing of a Memorandum of Understanding that will bring a solar energy storage pilot project to Oshawa. The MOU was signed by Mayor John Henry and officials from Oshawa PUC and NEDO.*

The Japanese Consul General visited Oshawa on July 17 to celebrate a partnership between the City of Oshawa, New Energy and Industrial Development Organization of Japan (NEDO) and Oshawa PUC Energy Services (OPUC) that will bring a solar energy storage pilot project to approximately 30 homes in Oshawa.

Representatives from the City, including members of City Council, NEDO and OPUC

attended the official signing of the Memorandum of Understanding (MOU) that formalizes the cooperative relationship for this new innovative solar energy storage and management system.



A Panasonic television is shown from a front-facing perspective. The screen is dark, and a white rectangular box is centered on the display. Inside this box, there is black text that reads: "View Oshawa Power Solar Storage video at" followed by a URL on the next line. The Panasonic logo is visible at the bottom center of the television's bezel.

View Oshawa Power Solar Storage video at  
<https://www.youtube.com/watch?v=7NMVbbsmuLE>

**Thank You**