



Press Release

SMA America

SMA America and EnergyHub partner to deliver cutting-edge solar inverter management for utilities

ROCKLIN, Calif., Nov. 12, 2019 – SMA America, a prominent specialist for photovoltaic system technology, and EnergyHub, the leading provider of distributed energy resource (DER) solutions for utilities, are proud to announce the two companies have finalized a partnership poised to deliver valuable inverter management functionality to EnergyHub's utility clients.

Utilities can use EnergyHub's Mercury distributed energy resource management system (DERMS) to deliver mission-critical grid services using SMA commercial and residential inverters through real-time management of essential inverter settings to support distribution network operations. The integration allows utilities to manage natively supported and remotely configurable settings on SMA inverters, including active power, reactive power, and ride-through settings.

SMA and EnergyHub are launching the SEP 2.0/IEEE 2030.5 protocol-based integration with Arizona Public Service (APS) to enable the utility's innovative APS Solar Communities program. APS will use the Mercury DERMS to control SMA inverters at multi-family and commercial-sited solar PV systems throughout its service territory. The integration, which is compliant with California Public Utilities Commission (CPUC) Electric Rule 21 and the Common Smart Inverter Profile (CSIP), will support key use cases at APS, such as grid stability and excess solar curtailment in response to negative CA-ISO locational marginal prices.

"APS Solar Communities is a unique program that makes solar more accessible to residential customers as well as multifamily housing complexes for limited-income residents, nonprofits, Title I schools and rural governments," said Marc Romito, Director of Customer Technology at Arizona Public Service. "The program is a prime example of how we're using innovative technology to offer more clean-energy solutions that benefit both our customers and the grid.

"We couldn't be more excited to provide our award-winning hardware and IoT platform for energy management to customers in the APS Solar Communities program," said Maik Brueschke, head of ennexOS and digital components at SMA. "Powered by our integration with EnergyHub, APS Solar Communities promises to deliver significant value to both APS and their customers for a long time."



As many utilities face the challenge of daily peak solar generation exceeding peak demand – leading to issues like reverse power flow and negative pricing – the integration between EnergyHub and SMA provides utilities with powerful tools to solve those problems. With this control mechanism in place, customers enjoy reduced energy costs of the SMA solar energy systems while the utility benefits from the increased flexibility of grid-supportive solar energy generation. This creates a win-win scenario between the utility and consumers and will allow for smart solar growth in the future.

“We take a lot of pride in the fact that EnergyHub’s Mercury DERMS has more device partner integrations than any other DERMS platform,” said Seth Frader-Thompson, President and Co-founder of EnergyHub. “Adding SMA to our roster of DER vendors is a huge win for us and our utility customers, and we’re looking forward to helping utilities get maximum value out of SMA solar systems.”

### **About SMA**

As a leading global specialist in photovoltaic system technology, the SMA Group is setting the standards today for the decentralized and renewable energy supply of tomorrow. SMA’s portfolio contains a wide range of efficient PV inverters, holistic system solutions for PV systems of all power classes, intelligent energy management systems and battery-storage solutions as well as complete solutions for PV diesel hybrid applications. Digital energy services as well as extensive services up to and including operation and maintenance services for PV power plants round off SMA’s range. SMA inverters with a total output of around 80 gigawatts have been installed in more than 190 countries worldwide. SMA’s multi-award-winning technology is protected by more than 1,400 patents and utility models. Since 2008, the Group’s parent company, SMA Solar Technology AG, has been listed on the Prime Standard of the Frankfurt Stock Exchange (S92) and is listed in the SDAX index.

### **About EnergyHub**

EnergyHub is the connected device solution for utilities. EnergyHub’s Mercury DERMS allows utilities to partner with their customers to deliver more powerful demand response and grid services using the industry’s leading ecosystem of connected devices and distributed energy resources. Our Bring Your Own Thermostat® service makes millions of existing connected homes available to utilities for demand response without a single truck roll. Dozens of utilities rely on EnergyHub to deliver critical demand response services. EnergyHub is an independent subsidiary of [Alarm.com](http://Alarm.com) (NASDAQ: ALRM), the leading technology provider of connected home solutions. For more information, visit [www.energyhub.com](http://www.energyhub.com).

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SMA America and EnergyHub Partnership

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This press release can contain future-oriented statements. Future-oriented statements are statements which do not describe facts of the past. They also include statements about our assumptions and expectations. These statements are based on plans, estimations and forecasts which the Managing Board of SMA Solar Technology AG (SMA or company) has available at this time. Future-oriented statements are therefore only valid on the day on which they are made. Future-oriented statements by nature contain risks and elements of uncertainty. Various known and unknown risks, uncertainties and other factors can lead to considerable differences between the actual results, the financial position, the development or the performance of the corporation and the estimates given here. These factors include those which SMA has discussed in published reports. These reports are available on the SMA website at [www.SMA.de](http://www.SMA.de). The company accepts no obligation whatsoever to update these future-oriented statements or to adjust them to future events or developments.



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