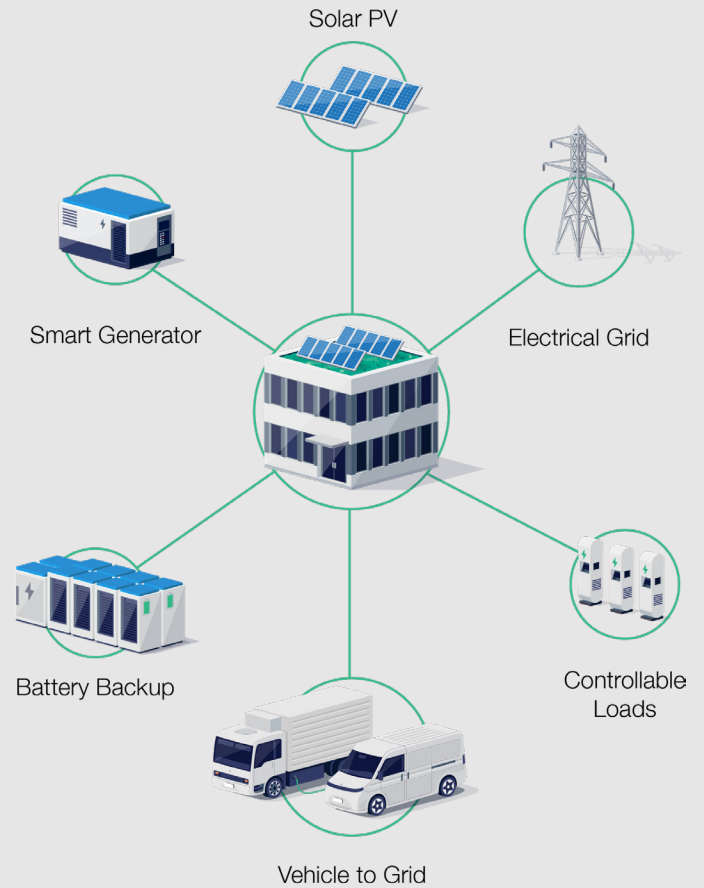


The Heila Technologies EPC Partner Playbook



The Modern Microgrid

Identifying Ideal Project Scenarios and Unlocking Their Full Potential

In distributed energy and microgrid deployment, on the ground experience and technical expertise matter. Heila's Partnership Program helps Engineering, Procurement, and Construction (EPC) firms confidently and successfully navigate the complex and rapidly evolving microgrid landscape. Qualified EPCs can receive access to useful knowledge, preferred pricing, favorable contracts, and a direct line to our microgrid experts. The innovative Heila EDGE® is the key to delivering project

success. Heila EDGE is an advanced, decentralized microgrid controller that simplifies deployment and reduces project risks. The modular, fit-for-purpose platform streamlines the connection and optimization of distributed energy resources (DERs) to coordinate power assets easily, optimize renewable energy use, cut utility costs, and maximize market participation value.

Heila EDGE® Use Cases

Where Heila is the Right Controller for your Microgrid

If any of the attributes of a microgrid project or potential project appear on this list, Heila can help you achieve your goals.

| Innovative System Design

Rapid Scalability

As energy needs grow, Heila EDGE enables quick, low-cost system upgrades through additional DER deployments.

Hardware Compatibility

Heila EDGE is hardware agnostic, ensuring compatibility with a wide range of assets and equipment.

Enhanced Resiliency

Heila EDGE's decentralized architecture offers superior resilience compared to centralized control systems, reducing the risk of a single point of failure.

Flexible Onsite or Remote Access and Control

The use of onsite or remote access and real-time management capabilities enables for control and analysis of microgrids.

Islanding and Sectionalizing

Control switchgear at multiple points of interconnection (POI) with the utility network and within the local distribution system without altering the current grid connection state.

Custom Communication and Control

Tailor communication and control to your specific needs, whether integrating with enterprise SCADA systems, data historians, industrial process equipment, or mission-critical equipment.

| Cost Savings and Revenue Potential

Modular and Predictable

A modular and predictable system configuration process that eliminates the variability in project commissioning costs, ensuring budgetary peace of mind.

Optimal Control

End customers benefit from optimal system control, including time-of-use (ToU) energy pricing, demand charge management (DCM), and other optimization opportunities.

Market Participation

Enables seamless participation in demand response and other market programs to maximize revenue potential.



Get Started Today

Ready to unlock the potential of Heila EDGE and elevate your microgrid projects to new heights? For more information about the Heila EPC Partnership Program, [contact us](#).

