



Key Technical Challenges



EW50 Wind Turbine

- 15-year history (including legacy AOC)
- Key Specifications
 - 50kW, 100' Tower, 50' rotor
 - 3 Phase Induction motor
 - 9 mph cut-in, 50 mph cut-out
 - Streaming data
- Distributed Energy Applications:
 - Commercial/Industrial sites
 - School and Colleges
 - Municipal Facilities



Key Technical Challenges

- Systems Integration
 - High Penetration concerns
- Lack of Local, Trained Personnel
 - Brain drain risk? (how can it be addressed?)
 - Where does it sit?
 - Who pays for it?
- Technical Risk (equipment failures)
 - Small problems = big losses
 - Big problems = dead project
- Financial Risk
 - Addressing the great unknown

Technical Solutions:



Technical Solutions:

- Systems Integration
 - Consider starting low penetration
 - Find a good integrator (delivery/accountability)
- Lack of Local, Trained Personnel
 - Locate key competency in Hub Cities if necessary
 - Paid for by the customer (ultimately)
- Technical Risk (equipment failures)
 - Current strategy = remote support riders
 - How accurate is the estimate?
- Financial Risk
 - HMO vs. HSA

Technical Solutions:

- HMO
 - Copay
 - Maximum annual out-of-pocket
 - Coverage of major “medical”
- HSA (high deductible)
 - Owner covers minor costs
 - Owner chooses high deductible level

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