

How Derapi helped Northern Pacific Power drive new value by unlocking their customer data

New NEM3 strategy

10X lower cost

Implemented in 2 days

Barriers to unlocking DER value in the real world

Northern Pacific Power Systems is a leading solar, battery storage, and electrification installer in Northern California who takes pride in their innovation-driven culture. While developing their strategy for NEM3, they quickly realized that accessing data from customer DERs was critical to expanding our relationship with their base. However, the enormity of analyzing a their base of over 2500 customers to reveal new opportunities quickly became overwhelming.

“Derapi plays a key role in our NEM3 strategy to harness the power of DER data to deepen our relationships with our customers. Derapi is more than a platform, they’ve been invaluable business partners at a critical time.”

Andrew Krause
CEO, Northern Pacific Power Systems

Realizing that DER data was at the center of all their new strategic use cases, Northern Pacific performed an exhaustive search for tools and partners to help us unlock this data. The options options they found were expensive, time-consuming, and would over-commit them to specific vendors and technology platforms. They needed a way to test new data-driven strategies quickly, inexpensively, and without risk.

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Derapi’s API provides fast, flexible access to DER data

That’s when Northern Pacific turned to Derapi. In a matter of days, they were able to access the needed data through the Derapi Solar and Storage Telemetry API. Even more remarkable is that this solution came at a 10 times lower cost compared to their previous unsuccessful effort.

As a result, Northern Pacific was able to quickly execute a pilot with 37 customers in a utility program that will earn these customers new revenue from the batteries they already own. Once the pilot is complete, NPPS will look for ways to offer this more widely. NPPS has other data-enabled initiatives that will help unlock additional opportunities with their existing customers, such as home electrification and virtual power plants (VPPs). With the flexibility provided by Derapi’s API, Northern Pacific can continue to innovate new solutions to serve their customers and succeed in an ever-evolving market.

Ways DER data can drive revenue

- Address new sales scenarios for sites with existing solar and/or storage
- Integrate modeling between DERs to illustrate bundled benefits
- Simplify participation in Measured Savings and VPP opportunities

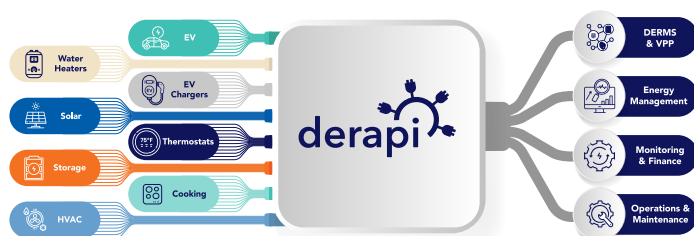
How Derapi can help

- Single point to access data from multiple vendors
- Flexible subscription model with no minimums
- Test innovative new business models quickly, with low risk



Reach out to schedule a demo!

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Derapi: One API uniting the Distributed Energy ecosystem