

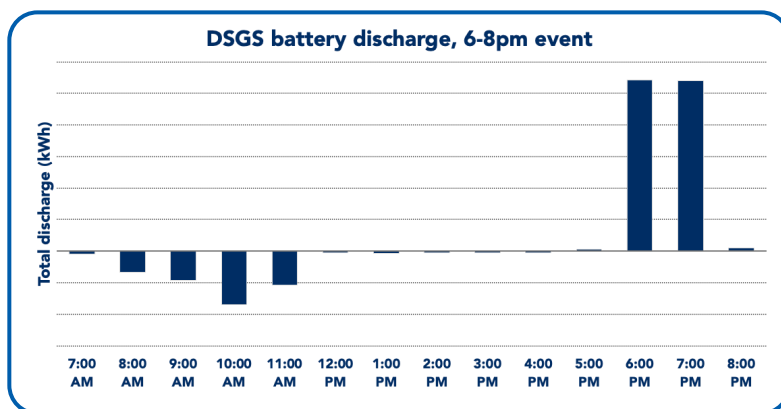
# derapi

## Unlocking Market Access: How Derapi Enabled Fast Participation in California's Demand Side Grid Support Program

**ENPHASE** a leading solar and battery storage company, wanted to make its IQ Battery more valuable for customers by joining California's Demand Side Grid Support (DSGS) program. This program pays homeowners to use their batteries to support the grid during high-demand periods. To participate, Enphase needed a partner who could handle the technical work of connecting batteries to the program and managing reporting—without adding extra burden to its engineering team.

### the challenge

Enphase Energy, Inc.'s Grid Services team recognized a major opportunity to improve the return on investment (ROI) for its battery customers by participating in California's Demand Side Grid Support (DSGS) program and other similar initiatives. However, participation came with significant challenges: market signals had to be translated into precise battery control commands, and each action required accurate performance reporting and measurement. Developing these capabilities in-house would require substantial engineering effort and divert critical resources away from Enphase's other priorities. The company needed a proven solution that could be deployed quickly and seamlessly, without sacrificing accuracy, compliance, or time to market.



### the results



**Multi-MW**  
aggregation



**Thousands**  
enrolled



**Implemented**  
in **4 weeks**

# the solution

Derapi provided the expertise and technology Enphase Energy, Inc. needed to quickly participate in California's Demand Side Grid Support (DSGS) program. Using its Control API, Derapi seamlessly translated market signals from Olivine into real-time commands for Enphase's batteries. The entire integration was completed in just four weeks—a fraction of the time in-house development would have required—allowing Enphase to meet program requirements without overextending internal teams. Beyond device control, Derapi's Data API automated all performance reporting and measurement, ensuring accuracy, compliance, and scalability. With this comprehensive solution, Enphase successfully joined the program while keeping operational overhead low and maximizing ROI for both the company and its customers.

## the benefits

The collaboration delivered immediate, measurable impact. Within weeks, the aggregation had reached MW scale, with hundreds of customers enrolled. By partnering with Derapi, Enphase not only accelerated program adoption but also enhanced the value of its batteries. For 2025, Enphase leveraged the existing integrations to also make the Emergency Load Reduction Program (ELRP) available to customers. Thousands of Enphase customers are now enrolled in multi-MW aggregations supporting the California grid. Customers now stand to earn as much as \$450 per year by participating in grid events, improving ROI, making the devices more attractive to new buyers, and driving higher sales for the manufacturer.

### Key Benefits:

- *Faster enrollment at scale:* Thousands of customers enrolled
- *Seamless addition of new programs:* Adding ELRP required no technical resources.
- *Stronger customer ROI:* Up to \$450 in potential annual earnings per battery.
- *Sales growth:* More attractive battery economics that help close new deals.

*"Derapi has provided real value in supporting delivery of our Grid Services programs. Their team has proven that they can deliver integrations to utility and market programs quickly, reliably, and at scale."*

**-Michael Norbeck, Sr. Director Grid Services,  
Enphase Energy**



derapi is the software hub for the Distributed Energy ecosystem. Derapi makes it easy to connect and control distributed energy devices like rooftop solar and home batteries. Derapi provides one simple API that works across many brands so new devices can be integrated in days, not months. This saves time, reduces costs, and allows utilities and software providers to focus on creating better energy programs for customers. Manufacturers that partner with Derapi also gain access to a wider range of utility and market programs, making their products more attractive in the market while minimizing support costs.

schedule an appointment today | [sales@derapi.com](mailto:sales@derapi.com)