

# Solar Homes 2021-22

## Approved Battery Aggregation Programs

Please take a moment to read through the following webinar guidelines:

- This **webinar is being recorded** for internal purposes.
- Please always keep your **microphones on mute** unless you are invited to speak.
- Please always keep your camera turned off, as only Solar Victoria will share images on the screen today.
- If you have a question or comment, please write them in the chat box. We'll collect all questions and if we haven't already answered them during the presentation, we will try to answer as many as we can at the end of the presentation.
- The presentation pack and all question and answers will be uploaded to the Solar Victoria website to ensure that everyone receives the same information.
- Finally, we ask that everyone respects each other's time and does not interject.

Thank you



# Welcome to the webinar

The webinar will start at 1605H



- 1. Acknowledgement of country**
- 2. Probity**
- 3. Overview of Solar Homes**
- 4. Solar Homes Battery Program in 2021-22**
- 5. Objectives of the Solar Homes Battery Program**
- 6. Aggregation in the Solar Homes program**
- 7. Approved Solar Homes Battery Aggregation Programs**
  - What we plan to do
  - Consumer-centered approach to programs
  - What's in it for participating programs
  - How to apply
  - EOI assessment criteria
  - Timeline
- 5. Consumer Literacy campaign**
- 6. Research and learning**
- 7. Questions and answers**

I would like to begin by acknowledging the Traditional Owners of the land on which we are hosting this meeting today. I am joining you from the lands of the Wurundjeri people of the Kulin nation, and pay my respects to elders past, present and emerging.

## Probity Principles

- Acting with integrity and impartiality
- Consistency and transparency of process
- Use of a competitive process
- Security and confidentiality
- Identification and resolution of conflicts of interest and
- Ensuring appropriate capability

## Requirements for applicants

Prospective applicants will need to comply with all probity requirements, including:

- Lodge EOI documents on time and in accordance with the instructions in the market documents
- Do not communicate with the Department's personnel, contractors or project consultants other than by way of the process set out in the invitation documents
- Failure to comply may render you liable to disqualification from the process

Any concerns regarding this process please contact

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## SOLAR HOMES PROGRAM

The **Solar Homes Program** is a \$1.3 billion, 10-year commitment launched in August 2018 to help put power back in the hands of Victorians, drive down energy costs, reduce greenhouse gas emissions and create thousands of jobs.

By providing rebates and no-interest loans to reduce the upfront cost of installation, Solar Homes will help Victorian households install:



**700,000**  
PV systems



**18,500**  
Solar battery  
systems



**60,000**  
Solar Hot Water  
systems

# Solar Homes Battery Program in 2021-22



**7,000**  
Battery rebates  
available



**5,000**  
Non-aggregation  
rebates



**2,000**  
Aggregation  
rebates

## APPROACH TO AGGREGATION

- Whilst maintaining the current delivery approach for non-aggregated battery rebates, Solar Victoria will through the EOI select approximately six aggregation programs.
- Solar Victoria will work with selected aggregation partners to co-design a new delivery approach to best support Victorian households to participate in and access the benefits of this aggregation and provide dedicated rebates to selected partners.
- The value of the dedicated rebates will follow the scheduled price adjustment as per the forthcoming Notice to Market (May 2021).

# Objectives of the Solar Homes Battery Program

## OBJECTIVES

The Expansion of the Solar Homes battery program will introduce consumers to the benefits of battery aggregation by increasing consumer literacy on this innovative concept and facilitating their access to selected approved programs.



**Consumer literacy  
and confidence in  
aggregation**



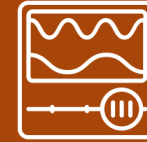
**Increase bill  
savings for  
households**



**Consumer  
protections for  
aggregation**



**Trial local network  
support through DER  
aggregation**



**Trial ancillary  
services through  
DER aggregation**



**Foster innovation in  
DER led network and  
system services**

# Aggregation in the Solar Homes Battery Program

## EXPRESSION OF INTEREST

Collaborating with an *Approved aggregation provider list* will enable Solar Victoria to pilot battery aggregation whilst ensuring consumer protections and inform the next steps in the delivery of Victoria's *DER Aggregation Strategy*.

2019-20

2021-22

Future years of  
Solar Homes



FIRST YEAR  
PILOT



CONSUMER  
EDUCATION



FACILITATE  
ACCESS TO  
AGGREGATION



MONITOR AND  
EVALUATE  
BENEFITS &  
PROTECTIONS



BUILD EVIDENCE  
BASED POLICY  
OPTIONS



EXPAND  
AGGREGATION  
OFFERS



## EXPRESSION OF INTEREST

The EOI process will select battery aggregation programs with a strong focus on consumer protections and benefits, and trial DER led network and system services.

## TYPES OF PROGRAMS SOLAR VICTORIA IS INTERESTED IN:

### Existing program

Existing aggregation programs that are already available to Victorians and that are looking to recruit additional consumers

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### New program

This includes aggregation programs that are still to be made available on the market or programs that are already currently available in other states and wish to be made available also to Victorians.

### State-wide programs

Aggregation programs aimed at delivering grid services such as emergency response and FCAS or providing energy on the wholesale electricity market.

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### Local network support projects

Aggregation programs offered in specific geographical areas to address network issues or support needs of local communities (e.g. microgrids).

## FOUR PILLARS

It is a requirement for any project seeking to participate in this initial aggregation program, and the development of a Solar Homes approved list, to ensure consumers and consumer benefits are at the centre of your program and meet the four pillars below.



### GUARANTEED BENEFITS

Participating consumers must be guaranteed to be better off by participating in aggregation.



### CONSUMER PROTECTION

Strong consumer protections must be in place across each element of your project to prevent disputes.



### MONITOR AND EVALUATE

Strategy in place to monitor benefits to households, consumer satisfaction, benefits to local network and/or national grid and value streams created.



### INNOVATION

Strategy in place to trial how DER can provide services to increase grid resilience.

i.e. Support mitigation of minimum demand

# What's in it for participating programs?



## PARTNER WITH SOLAR VICTORIA

Collaborate with Solar Victoria to develop an approach that facilitates DER aggregation for Solar Homes program participants



## PROMOTION

Approved aggregation programs will be promoted to Solar Homes participants and approved programs will be a key stakeholder in development of consumer literacy campaign.



## ACCESS DEDICATED REBATES

Successful programs will be allocated access to a dedicated number of battery rebates to attract households.



## INCREASED VISIBILITY AND TRUST

Approved programs will be listed on the Solar Victoria website, enabling programs to leverage its approved status



## KNOWLEDGE SHARING

Access to knowledge and insights developed over the course of this pilot



## FUTURE PARTICIPATION

Approved aggregation programs that meet key performance indicators will be considered for future iterations of DER aggregation programs

## Solar Homes Program Battery Aggregation Pilot



### How to apply

Applications for the Solar Homes Program Battery Aggregation Pilot will close on Thursday June 3 at 5pm.

Questions relating to this EOI will close on Thursday May 27 5pm EST. To register any questions, please email [solar.programs@delwp.vic.gov.au](mailto:solar.programs@delwp.vic.gov.au).

Before you get started, please review the application guidelines below, which includes guidance on explaining the benefits of aggregation in the EOI, and complete the attached cyber security questionnaire.



[Solar Homes Program Battery Aggregation Pilot Guidelines](#)

PDF | 745.03 KB



[VPP Demonstrations Cyber Security Questionnaire](#)

XLSX | 51.61 KB

To start your application, please click on the Application Portal button below.

[Application portal](#)

### Contact

For enquiries about the EOI process, or the Solar Homes Battery Aggregation Pilot, please email [solar.programs@delwp.vic.gov.au](mailto:solar.programs@delwp.vic.gov.au).

## DEPARTMENT OF ENVIRONMENT, LAND, WATER AND PLANNING

[HOME](#) > [GRANTS ONLINE](#) > [SOLAR HOMES APPROVED BATTERY AGGREGATION PROGRAM 2020-21](#)

### INTRODUCTION

PROGRAM GUIDELIN...

ELIGIBILITY

APPLICANT ORGANI...

PRIMARY CONTACT

AUTHORISED REPRE...

PROJECT OVERVIEW

ASSESSMENT CRITER...

ASSESSMENT CRITER...

ASSESSMENT CRITER...

ASSESSMENT CRITER...

ASSESSMENT CRITER...

ASSESSMENT CRITER...

SUPPORTING DOCU...

DECLARATION



### Solar Homes Approved Battery Aggregation Program 2020-21 (page 1 of 15)

Application

Applications close: Thursday 3 June 2021 5:00 PM

To avoid losing data, we encourage you to save your application as you go. You can do this by clicking the 'save as draft' button at the bottom of every page.

#### INTRODUCTION

##### User Registration

It is a requirement that you are a Grants Online registered user in order to 'Save as Draft' or 'Submit' an application form. If you are already a Grants Online registered user, you will be prompted to enter your username and password. If you are not a Grants Online registered user, you will be asked to create a username and password.

##### Privacy Collection Notice

The personal information on this form is collected by the Department of Environment, Land, Water and Planning (DELWP) for the purposes of administering your grant application and informing Members of Parliament of successful applications. The personal information in this form will be disclosed to relevant DELWP staff and may also be disclosed to Members of Parliament and their staff. Where you do not provide the information required by this form we may be unable to process your application. Personal information may also be disclosed to external experts, such as members of assessment panels, or other Government Departments for assessment, reporting, advice, comment or for discussions regarding

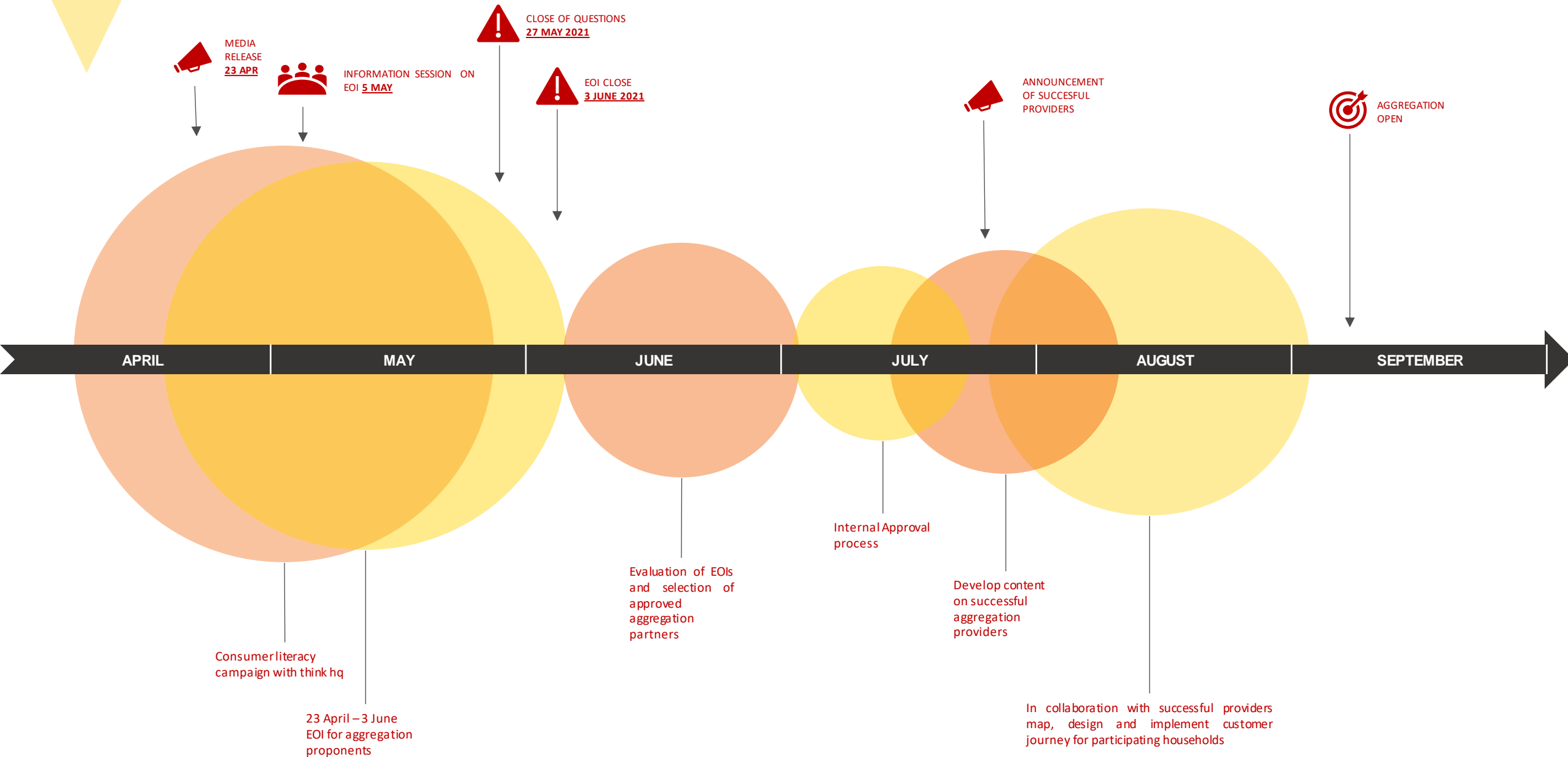
## EOI RESPONSES

### Instructions for applicants:

- All applications must meet minimum eligibility criteria.
- Solar Victoria will assess each EOI response based on *four assessment criteria*, each with a specific weighting.
- Respondents should *refer to these assessment criteria when completing the Expression of Interest form* via the Grants Portal.
- Respondents *must respond to all required assessment criteria* in their application.
- To assist providers in preparing their response, a series of specific *questions* and *guidance notes* are provided in the *EOI guidelines*.

ASSESSMENT CRITERIA	WEIGHT
PROJECT CHARACTERISTICS	30%
BENEFITS TO HOUSEHOLDS AND THE VICTORIAN PUBLIC	30%
CONSUMER PROTECTIONS	30%
INNOVATION AND GRID RESILIENCE	10%

# Indicative implementation timeline



Develop a content marketing campaign that builds awareness and literacy on battery aggregation by reaching people and engaging them with the Solar Homes Battery aggregation program

## **Understanding consumers**

Quantitative and qualitative research program

## **Leveraging expertise**

Stakeholder engagement and program review

## **Co-designing approach**

Work with stakeholders and consumers to synthesise discovery findings into actions and content pieces.

## **Building the pathway**

Creating the strategy and communication plan, content map and user journey.

Producing an implementation plan.

**TRIAL PROJECT**

Research will be a key element of the overall project to understand the value of aggregated distributed energy resources

Solar Victoria has engaged C4NET to develop a data map to identify, define, operationalise key data streams required to underpin a comprehensive analysis of supported aggregation programs



*Please note it will be a condition of participation in this program that partners agree to share data for research and evaluation purposes and knowledge generation*