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## **Sequentric Smart Grid Technology Deployed by Three Canadian Utilities in PowerShift Atlantic Wind Generation Project**

*Energie NB Power, Nova Scotia Power and Maritime Electric Use Sequentric to Integrate Wind Energy into the Canadian Electric System by Dynamically Time Shifting the Use of Electricity and Continuously Balancing Variability*

**WILMINGTON, N.C. – October 1, 2012** – [Sequentric Energy Systems, LLC](#) today announced it has supplied its Smart Grid technology to PowerShift Atlantic's utility partners: [Energie NB Power](#), [Nova Scotia Power Inc.](#), and [Maritime Electric Company Ltd.](#) A collaborative project focused on finding more effective ways to integrate wind energy into the electricity system, [PowerShift Atlantic](#) has programs underway with residential and commercial customers across the Canadian Maritime provinces. Sequentric's hardware and software was selected to help continuously balance the variation in wind power, absorb periodic wind generation peaks, and help the utilities to more effectively optimize wind generation. The technology enables the utilities to dynamically time shift the use of electricity by providing near real-time control of HVAC equipment, water heaters, and a variety of industrial process systems.

## Helping Utilities Manage Wind

An effective tool for electric utility companies keen on managing the integration of wind energy into their generation mix, [Sequentric offers scalable solutions](#) that enable the control of many commercial and residential customer endpoint devices. By allowing utilities to shed or add demand in near real-time, and in response to the current and predicted state of wind generation, Sequentric helps utilities to manage wind and keep the grid operating optimally across all ranges of wind generation. For connectivity, the systems use a mix of public and private IP communication networks. Servers, located at the network operating centers of each of the utilities, can dispatch any or all of the connected loads in under 10 seconds.

According to Sequentric CEO, Daniel Flohr, “Sequentric’s unique approach to supply/demand balancing and orchestrating the running state of energy consuming devices, has given the PowerShift Atlantic partners a new set of tools. Part of what sets us apart is Sequentric’s ability to provide near real-time control in a wide variety of wind scenarios, including periods of wind energy oversupply where virtual storage of that energy is crucial. Integrating wind, with its extreme variability, is becoming an ever-increasing challenge and costly problem for North American utilities.” Mr. Flohr added, “Sequentric is excited to have our innovative approach be part of a solution that is designed to help these Canadian utilities reach their goal of achieving up to [40% of electricity generation from renewable sources by 2020](#). The PowerShift Atlantic team is doing pioneering work in this regard, and Sequentric is pleased to be one of their smart grid technology partners.”

## Increase Wind Power Efficiency: Reduce Fossil Fuel Dependency

[PowerShift Atlantic](#) is a collaborative research project that is introducing proven technologies for energy management in commercial and residential buildings aimed at “shifting” when customers use electricity. The goal is to transform electricity production and management to reduce greenhouse gases and allow utilities to efficiently introduce wind energy onto the grid.

A Department of Energy (DOE) report entitled called [“Demand Dispatch – Intelligent Demand for a More Efficient Grid”](#), refers to PowerShift Atlantic as “the first project in the world to use aggregated load for the integration of wind power into the system”.

According to Norma McCarthy, Customer Engagement of PowerShift Atlantic, “All eyes are on PowerShift Atlantic, which is one of 19 Clean Energy Fund projects currently underway in Canada. This one is particularly high profile, with the potential to bring more wind energy to North America.” Ms. McCarthy added, “With the collaboration and support of partners like Sequentric, PowerShift Atlantic has the potential to make a positive environmental impact for generations to come.”

### **About Sequentric**

Sequentric designs, develops and sells innovative smart grid communications products to electric utilities and OEM customers directly and through [HD Supplies Utilities](#). Products and services include open standards-based IP protocol hardware and software, client server integration, network management and consulting services. Based in North Carolina, Sequentric is privately owned with sales offices in Wilmington, NC and New York, NY. Please visit [www.sequentric.com](http://www.sequentric.com) or email [info@sequentric.com](mailto:info@sequentric.com) for more information.

### **About PowerShift Atlantic**

PowerShift Atlantic is a four-year collaborative research project involving electric utilities, government, academia and industry. It's an opportunity for the Maritimes to play a leadership role in speeding up the adoption of clean renewable energy sources and help create a better legacy for future generations.

For information, visit [www.powershiftatlantic.com](http://www.powershiftatlantic.com) or email [nmccarthy@nbpower.com](mailto:nmccarthy@nbpower.com).

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