

# Case Study

## Pharmaceutical company earns over \$8,000/month supporting electric grid reliability

### SUMMARY

- Nearly \$100,000 in revenue earned in 2022

### CHALLENGE

Electricity is a significant cost for this pharmaceutical company. The customer was eager to create a new revenue stream through demand response (DR), while supporting the stability of their community's power grid and meeting their ESG goals.

### THE SOLUTION

Voltus determined their demand response eligibility by evaluating their operations, identifying 9 MW of curtailable load, and providing them with an earnings estimate. The customer then signed Voltus's one-page, no-cost, no-risk agreement.

Voltus installed its Voltlet™, a 30-second interval energy monitoring device at the customer's site. The customer also gained access to the Voltus platform, providing visibility into their real-time energy consumption along with clear reporting on forecast, earned, and disbursed DR dollars.

Voltus and the customer partnered to optimize performance and increase earnings. Voltus provided clear dispatch communications and the customer executed a well-defined curtailment plan.

### THE RESULTS

Enabled with Voltus's technology, **the customer earned over \$8,000 per month on average in 2022.**

[info@voltus.co](mailto:info@voltus.co)  
[www.voltus.co](http://www.voltus.co)

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