

# Case Study

## New York real estate company earns \$24,000/month supporting electric grid reliability

### SUMMARY

- Nearly \$290,000 in revenue earned in 2022
- 10 metric tons of CO<sub>2</sub> avoided

### CHALLENGE

Electricity is a significant cost for this New York real estate 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 1.7 MW of curtailable load across multiple sites, 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 sites. 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, which included pre-cooling spaces, shutting down select elevator banks, and lowering static pressure setpoints.

### THE RESULTS

Enabled with Voltus's technology, **the customer earned \$24,000 per month on average in 2022**. In addition, they **avoided 10 metric tons of CO<sub>2</sub> emissions** by using less energy during demand response events.

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

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