A young boy in an orange shirt is flying a red kite in a field. In the background, there is a line of wind turbines under a clear blue sky. The scene is bright and sunny.

Energy Aware UPS can transform stored energy into a green asset

We make what matters work.

Jussi Viuersalo, Manager, Business Development  
Critical Power Solutions, EMEA

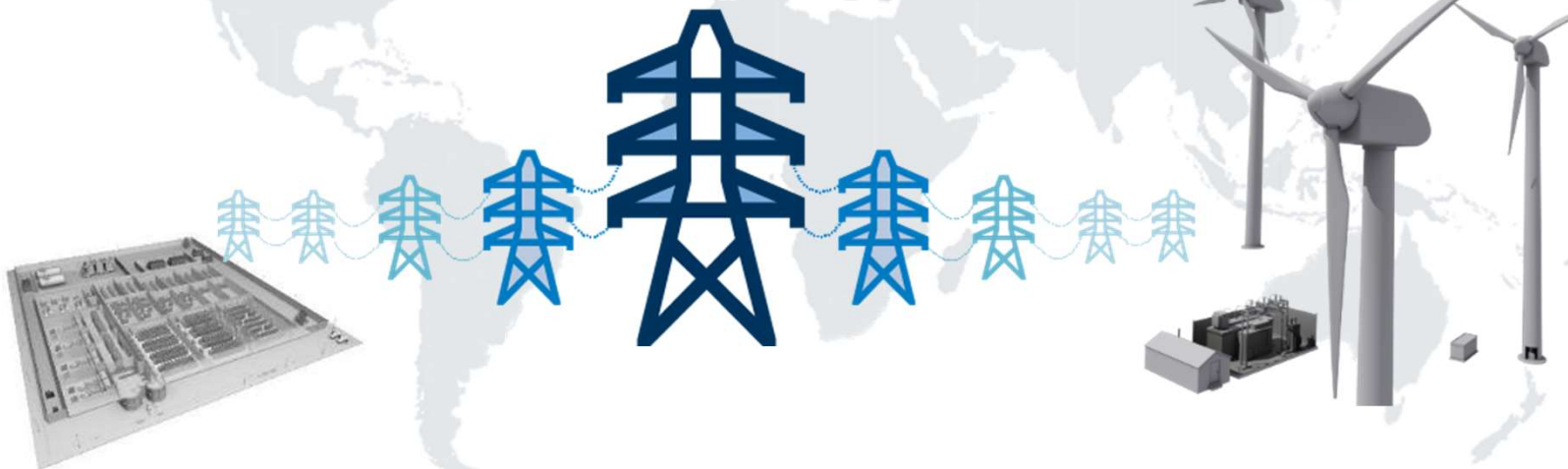


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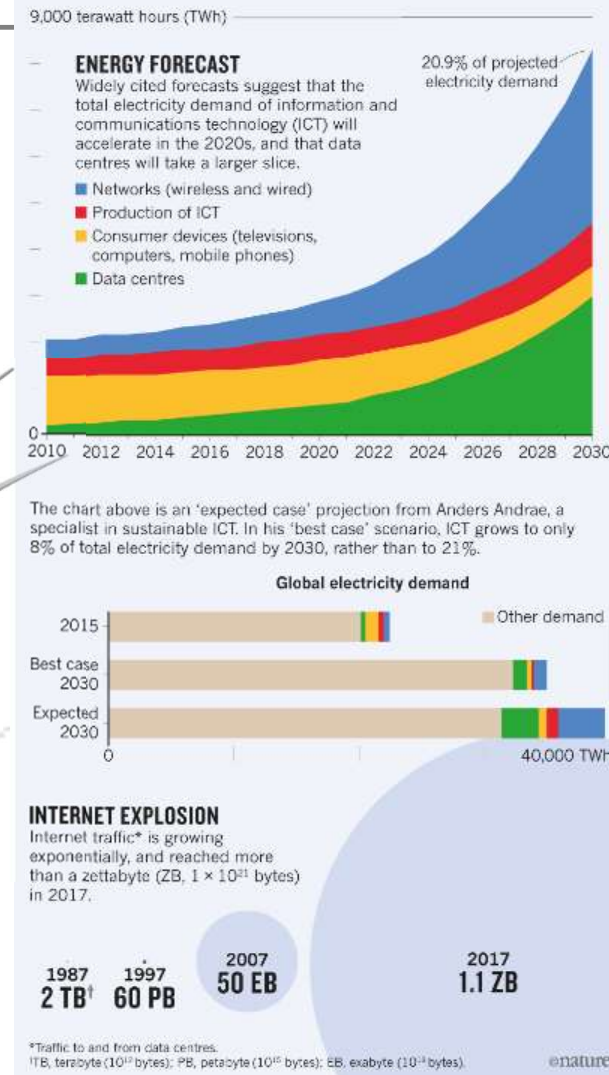


# Data centres – energy usage

Data centres use 2 – 3 % of electricity

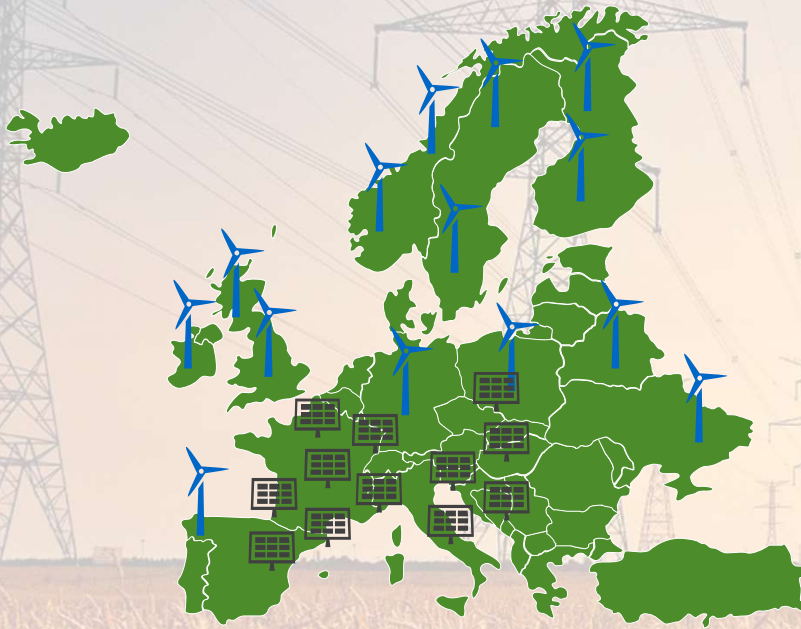


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# Transformation of energy system

EU renewables target: **32%** by 2030



## Challenges:

- Variations in power generation from renewable sources
- Peak demand in Grids (Congestion)
- Reduced inertia making power system less reliable



# Stored Energy

## The past:

Energy has been treated as a **commodity** and produced for consumption

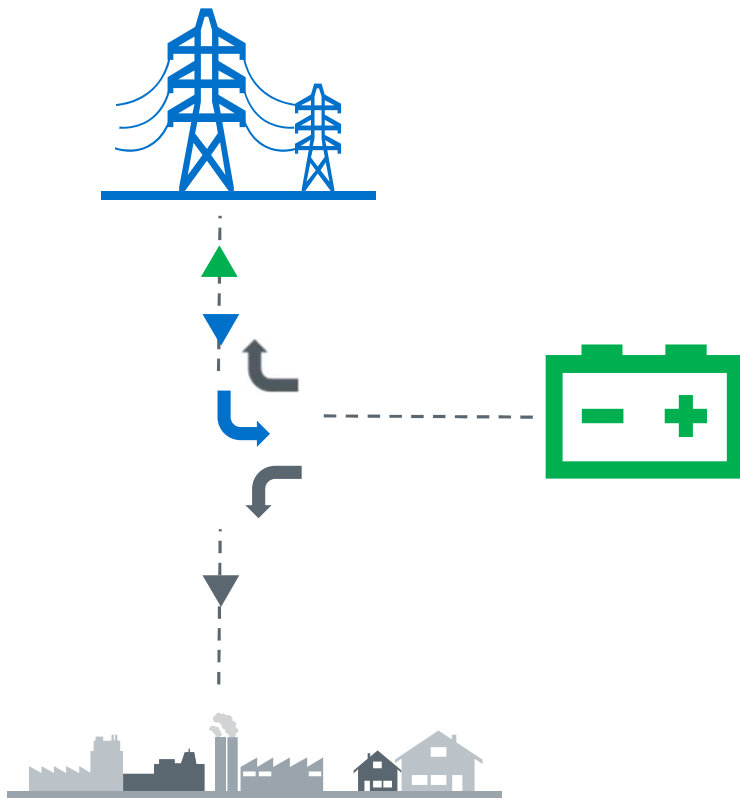


## Now:

Storing energy and using when it gives biggest value, can turn energy into **an asset**



# Stored Energy is an asset

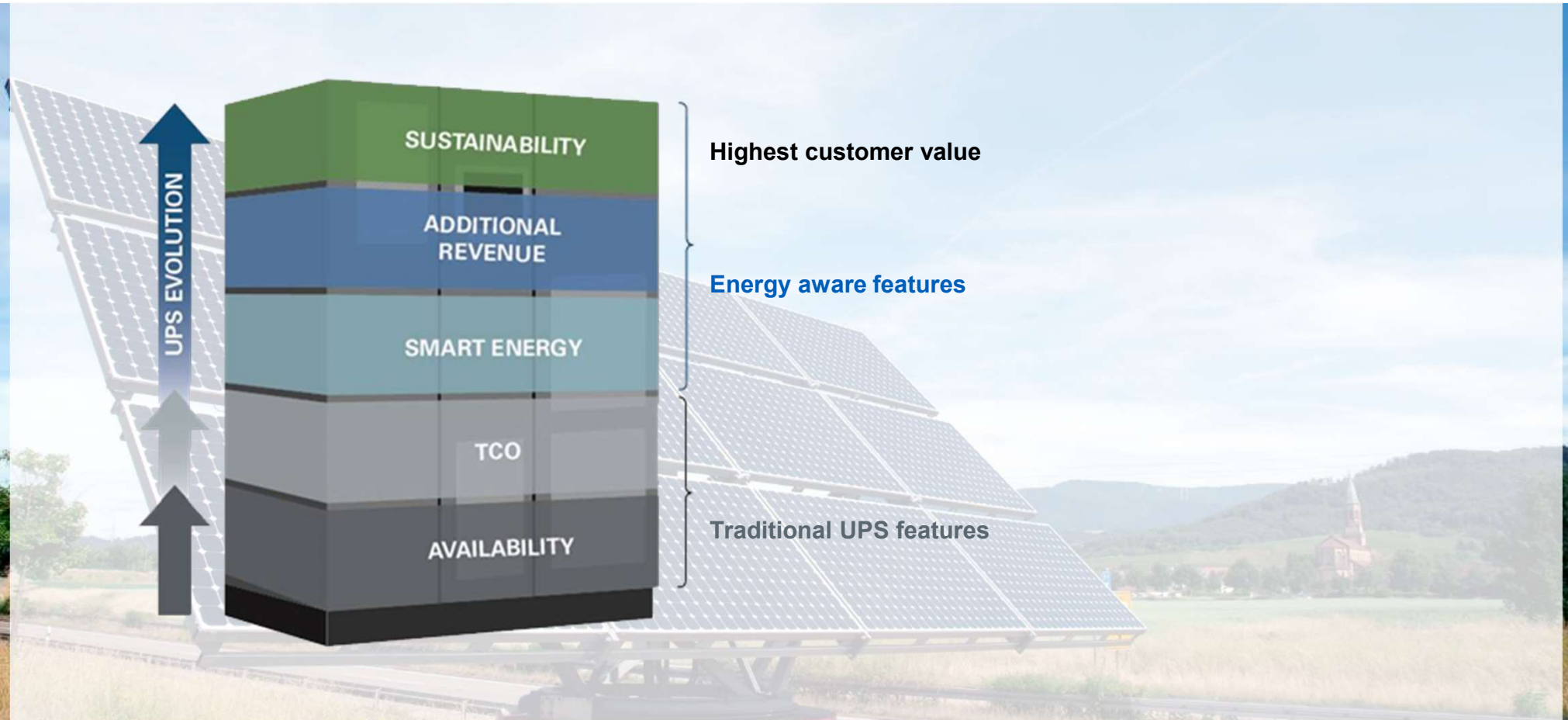


Storing energy and using it when it gives biggest value enables:

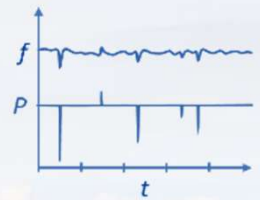
- More effective and reliable power grid
- Efficient usage of power generation
- More renewable power



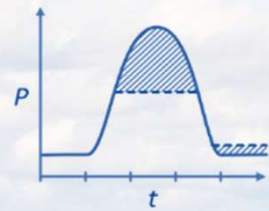
# Evolution or Revolution in UPS design?



# Energy Aware UPS



Frequency containment



Peak shaving

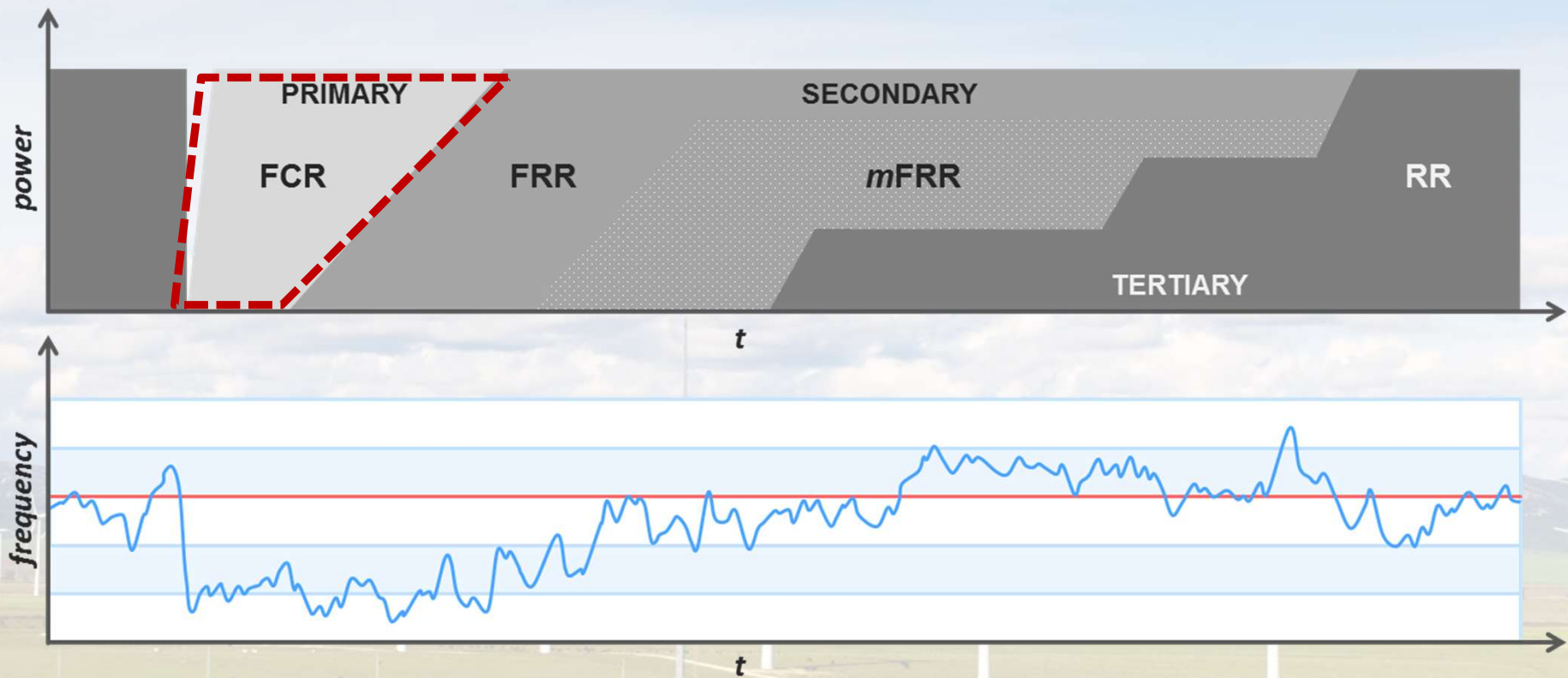


Time of use



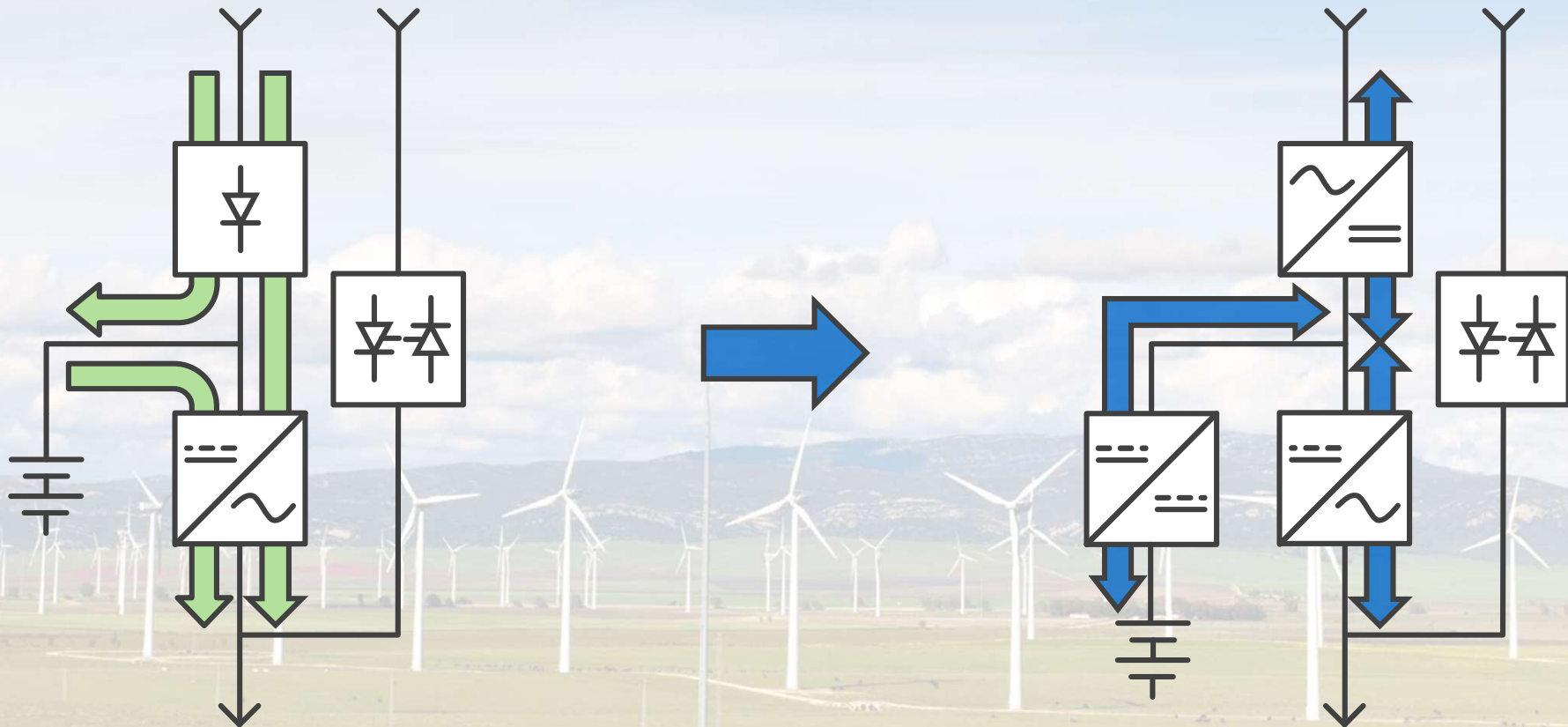


# Energy Aware UPS in Frequency containment



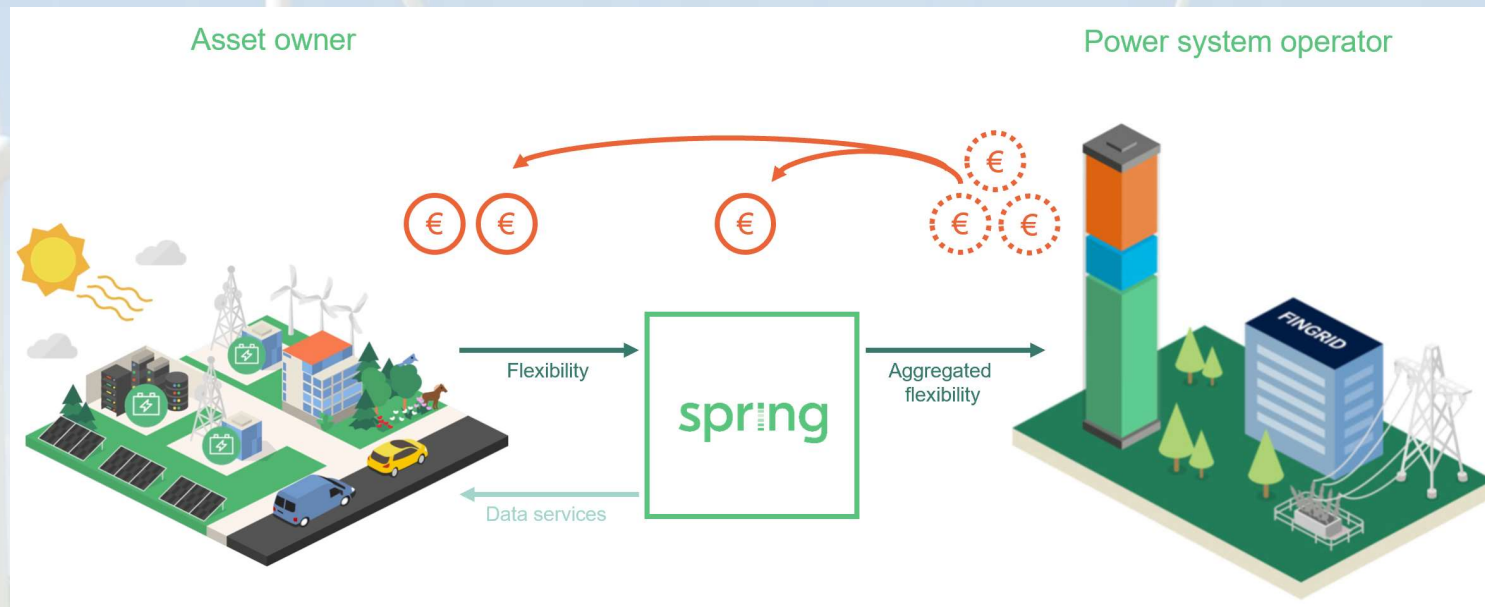


# Energy Aware UPS



# Virtual Power plant – Fortum Spring

Fortum Spring is an aggregator that enables participation of flexible assets, such as data center UPSs to different markets hosted by the power system operators



# Energy Aware UPS - pilots and commercial applications

## Ireland:

- Eaton HQ: 150 kW UPS, lead acid
- DS3 market ~70 – 100 k€/MW/a

## Sweden:

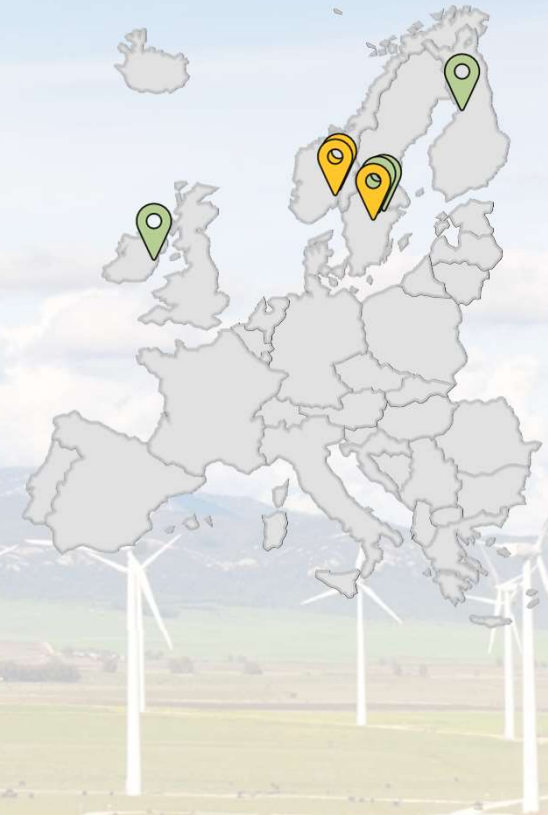
- Bahnhof: 750 kW UPS, lead acid
- NDA: 1,2 MW system, Li-ion
- FCR-D market ~50k€/MW/a
- FCR-D pilot with Svenska Kraftnät

## Finland:

- NDA: 400kW system, Li-ion
- FCR-N market ~135 k€/MW/a
- FCR-D market ~40 k€/MW/a

## Norway:

- Basefarm DC: 2 x 400 kW and 550 kW UPS, lead acid
- FFR pilot with Statnett (TSO)





# Energy Aware Datacenters can help the Power Grid

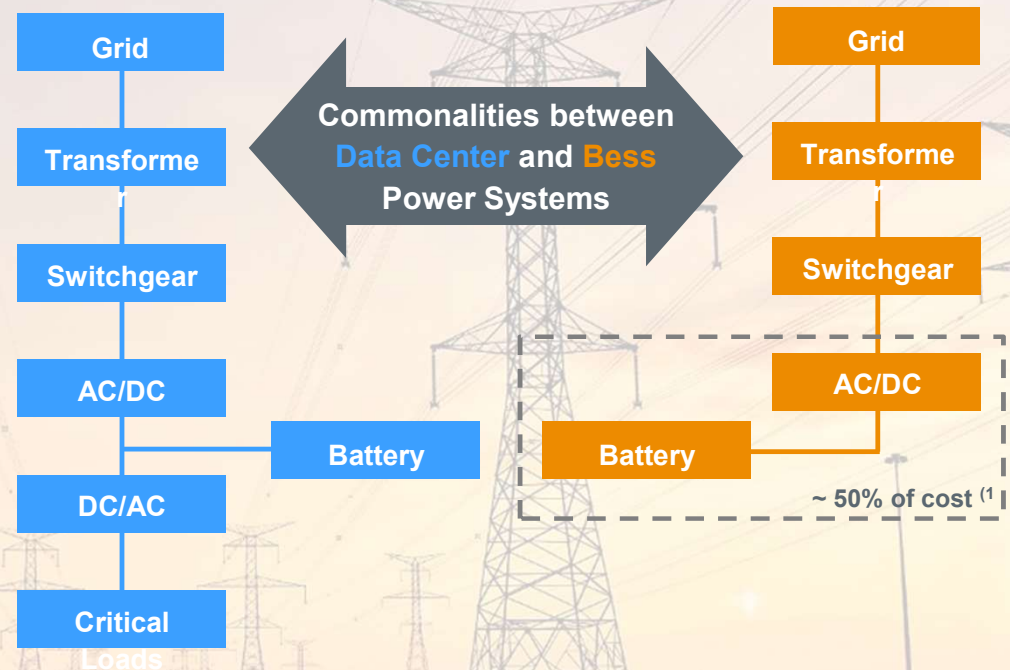
Commonalities between **battery energy storage system** and **data centre** power infrastructure are opening **new opportunities** and **business models**



≈ 1200 MW



≈ 200 MWh





# Benefits in utilizing UPS batteries for Grid support

## Green

Support grids to adapt renewable power by green reserves

## Money

Revenue from a necessary investment

## Increased competitiveness

Faster deployment for new customers



# Aurora – The most Energy Aware DC in Nordics



Finnish datacenter connected to national grid & global clouds – including the future Arctic Connect fiber route to the far east ! 

The first datacenter to procure **100% green energy** and **support renewables into** to power grid by using its own battery assets.

**2 x 93PM-200kW with Eaton/Nissan Li-ion batteries for 60 minutes**

- Participation to **FCR-N** market through UPSaaR feature (Regulating frequency up and down)

# Opportunities are here, right technology is here

- Future power grids need **fast, flexible** and **cost efficient** reserves
- Maintaining **lower energy price** and **reliable** power grid requires **common efforts**
- Energy Aware UPS allow Dacenters to help:
  - **Replace** reserves based on fossil fuels
  - Supporting higher penetration of **renewables**
- Smarter use of assets and **new earning models**
- Can be **flexible** and **secure** – it's the details that matter



*Powering Business Worldwide*