



Spark Power Corp.

Renewable Services

CanREA O&M Conference – 2021
Multi-Technology Servicing

Overview and Goals

- Spark Power's Renewable Team
- Multi-Technology Services
 - Defining
 - Synergies
 - Challenges
- Operational considerations in building your multi-technology portfolio in the years to come
- Q&A



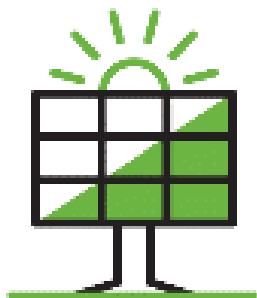


Spark Power's Renewables Team

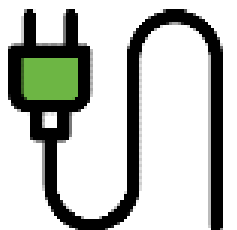
- Combination of Northwind Solutions & One Wind → Spark Power
- 350 employees
- Performing Services across US and Canada
- Design/Build/Operate



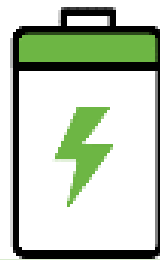
Defining Renewable Services



- Solar



- Electric Vehicle Service Equipment



- Battery Energy Storage



- Wind



Synergies

- People and Purpose – a shared motivation
- Safety
 - Cross-pollination of learning amongst larger industry and service offering
 - Similar challenges can arise
- Technology
 - Power Systems
 - SCADA/Monitoring
- Distributed Service model
- Asset Owners



Challenges

- Safety
 - Comparison to large thermal plant
- Cross-Training
 - Many OEM's, operational logic, site specifics
- Geography
 - Nomadic, diverse workforce
 - Sites spread across large areas
- Technology
 - Obsolescence of technology happening rapidly
 - Supplier failures and consolidation



Lessons Learned

- Training and Team
 - Focus first on your people's safety and their technical skill sets
- Technology Planning
 - Find Tier 1 Suppliers (in newer tech this is harder than old tech)
 - Track and monitor failure rates to build spare parts strategy
 - Maintain very strong relationships with all OEM's → take a long view
- The cost of cheaper





Thank You!

- Q&A

Please don't hesitate to reach out:

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