TE Insights: A new data tool to help solution providers grow their utility transportation electrification business

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Transportation electrification (TE) is among the most exciting and revolutionary transformations we've ever seen in the utility industry. It's also one of the quickest to evolve and often feels difficult to keep up with. Utilities are preparing to roll out new TE programs and update their infrastructure to handle new loads, while solution providers and manufacturers are working to capture new business across multiple TE revenue streams.

Leverage data to grow your mobility business with utilities

Watch our latest webinar, available on-demand, to learn how to track down upcoming TE dollars. We share details on the data and tools you need to grow your mobility business with utilities.

Watch now

Until now, it's been complicated and time-consuming to find detailed data about what utilities are spending on TE and where they're focusing their program efforts. To help you and your sales team find and capture new business and understand utility TE programs, spending, and rates, we created E Source TE Insights as part of our new Mobility portfolio. The tool organizes data from utility TE plans, EV-specific rates, and customer rebates into one easy-to-navigate platform for a wide range of users.

We've designed the tool specifically to offer insights relevant to various roles across your business development, product development, strategy, and leadership teams.

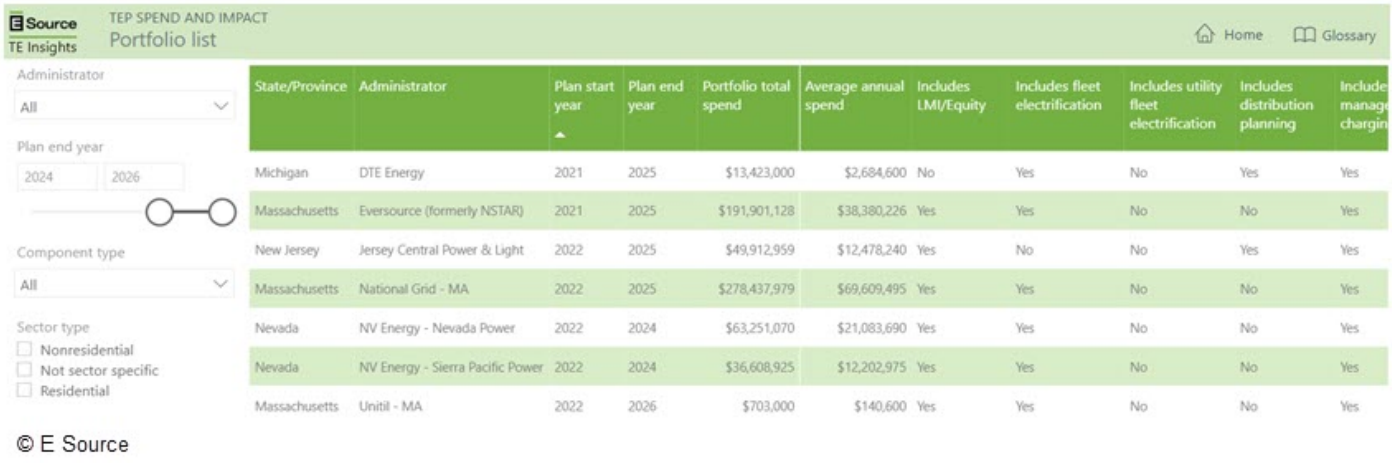
Business development

TE Insights helps you identify trends in utility investment and find filings for future programs and

spending. Filter documents or portfolios by year to identify plans for future investment (**figure 1**). Or use visuals to quickly see where utilities are prioritizing spending. With slicers, you can narrow down to the specific utilities, regions, and sectors that are most relevant to your business. The “Document library” keyword search also helps you find mentions of specific technologies to find utilities looking for your solutions.

Figure 1: “Portfolio list” dashboard, filtered by years

You can filter the list of portfolios to find those with dedicated spending in the coming years.



State/Province	Administrator	Plan start year	Plan end year	Portfolio total spend	Average annual spend	Includes LMI/Equity	Includes fleet electrification	Includes utility fleet electrification	Includes distribution planning	Include manage chargin
Michigan	DTE Energy	2021	2025	$13,423,000	$2,684,600	No	Yes	No	Yes	Yes
Massachusetts	Eversource (formerly NSTAR)	2021	2025	$191,901,128	$38,380,226	Yes	Yes	No	No	Yes
New Jersey	Jersey Central Power & Light	2022	2025	$49,912,959	$12,478,240	Yes	No	No	Yes	Yes
Massachusetts	National Grid - MA	2022	2025	$278,437,979	$69,609,495	Yes	Yes	No	No	Yes
Nevada	NV Energy - Nevada Power	2022	2024	$63,251,070	$21,083,690	Yes	Yes	No	No	Yes
Nevada	NV Energy - Sierra Pacific Power	2022	2024	$36,608,925	$12,202,975	Yes	Yes	No	No	Yes
Massachusetts	Unitil - MA	2022	2026	$703,000	$140,600	Yes	Yes	No	No	Yes

Market sizing

TE Insights is the only tool in the industry that can provide you with market sizing data on utility TE investment. Quickly estimate utility investment in DC fast-charging equipment or multiunit dwelling Level 2 charging infrastructure in TE plans. This data will help you make effective product strategy decisions and form the foundation of your utility TE sales pipeline. Are you focused specifically on Northeast sales of Level 2 charging equipment for public or workplace settings? Data sets like the one shown in **figure 2** show you exactly how much Northeastern utilities with TE plans are spending in this category, individually and collectively.

Figure 2: “Program component spend” dashboard, filtered by region

You can filter by region to see business opportunities in your area.



Product development and strategy

As you're developing and growing your portfolio of TE offerings, TE Insights can help you fully understand utility portfolios and spending.

Data visuals, slicers, and exported results help you explore utility spending

With dynamic visuals, you can quickly see how utilities are allocating TE budgets between rebates, capital investments, outreach and education, and more (**figure 3**). Slicers make it easy to focus on budgets and goals for certain utilities, regions, sectors, impact types, and more. Also, each data point has links to the right page in the reference document so you can see more context about each value.

Figure 3: "Spend summary, filtered by residential

A data visualization on the "Spend summary" dashboard makes it easy to see how the industry or a specific utility is allocating its budget, depending on slicer selections.



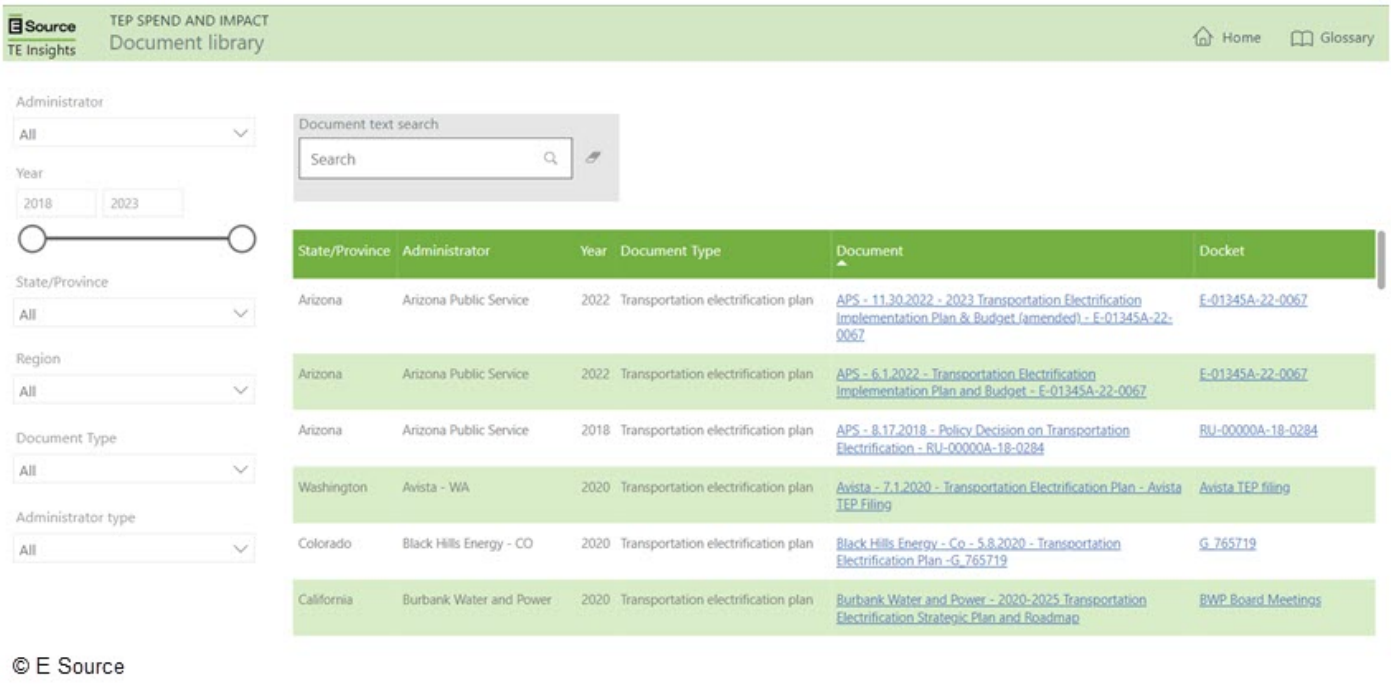
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The “Document library” supports product development

The “Document library” compiles TE plans, major TE filings, reports, and evaluations so you can easily find examples of how utilities are building the case for their TE investments and responding to regulators (**figure 4**). You can also do a keyword search across all documents stored in TE Insights to find mentions of specific technologies or utility concerns.

Figure 4: “Document library”

We host all documents on E Source servers, ensuring the stability of links in the “Document library.”



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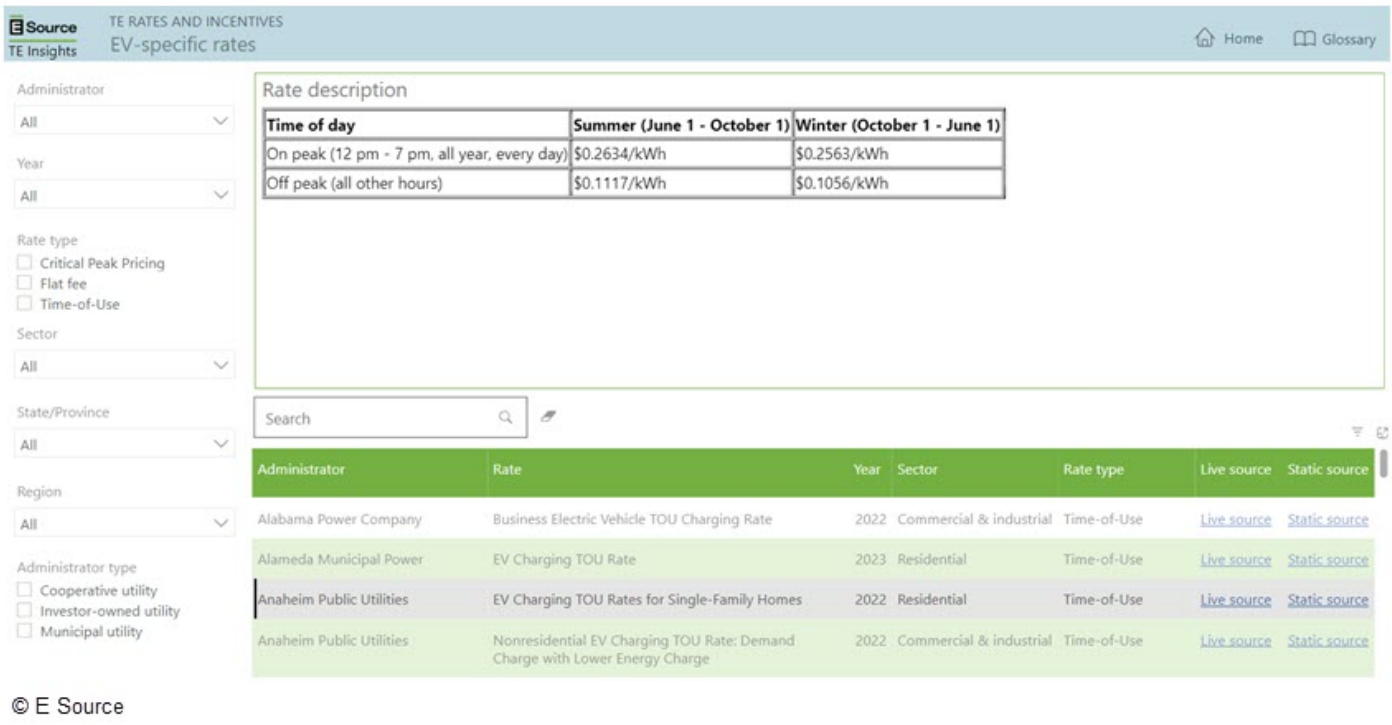
EV program and rate design

Perhaps you're focused on offering products for and finding new business at utilities that don't have full-fledged and filed TE plans but offer EV rates or EV programs. TE Insights makes it easy to compare and navigate current utility offerings.

Selecting a rate or program from the lists on the "EV-specific rates" and "EV incentive programs" dashboards pulls up a program description, and it's easy to navigate to the next item on your list. You can also search the program table for keywords (**figure 5**).

Figure 5: "EV-specific rates" dashboard

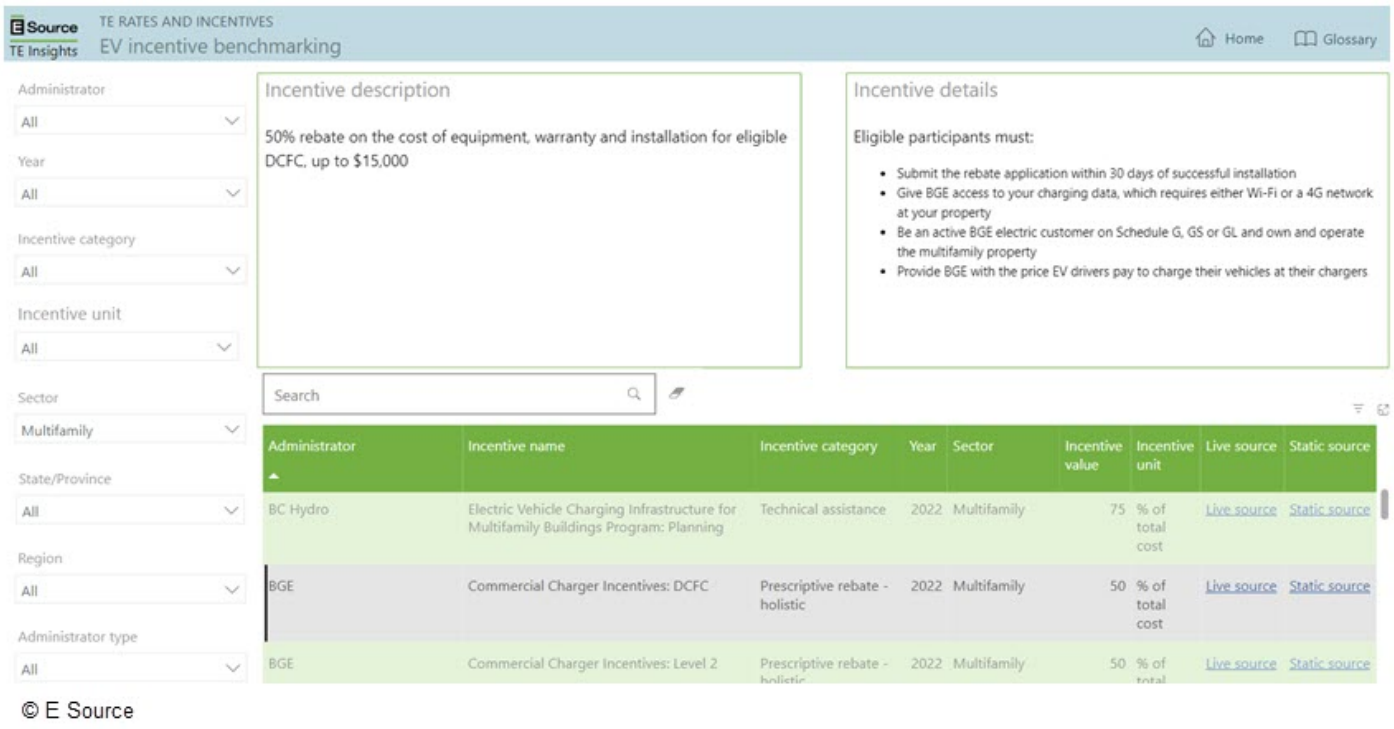
TE Insights displays complicated rates as tables.



The "EV incentive benchmarking" dashboard includes specific incentive amounts from EV programs, keeping you equipped with the data you need for utility program implementation business development (**figure 6**). Incentives range from e-bike rebates to funding for DC fast-charging installation.

Figure 6: "EV incentive benchmarking" dashboard

With the slicers on this dashboard, you can focus on a specific rebate type or sector.



TE Insights is an exciting new data tool that revolutionizes the way solution providers and OEMs access critical data to grow their business in the TE space. By providing comprehensive spending data on utility TE portfolios, essential insights on EV rate and program design, and a scope of market size, TE Insights is an invaluable asset for businesses. With TE Insights, solution providers can:

Learn how E Source TE Insights can you help work smarter, not harder

TE Insights can help save you time and win new business. Fill out the form below and one of our experts will contact you with more information.

- Make informed decisions
- Customize product offerings
- Tap into the immense and exciting potential of this dynamic market

The data offered by TE Insights provides insights into the scope and scale of utility opportunities in the TE landscape, enabling solution providers and OEMs to strategically position themselves and their products for success. Equipped with this knowledge, companies can confidently expand their operations, forge strong partnerships, and drive meaningful growth in the dynamic world of transportation electrification.

Get ahead of utility TE spending and strategy

Learn more about the TE Insights tool in this demo video!


TE Insights
for Solution Providers

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