

EGSA Fall Conference Government Relations Committee Meeting Minutes for September 18, 2017

Location: Hyatt Regency Nicollet Mall, Minneapolis, MN

In-Person attendees: Sign-In sheet attached (TBD) for in-person attendees

Attendees by telephone: Paul Wilhelm (Vice Chair, Schneider Electric), Tom Bozada (Tactical Microgrid Standards Consortium), Cory Goetz (Chief, Technical Branch PM-E2S2), David Heyl (Engineer, PD Systems)

Meeting began at 1:30 PM local time

Introductions were made for all attendees present at that time. Tom Bozada began his presentation (slides attached - TBD). Highlights:

- Tactical Microgrid Standard may be expanding to cover not only DOD Army, but also NASA and other Aerospace arenas, and the Navy for shipboard use as well. Discussions with NATO are also underway.
- In Tom's parlance, "Green" is a military asset and "White" is a commercial asset
- Expect release of an updated DRAFT of the Tactical Microgrid Standard in September 2017.
- Expect to restart webinars via the APAN Community website in October (industry contact has been by One-On-One session since April 2017)

Cory Goetz began his presentation (slides attached - TBD). Highlights:

- Current fielded/soon-to-be-fielded microgrids are proprietary => Army will be moving to TMS in the future
- Upcoming "refresh" on 2kW and 3kW in the near future
- Working with an Army group to improve reliability of 3kW system => information to industry in the near future
- Training for soldiers is a huge deficiency

Telephone call was ended at this point and an open discussion among members was started by Mr. Badr. Highlights of open discussion:

- Opportunities with E2S2 and the Marine Corps
- Recommendation that the best way to start doing business with the government is to contact a Prime Contractor and offer your business' products and/or services to the Prime.

- It was noted that Federal Acquisition Regulations (FARs) and Defense Federal Acquisition Regulations (DFARs) must be flowed down by the Prime Contractors to the sub-contractors. These requirements are often much more stringent than commercial business requirements.
- All government bids are posted through the Federal Business Opportunities website (<https://www.fbo.gov/>). This website is the place to browse and learn about bid and proposal opportunities, not only with DOD Army, but also with all US Government agencies.
- The topic of Solar Power was brought up as a huge growth opportunity for some EGSA businesses. Many new projects are requiring renewables from the beginning with diesel generator sets as backup power to the renewable system.
- Energy Storage will also be a huge growth opportunity since renewables require energy storage in order to be able to effectively interface with diesel generators or the utility grid.