

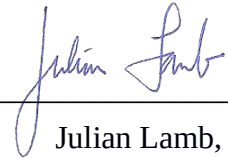
# Cuyahoga County Microgrid RFI Response



## **Paragon Robotics LLC**

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Authorizing Official: \_\_\_\_\_



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Company is a **small business** under  
NAICS code 541620

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## 1 INTRODUCTION

The County Utility model provides the energy industry with an innovative opportunity to imagine and deploy new strategies for optimizing clean energy systems, unencumbered by sunk costs, vested interests, or a bias for legacy utility models. Systems can be developed that are smart, reliable, clean, secure and, importantly, cost effective. The County's goal is to develop energy districts that attract commercial activity and improve the quality of life for its residents. The County plans to operate its electric generation and distribution systems through public/private partnerships, accomplished in principal part by building and operating microgrids (hereinafter sometimes referenced as the "Initiative").

The purpose of this Request for Information (RFI) is to engage in conversations with interested parties about how the County can most effectively execute its vision. The County is seeking to identify feasible models for this Initiative (organization, business/economic, legal/commercial), to determine feasible timelines for this Initiative, and to learn about the technical capabilities of microgrids. Ultimately, the RFI responses will inform how the County designs a Request for Qualifications (RFQ) and/or a Request for Proposals (RFP) for a company or companies to execute this initiative through concession agreement(s).

Paragon Robotics is **extremely interested in any future solicitations** related to the Cleveland microgrid vision. We are a domestically-owned developer and manufacturer specializing in DoD and Federal monitoring and controls applications, with a specialty in cybersecurity, energy efficiency and resilience, metering, and large complex tracking systems composed of both hardware and software. Our current portfolio of Federal contracts includes several large-scale energy performance contract engineering projects, advanced energy microgrid installations with emission tracking, and large-scale monitoring systems, including a 1400 site installation for monitoring of Health and Human Services (HHS) equipment. Of particular interest is a \$1 million DoE district energy microgrid project with Corix and Cleveland State University to analyze and demonstrate efficiency and resilience improvements withing the downtown Cleveland district energy system.

Commercially, we work with many large Fortune 500 clients with diverse locations and supply chains for energy efficiency projects, microgrid development, and complex emission tracking systems for ISO 50001 consulting and turnkey management. A brief capability statement is included after the survey response items with additional detail into our capabilities. Please contact the authorizing official with any questions or requests resulting from this RFI response.

## **2 SURVEY RESPONSE**

### **Entity / Business Name, summary of services, and relevant experience**

Please see the capability statement section below. We are best described as an energy controls and monitoring provider for large campus-level microgrids, specializing in deployment of our own advanced management platform and controls algorithms for efficient operation of complex systems.

### **What role(s) from Section 3 would the respondent fulfill?**

Paragon specializes in developing, managing, and servicing complete energy system management platforms, including both customer and utility access portals. This includes assisting in billing/invoicing management, efficiency monitoring, metering support, and other day-to-day customer service maintenance items.

We also have significant experience engineering behind-the-meter microgrids and renewable systems, especially ones which need to integrate into campus-level energy networks. This work includes high-level engineering, coordination with A&E contractors, managing construction and commissioning, and maintenance of these systems.

We typically do not provide financing ourselves, however we work with ESCOs and other stakeholders to secure financing for the customer.

### **What challenges or barriers could you see for your role(s) as envisioned by the County and what might be ways for the County to address those challenges?**

If electricity reliability is the target "selling point" to potential customers, our experience indicates that customers with the most critical need for resilience will effectively insist on having their own distributed energy resources (DER) downstream of the transmission network to ensure maximum reliability. These DERs ideally need to integrate extremely closely with the energy network, and they may potentially be operated by other entities. We suggest the County consider these scenarios when developing the utility framework, as DER integration is typically very difficult in traditional utility networks.

### **Would the respondent meet with the County and / or its representatives to present ideas and to answer follow up questions?**

Yes, we would definitely be willing to discuss any items with the County later.