



FOR IMMEDIATE RELEASE:

June 4, 2015

CONTACT:

Lucy-Claire Saunders [AMS]

818-760-2121

lsaunders@fionahuttonassoc.com

Manal Yamout [AMS]

415-638-6146

manaly@advmicrogrid.com

Alexis Georgeson [TESLA]

ageorgeson@teslamotors.com

Advanced Microgrid Solutions Signs 500 MWh Energy Storage Deal with Tesla

SAN FRANCISCO - Advanced Microgrid Solutions (AMS) announced today that the company has selected Tesla as the primary technology provider for its groundbreaking utility-scale energy storage projects. Under the agreement, AMS will install up to 500-megawatt hours (MWh) of Tesla batteries in its energy storage projects. AMS has also signed a master agreement with global firm Black & Veatch for engineering and construction services.

“Tesla’s focus on performance and design makes them the stand out technology choice for our projects,” said Susan Kennedy, CEO of AMS. “AMS’ projects require intelligent, powerful and scalable energy storage solutions. Tesla’s technology gives us the edge we are looking for.”

AMS will install and operate Tesla’s Powerpack energy storage systems in commercial and industrial facilities to provide grid support to utilities using customer load. Last fall, [AMS secured 50-MWs of contracts](#) to build grid-scale energy storage projects for Southern California Edison, including the creation of the first fleet of Hybrid-Electric Buildings™.

The combination of energy storage technology and intelligent software will allow customer loads to be used as a virtual power plant by utilities. AMS will aggregate the distributed systems into regional “fleets” that provide clean, fully dispatchable load reduction to utilities.

Utilities benefit from the ability to defer distribution system upgrades, greater reliability in areas with circuit overload, reductions in greenhouse gas emissions, and the seamless integration of renewable generation. Host customers enjoy immediate bill savings, enhanced

energy efficiency, and the security of backup generation.

“This is all about building resilience into the grid,” said Jackalyne Pfannenstiel, co-founder of AMS and former Assistant Secretary of the Navy. “Energy storage turns traditional demand response into firm, reliable capacity – it changes everything about the way the grid is operated.”

AMS’ first 10-megawatt Hybrid-Electric Building Project will be installed in Irvine, California in 2016. AMS will also sign battery supply agreements with additional technology providers.

About Advanced Microgrid Solutions

Advanced Microgrid Solutions (AMS) is pioneering the use of energy storage systems for electric utility grid support. Using a technology-agnostic approach, the company designs, finances, installs and manages advanced energy storage solutions for commercial, industrial and government building owners.

A certified woman-owned business, AMS will donate a portion of its proceeds to a micro-lending fund for women, minority and veteran-owned businesses.

Find us on the web at: <http://www.advmicrogrid.com>.

About Tesla

Tesla Motors' (NASDAQ: TSLA) goal is to accelerate the world's transition to sustainable transport with a full range of increasingly affordable electric cars. California-based Tesla designs and manufactures electric vehicles as well as renewable energy storage. Tesla has delivered nearly 70,000 electric vehicles to customers worldwide.

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