



# SPAN

Your Bridge to Clean Energy

# Agenda

- 01 SPAN Company & Vision
- 02 Home Energy Landscape
- 03 What does SPAN do?
- 04 Who should get SPAN?
- 05 How do you get SPAN



# Company overview

SPAN was founded in 2018 by former Head of Powerwall at Tesla, Arch Rao, who identified the electrical panel as the missing-link on the path towards creating a renewable, all-electric home.

## Major Investors



WELLINGTON  
MANAGEMENT®



## Influencers



What's Inside?



Jonathan Scott



Ben Sullins



Matt Ferrell

## Awards

**BEST OF IBS  
AWARDS 2022**

**WINNER  
BEST ENERGY  
EFFICIENT  
PRODUCT**



**BEST OF IBS  
AWARDS 2022**

**WINNER  
BEST HOME  
TECHNOLOGY  
PRODUCT**



... and more to come!

# The landscape of home energy is drastically changing



**+70%**

Increase in EVs sold since 2016, with **80% of charging done at home**

**+43%**

Residential solar installation growth in 2020 alone

**+90%**

Forecasted **growth of solar paired with battery storage** by 2023

**50MM+**

US homes today that **will require electrical panel replacements to enable home electrification**

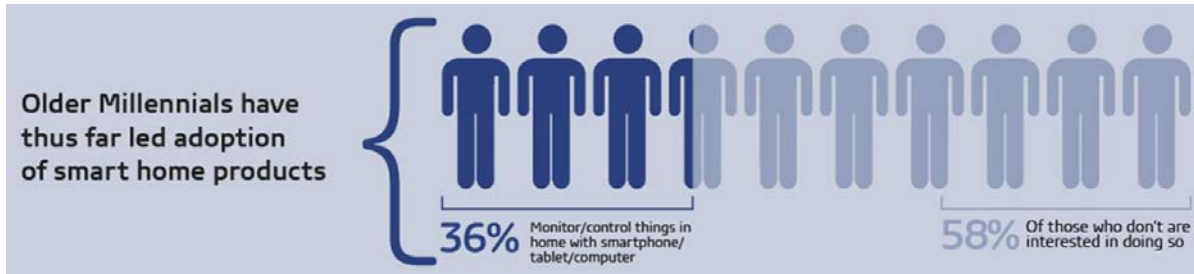


# Electrified Homes

Homeowners are conscious and concerned about energy inputs. But.... **the path to clean energy is often perceived as difficult to navigate.**

SPAN enables hassle-free adoption of renewable energy - **now or in the future**, giving homeowners an **adaptable** home **that changes with them.**

**>300,000** EV chargers will be installed this year



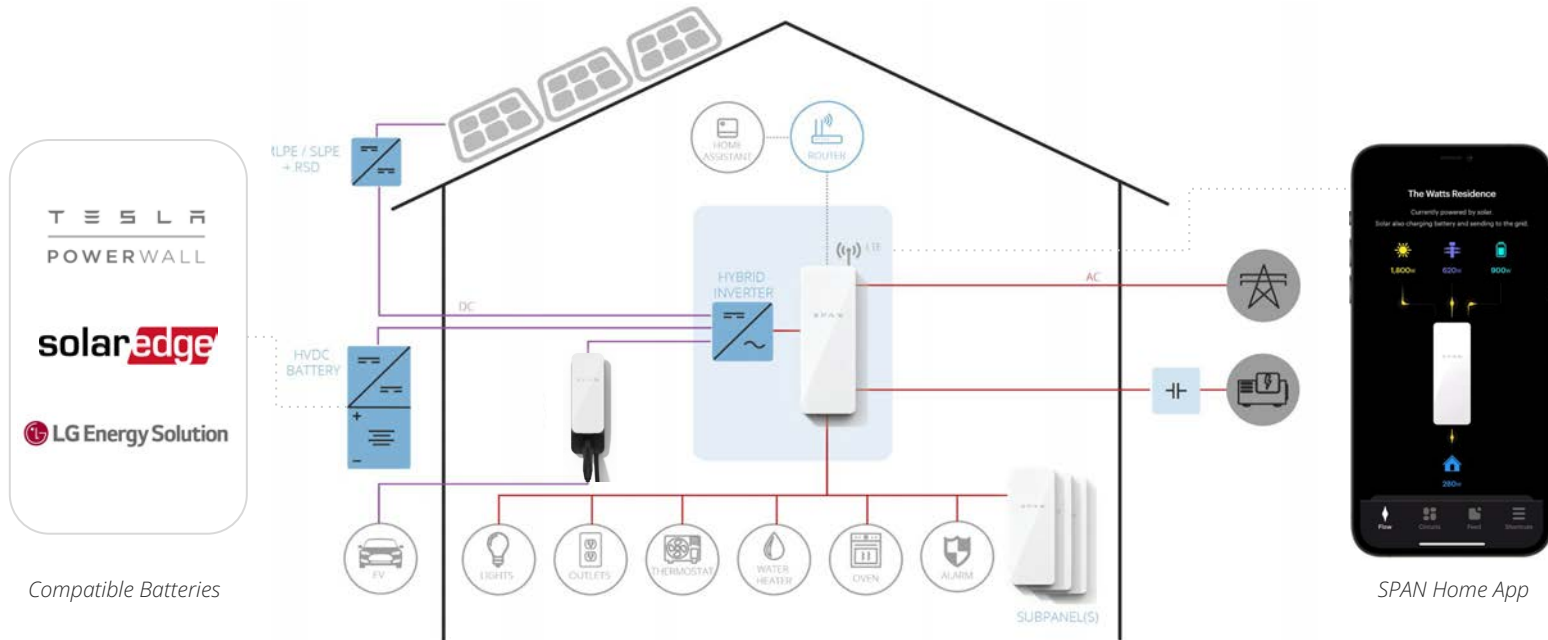
**85%** of millennials say that it is “extremely or very important” that companies improve the environment.

**38%** are willing to pay a premium for it.



# The SPAN Home

Designed to enable rapid adoption of renewable energy through whole-home electrification, controlled by a beautiful and intuitive energy management interface.



# What does SPAN do?

**Before we start, Download** the SPAN Home App to participate in the Simulated Home demo during the presentation.



[SPAN Video Intro](#)

SPAN  
Your Bridge to Clean Energy

# Homescreen

Monitor where the energy is coming from and where it is going

- See how the energy flows in and out of the SPAN Panel at high level
- Click directly into each icon for additional insights

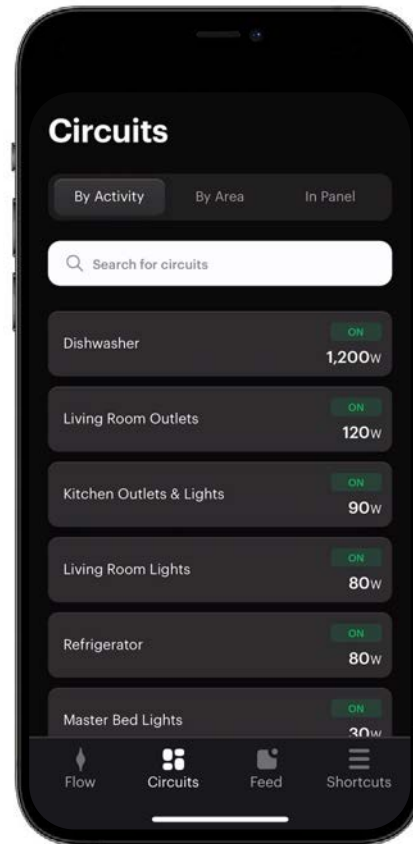




# Circuits

Circuit level control,  
right from the app.

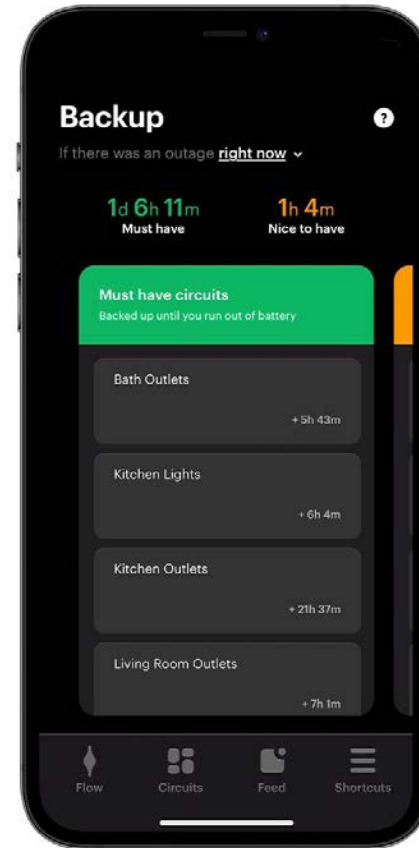
- Turn loads ON/OFF remotely from anywhere with an Internet connection
- View every circuit and have ability to name/rename each circuit right from your phone



# Backup

Prioritize circuits and extend backup.

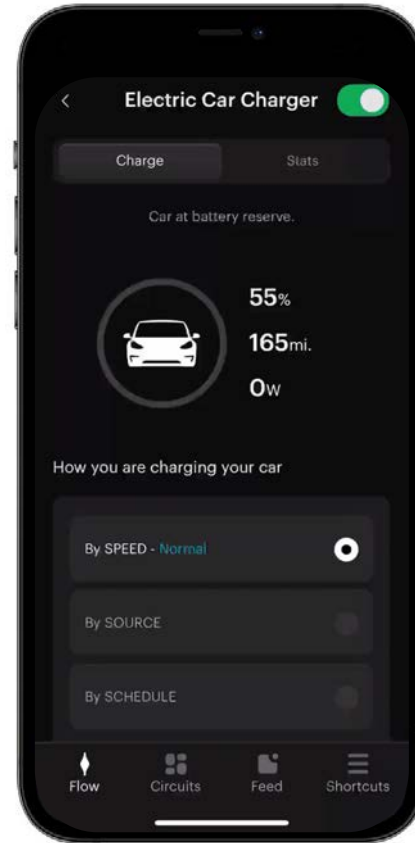
- Choose between “must-have,” “nice-to-have,” and “non-essential” circuits
- See the battery charge remaining and estimated backup time remaining based on usage



# SPAN Drive

Experience the control and intelligence of SPAN Drive

- Unlocks full Level 2 charge for any home
- Dynamic charging solution when service size is a constrained



# So to recap.....

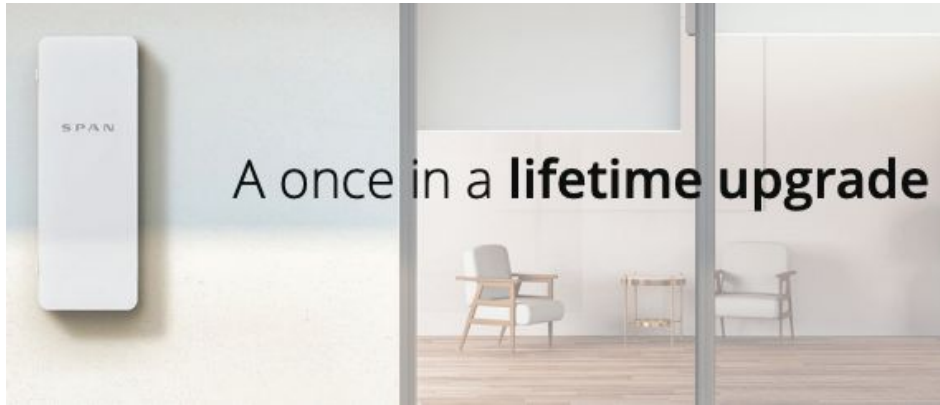
**SPAN is developing products to enable electrification, the rapid adoption of renewable energy, and deliver an intuitive interface for the home.**

The new electrical panel that meets 21st century needs and an EV charger with the most robust set of features available today

- Enables a smarter, more energy efficient, and “all-electric home”
- Full home monitoring solution
- Delivers visibility, control and management to all home circuits & energy systems
- Optimizes backup systems and stretches battery time
- Charge faster, cleaner, smarter and even during an outage
- All of this in one intuitive app!

**.... Then who wants SPAN?**

# Anyone Upgrading Their Panel!



A once in a **lifetime upgrade**

Don't take our word for it

"I have an older home and SPAN was the first step in my modernization journey. SPAN is now the center of my smart home. I've been waiting most of my life for this product."

-Terry F.

"A long-overdue, borderline genius product that puts much-needed control back into the hands of homeowners."

-Wired.com

"Upgrading my home's electric panel was a 'once in a lifetime' decision. The incremental cost of SPAN vs. a basic panel was well worth it for the control and insight I now have into my home"

-Rob B.

## "Other" qualifying event

New electric water heater, geothermal, heat pumps, pool, spa, sauna....

How many times would you like to go through a utility panel upgrade on your home? If you're like most Americans the answer is zero. Now imagine having dealt with the headache and financial burden of recently replacing your panel and then realizing *you have to do it again!*

**Do it once and install the latest technology** without concern of having to upgrade again in the future. SPAN provides free over the air upgrades and ensures your home is ready the first time for the **electrified future.**

## Key Features and Benefits to highlight

- Cost-Benefit of doing a project once
- By 2030 over half of cars will be EV
- Understand your energy now to make better decisions in the future



# Current or Future EV Owners



**SPAN Drive** pairs with your home  
for a **holistic & unparalleled**  
charging experience

- ✓ **Unlocks Level 2 charging for any home**
- ✓ Never derate your charger again
- ✓ No service upgrade needed
- ✓ Couple with solar and battery



## Solar + Battery

Have solar panels on your roof and/or a home battery installed? SPAN paired with Drive enables EV charging with 100% pure solar energy in real time and also lets you decide how you charge your car during an outage.

**It's the **cheapest, cleanest** way  
to charge your EV, period.**

# Maximize Your Solar/Battery Investment

A typical home battery can backup a fraction of your home. When paired with SPAN, that same battery can backup your entire home. SPAN makes this as easy as drag-and-drop. And tells you the time impact of every change on-the-fly.

## 25 Million

Customers with power  
outages in 2020

## 15 Hours

Average outage  
duration

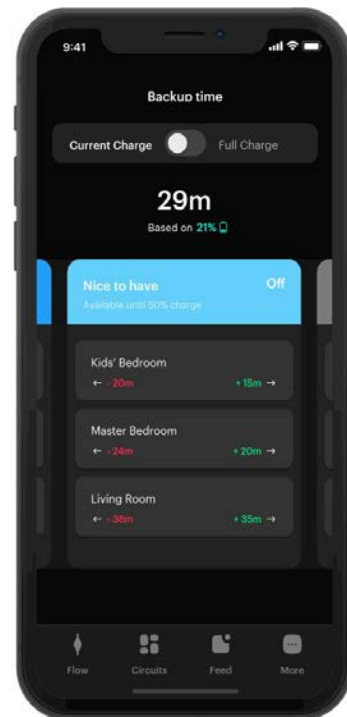
Source: Energy Information Administration

**A simplified storage experience.** All-in-one main & critical load panel. Enables access to 32 home loads during an outage

**Optimize battery storage** with programmable backup load management and automatic on/off load control

**Conveniently** make changes to backup settings at anytime

**Get peace of mind** with unprecedented visibility around battery time. Know how long your battery will run based on desired backup settings



# Inflation Reduction Act

## Incentives and Rebates for SPAN Products

### All consumers

#### RESIDENTIAL SOLAR CREDIT

### 30% Tax credit for SPAN Panel & installation

SPAN Panel may qualify for the updated tax credit when installed with a qualifying solar system.

#### RESIDENTIAL BATTERY STORAGE CREDIT

### 30% Tax credit for SPAN Panel & installation

SPAN Panel may qualify for the all-new tax credit when installed with a qualifying standalone battery system.

#### ENERGY EFFICIENT HOME IMPROVEMENT CREDIT

### \$600 Tax credit for SPAN Panel

SPAN Panel may qualify as an upgraded load center, which is eligible for a tax credit of 30% of costs up to \$600.

### Low-to-moderate income

#### HIGH-EFFICIENCY ELECTRIC HOME REBATE ACT

Savings include, up to:

### \$4,000 Rebate for SPAN Panel \$2,500 Rebate for installation

SPAN Panel may qualify for the all-new rebate as an upgraded load center.  
SPAN Panel installation may qualify for the all-new rebate as upgraded electrical wiring.

#### ALTERNATIVE FUEL VEHICLE REFUELING PROPERTY CREDIT

### \$1,000 Tax credit for SPAN Drive™ & installation

SPAN Drive and installation may qualify for this all-new tax credit of 30% of costs up to \$1,000 when installed at an eligible Alternative Fuel Vehicle Refueling Property (low-income community or not an urban area).

A customer calculator (super awesome):

<https://www.rewiringamerica.org/app/ira-calculator>

## The SPAN Process

# How installation works

[Get quote](#)

1

### Consultation

Meet with a SPAN expert to determine your energy management wants and needs.

2

### Site visit

A SPAN certified installer will visit your home to analyze your electrical panel install.

3

### Installation day

SPAN Panel is wired and validated for safety. Permits are filed. Your SPAN Panel is live.

# The SPAN

# How instal works

Get quote

1

## Consultation

Meet with a SPAN expert to determine your energy management wants and needs.

2

## Site visit

A SPAN certified installer w  
your electrical panel install

## Get a quote

Homeowner

Professional

SPAN products

SPAN Panel and SPAN Drive EV charger



First name

Last name

Address

Mobile number

Email

☐

I agree with SPAN's **terms of use** and **privacy policy**. SPAN may contact me by phone and SMS text. Message and data rates may apply. I understand I can unsubscribe at anytime.

Next



Support





# Thank you

Questions?

# Electrician's Perspective

## David Houseman

Owner of Pure Energy LLC

Waterford, CT

(860)-574-0320

[Pure-energy-llp.business.site](http://Pure-energy-llp.business.site)

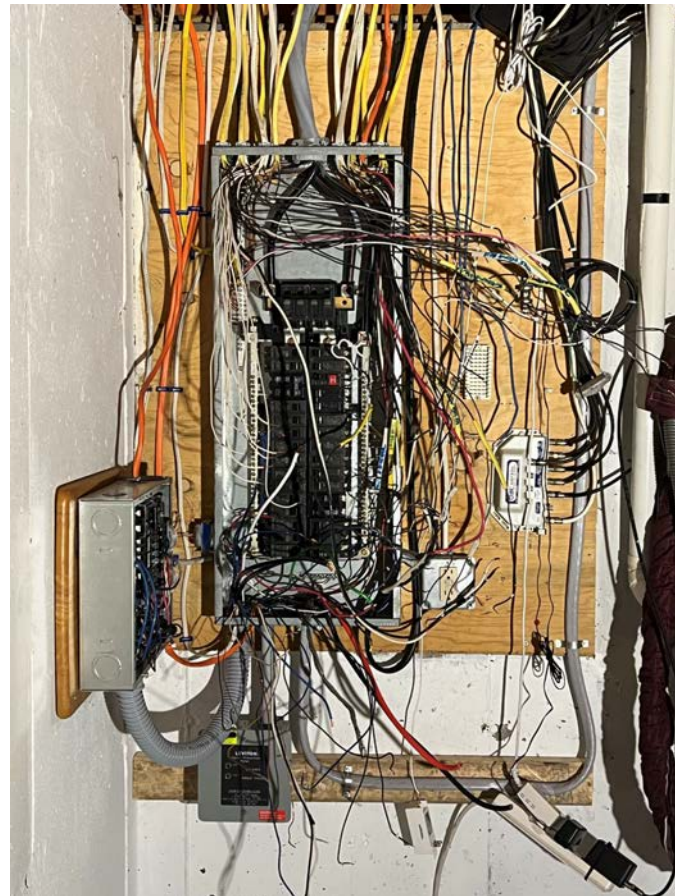
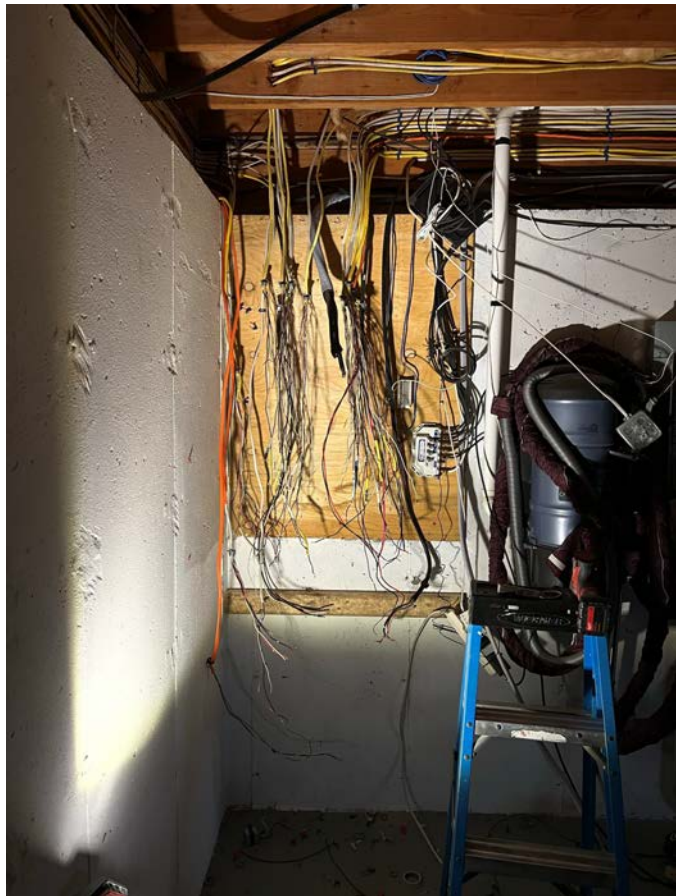
- DC Fast Charging Installation
- SPAN Certified Installation
- Residential Electrical
- Lutron/Leviton Guru
- Future Rivian R1S Adventurist

## What To Expect

- Initial Contact
- Initial Visit
- Preparations & Prerequisites
- Duration of the Installation
- Install Process
- Activation of SPAN Account
- Invoicing in an Incentive & Rebate Friendly Way

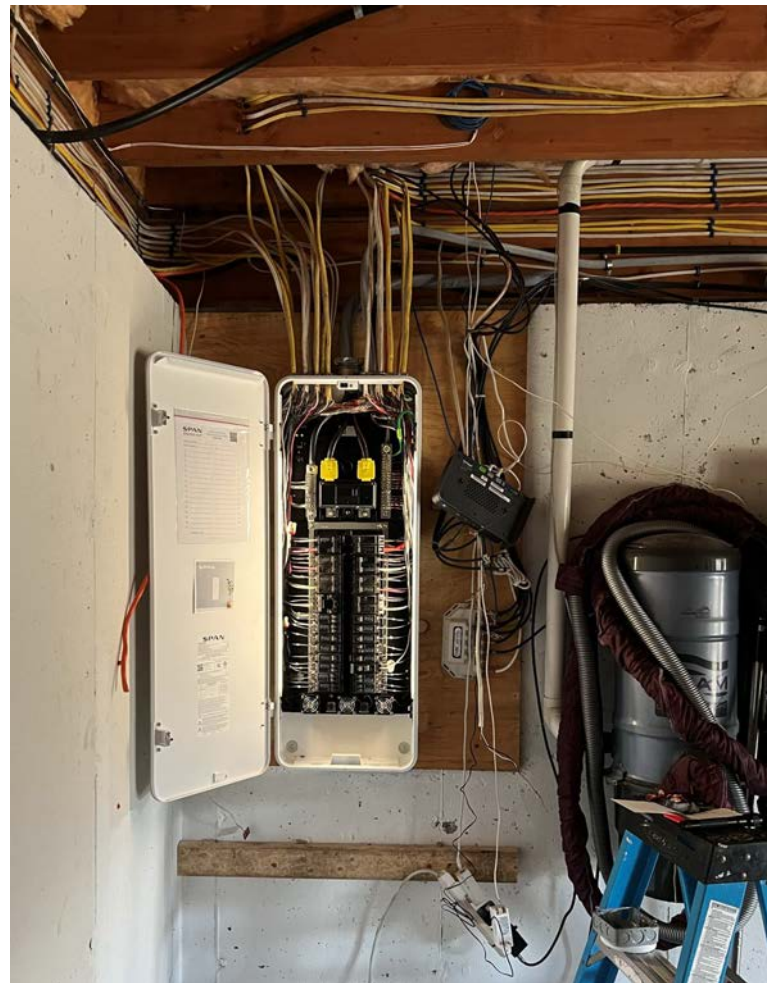


# Electrician's Experience





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# Electrician's Experience





# Electrician's Experience



# Owner's Perspective

## Paul Braren

### TinkerTry.com, Owner

PCs, EVs, home tech, efficiency, and more

Wethersfield, Connecticut

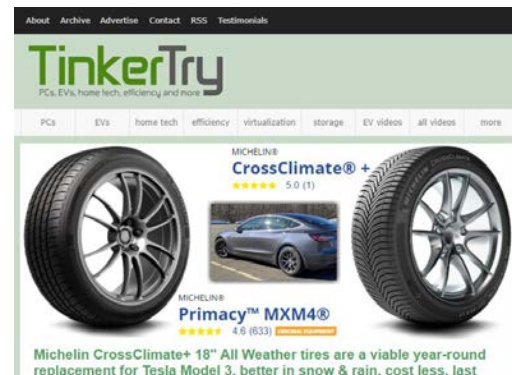
[TinkerTry.com/contact](https://tinkertry.com/contact)

- Member of the EV Club of Connecticut Leadership Team managing [YouTube](#) & [Twitter](#)

## What I Learned

My wife and I recently moved into a 33 year old home in Wethersfield Connecticut, and we wanted 48 amp Level 2 EV charging for both EVs. We needed a 200 amp service panel upgrade to go all-electric, including heat pumps for cooling heating, and hot water.

- Since we left our gas generator behind, here's how I explained the value proposition to my CFO/wife:
  - Solar readiness
  - Improved power management during outages
  - Ability to monitor each circuit's power use over time



# Owner's Perspective

## What I Learned

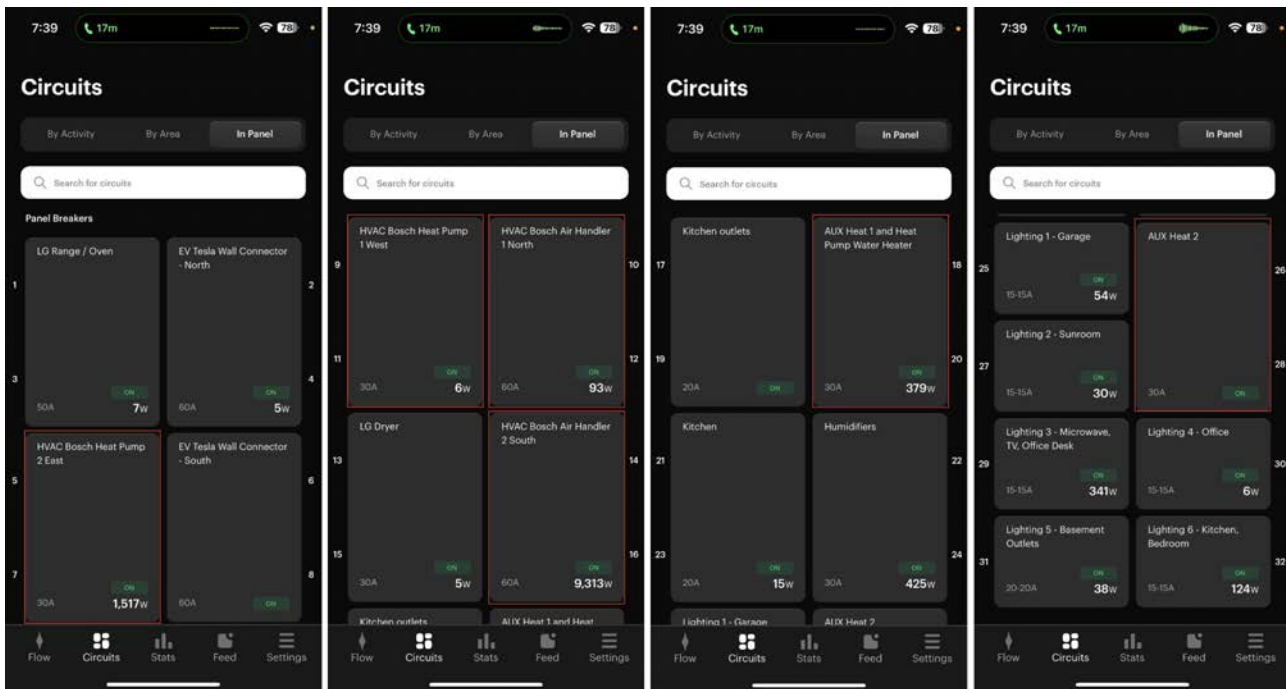
- How I moved some of my existing EV charging equipment.
- Located a shielded gigabit switch near to the SPAN panel where future solar equipment will also be installed and networked.
- Why I decided to skip the NEMA 14-50 outlet this time around: slower, more points of possible failure, and more cost overall.
- I didn't have room between cars for SPAN Drive's J1772 connectors.



# Owner's Perspective

## What I Learned

- I had no idea that installing 2 heat pump units (for cooling and heating) could require as many as 6 circuit breakers! (depending upon how many banks of resistive heat your home needs)



# Owner's Perspective

## More stuff I learned

- When renovation of my home included replacing 27 back-wired outlets, it sure was handy to be able to remotely turn off circuits.
- The earlier you can get your HVAC designer coordinating carefully with your electrician, the better.
- Working out the kinks in HVAC system design including heat pump vs aux heat determination, it's helpful to be able to use SPAN Panel's graphs that show power use on a circuit-by-circuit basis.
- I had no idea that installing 2 heat pump units (for cooling and heating) would require
- I went with an additional Leviton Whole Home Surge Suppressor, hoping to add an extra bit of protection to all my electric stuff while I await approval for eventual battery backup with solar.
- I have a history of voltage sags in my neighborhood, and I'm working closely with Eversource on trying to remedy that.



# Owner's Perspective

## Tips

- Per electrician recommendation, use shielded network cabling with shielded ends. I went with CAT6a.
- Located a shielded gigabit switch near to the SPAN panel where future solar equipment will also be installed and networked.
- Be sure to label circuits as you do any electrical work that requires flipping breakers to off, inconveniencing occupants as little as possible.

# Owner's Experience



# Owner's Experience

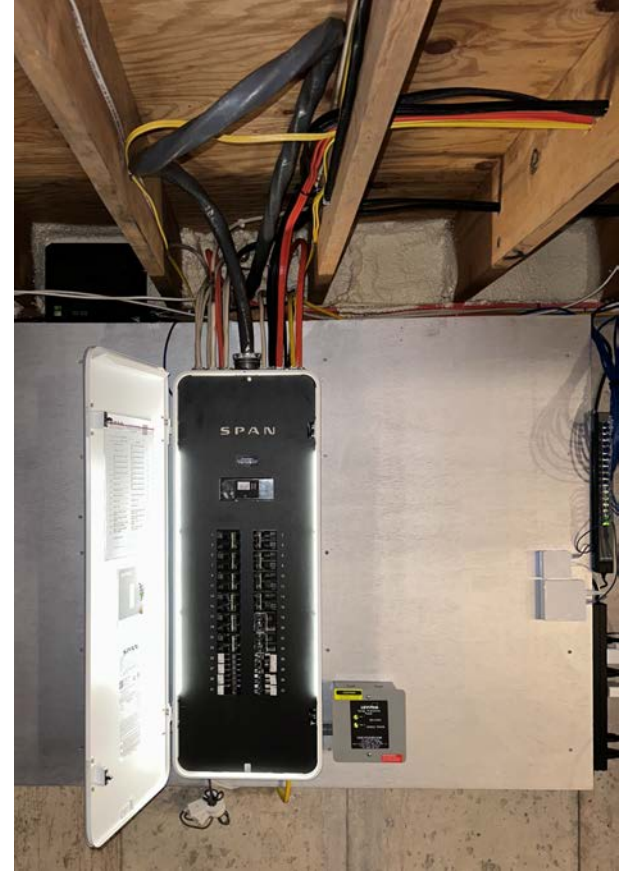


Before this...



I got ready by doing this...

# Owner's Experience





# Owner's Experience



Before...



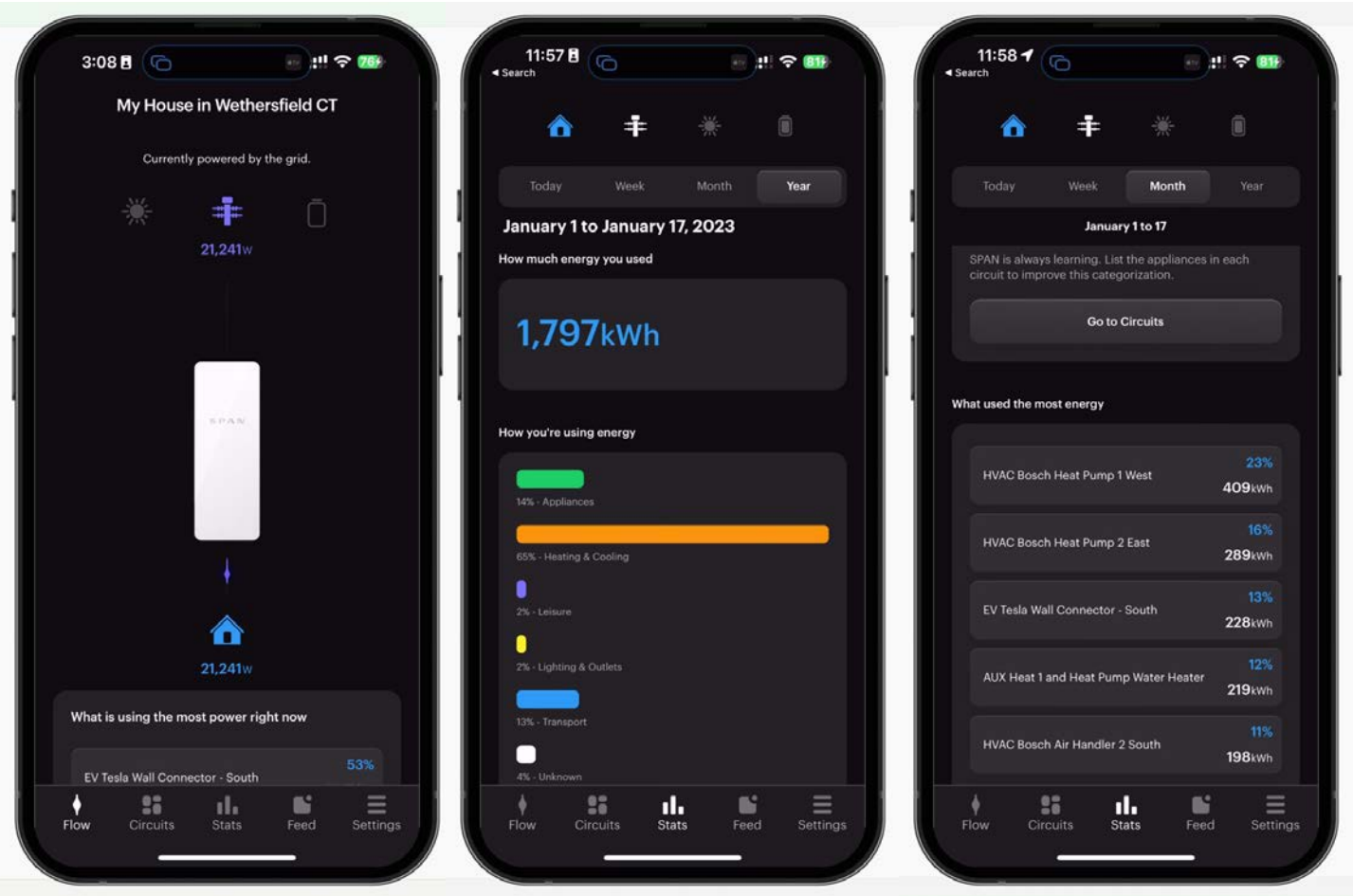
After





# Owner's Experience

Live Demo of Span App!



# Panel Discussion

## Your Connecticut Neighbors

- Corrigan Harreys
- David Houseman
- Paul Braren

## Q&A

- Open to everybody on the Zoom



# Questions & Answers

