

**COMMONWEALTH OF MASSACHUSETTS
ENERGY FACILITIES SITING BOARD**

PREFILED TESTIMONY OF JASON KNEDLHANS

1 **Q. Please state your name and business address.**

2 A. My name is Jason Knedlhans and my business address is 988 Howard Avenue, Suite
3 200, Burlingame, California, 94010.

4 **Q What is your position with Medway Grid, LLC (also referred to by the witness as**
5 **“Medway Grid” or the “Company”) and what are your responsibilities?**

6 A. I am the Director of Energy Storage Solutions for the Medway Grid energy storage
7 project. My responsibilities include oversight of the Project’s engineering, technology
8 and management from modeling until operations.

9 **Q. Please describe your educational background and professional experience.**

10 A. I obtained my Bachelor of Science in Electrical Engineering from the University of
11 Wisconsin - Milwaukee. I have over 15 years of professional experience in energy
12 storage system engineering, including vetting and selecting technology for projects.

13 **Q. What is the purpose of your testimony?**

14 A. I am offering testimony on the Company’s selection of the Tesla Megapak and the safety
15 parameters of the Project as detailed in Sections 3.0 and 5.0 of the supporting
16 documentation appended to the Petition.

17 **Q. Does this conclude your testimony?**

18 A. Yes.

JASON KNEDLHANS

CORE QUALIFICATIONS

- Energy storage system engineering
- Product development & innovation
- Renewable energy system design
- Component vetting & selection
- Lean Sigma Green Belt certification
- Exceptional relationship building
- Cross functional management
- Global relations

PROFESSIONAL EXPERIENCE

Able Grid Energy Solutions – 2018 to present

Director, Energy Storage Solutions

Engineering

- Cost model development and management
- Physical asset layout and modeling
- Manage interconnection, studies for project requests

Technology & EPC Management

- New technology vetting and tracking
- International battery manufacturing facilities due diligence
- Advanced battery and PCS vendor relationships
- Able Grid RFP process management

Project Execution and Operation

- Project management, from modeling to COD
- O&M activity and cost modeling
- Asset management oversight

M.A. Mortenson Company – 2016 to 2018

Energy Storage Technical Manager

Engineering

- Energy storage system engineering – lead engineer
- Development of energy storage system design optimization tool
- Design innovation
- Equipment specification creation
- Engineering partner selection and negotiations
- Performance & augmentation optimization
- Experience with multiple system configurations
 - Pre-engineering
 - Building enclosed
 - Retrofit

Technology Vetting & Selection

- System component selection responsibility
- Battery manufacturing facilities due diligence
- Advanced battery and PCS vendor relationships
- Recent battery vendor visits, South Korea and China

Proposal & Estimating

- Lead pursuit development and customer management
- Energy storage system sizing optimization
 - Homer Grid
 - Energy Toolbase
 - Created internal solar & storage tool
- Technical proposal development
- Lead project specific estimating

Project Execution

- Manage multiple engineering disciplines
- Constructability reviews
- Contract negotiations

Underwriters Laboratories LLC – 2006 to 2016

General

- Ten years battery testing experience
- Cell to system level battery testing
- Renewable energy power system engineering: Energy Storage, Solar (PV), Wind, Distributed Generation, Generators, Gas Turbines
- Global laboratory development: Batteries, PV, Inverters
- Manufacturing facilities due diligence

Global Leadership Program – 2015

- Appointed by senior management, 4% of 11,000+ employees selected
- Multiple international training sessions spanning 10 months
- Executive management, international relations, global business development , strategic enterprise solutions, finance

Engineering Leader

Engineering management

- Empowerment & trust
- Team of 15 engineers with total section revenue of \$9.8M
- Revenue growth of 19% in 2013 and 25% in 2014, exceeding business division goal by 18%
- Increase in customer satisfaction rating by 9%, exceeding business division goal by 4%
- Technical sales training lead for over 2,000 global staff

Global account management

- Samsung SDI, LG Chem, Dow Chemical – Solar, GE, Caterpillar
- Increased revenue for accounts by 200% and gained access to adjacent businesses

Photovoltaic Plants service development

- Lender's engineer, independent engineer, due diligence service
- Company and product profiling including financial and quality analysis
- Custom solutions for financiers, installers, manufacturers and project owners

Process Improvement

- Independently orchestrated industry focus group made up of top 5 companies, representing over 60% market share, increasing customer intimacy and 20% revenue growth, YoY
- Profitability increase of 157% and 66% for two segments
- Reduced project turnaround time by 62% and 18% for two segments
- Global pricing strategy development, achieved 20% reduction in quoting time

Business Development Manager

- Domestic and International account management of Fortune 500 companies
- Management of U.S. region, \$57M, meeting or exceeding financial goals
- Program strategy and development, with \$5m development pipeline

Product/Service development

- Pioneered web based subscription software service by aligning client needs and services, \$6m program
- Developed first bi-national standard within the and managed international standards development, \$1m opportunity
- System solutions for photovoltaic industry by leading and international team of sales, operations and marketing, \$1m program

Presentations & Publications

- Presentation to over 200 participants of the Electrical Generating Systems Association
- Multiple renewable energy industry presentations
- Global presentations to government officials and regulatory agencies
- Developed global pricing strategy, resulting in profitability increase of 20%
- Lead UL sales training and Mentoring Program for new hires and developmental focus programs

Senior Project Engineer

- *UL Mark of Excellence Award*: Development of automated data capture and retention system
- Proactively managed international projects while supporting Sales & Operations
- Designed and delivered training to global engineering team of 50 PV engineers
- Training of global internal and external laboratories in the areas of UL, IEC, and ISO

Harley-Davidson Motor Company

Engineering Co-Op

- Winning concept design, as demonstrated at Arizona Proving Grounds
- Managed Charging Systems Laboratory daily operations
- Battery charging system design assistance
- Proof of concept, EMC & homologation testing

EDUCATION

University of Wisconsin – Milwaukee - 2006

Bachelor of Science – Electrical Engineering

University of Kent at Canterbury – *Study Abroad*

Nonlinear systems in biology, theoretical mathematics, philosophy

Continuing Education

- Lean Sigma Green Belt & Lean Leader
- Management Essentials Program
- Train the trainer, University of Illinois

AFFIDAVIT OF JASON KNEDLHANS

I, Jason Knedlhans, attest that:

1. I am testifying on behalf of Medway Grid, LLC before the Massachusetts Energy Facilities Siting Board in docket EFSB 22-02.
2. This pre-filed testimony and the sections included in the Petition that I am sponsoring were prepared by me or under my supervision and control.
3. I hereby swear or affirm that the information contained in my pre-filed testimony and information provided in Sections 3.0 and 5.0 as pertains to acoustics are true and accurate to the best of my knowledge.



Jason Knedlhans