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# The Process





## Panel Questions for the Audience

- ☐ What do you need and/or what are you missing to model LDES properly for inclusion in IRPs, RFPs, etc.?
- ☐ What is the largest hurdle for LDES acceptance, internally?  
(Performance data, pricing, technology risk...)
- ☐ How can alternative technology companies best show their use-case where there is already an incumbent technology?
- ☐ What is the general market view of LDES as a technology class?  
(Positive/negative, R&D/mature...)
- ☐ Where do you see LDES fitting in as a grid resource?  
(Co-location, standalone, replace li-ion, support li-ion...)

