



TE Insights: A new data tool to help solution providers grow their utility transportation electrification business

By Michael Hartnack, Brenna Raeder

May 30, 2023

Transportation electrification (TE) is among the most exciting and revolutionary transformations we've ever seen in the utility industry. It's also one of the quickest to evolve and often feels difficult to keep up with. Utilities are preparing to roll out new TE programs and update their infrastructure to handle new loads, while solution providers and manufacturers are working to capture new business across multiple TE revenue streams.

Leverage data to grow your mobility business with utilities

Watch our latest webinar, available on-demand, to learn how to track down upcoming TE dollars. We share details on the data and tools you need to grow your mobility business with utilities.

[Watch now](#)

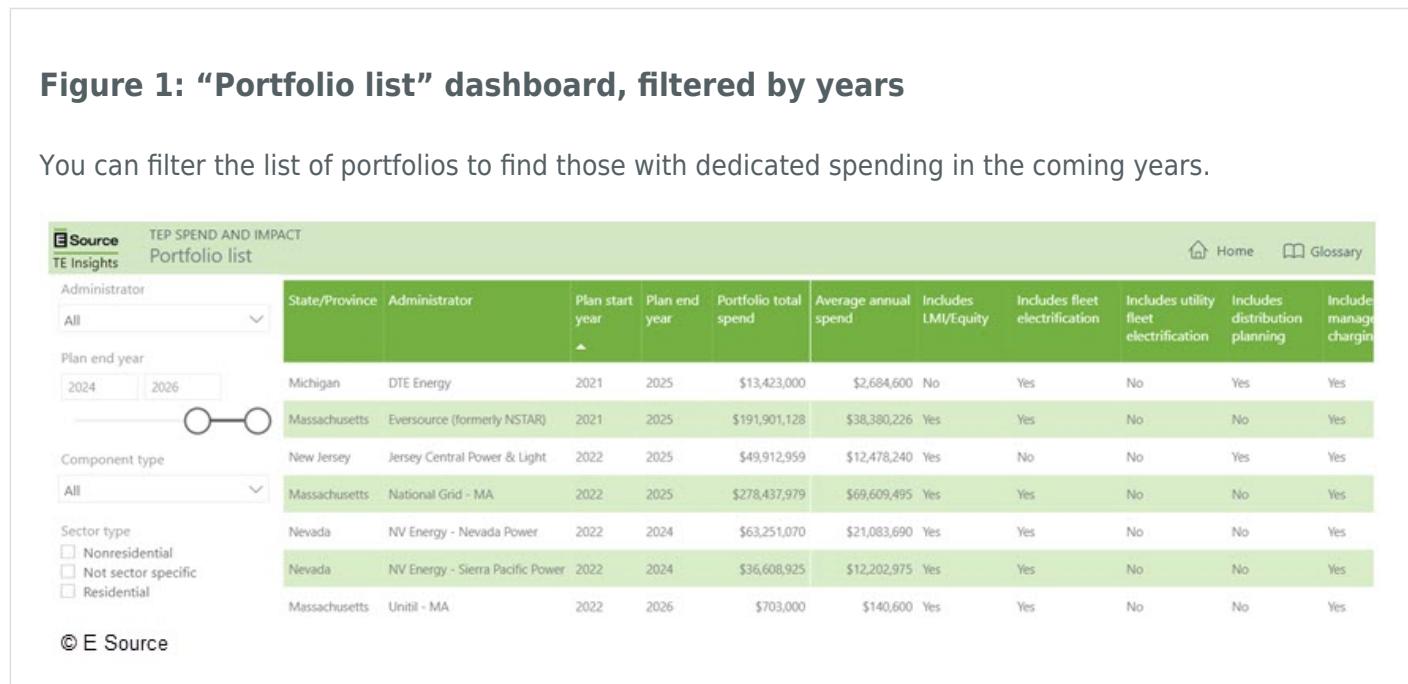
Until now, it's been complicated and time-consuming to find detailed data about what utilities are spending on TE and where they're focusing their program efforts. To help you and your sales team find and capture new business and understand utility TE programs, spending, and rates, we created E Source [TE Insights](#) as part of our new Mobility portfolio. The tool organizes data from utility TE plans, EV-specific rates, and customer

rebates into one easy-to-navigate platform for a wide range of users.

We've designed the tool specifically to offer insights relevant to various roles across your business development, product development, strategy, and leadership teams.

Business development

TE Insights helps you identify trends in utility investment and find filings for future programs and spending. Filter documents or portfolios by year to identify plans for future investment (**figure 1**). Or use visuals to quickly see where utilities are prioritizing spending. With slicers, you can narrow down to the specific utilities, regions, and sectors that are most relevant to your business. The “Document library” keyword search also helps you find mentions of specific technologies to find utilities looking for your solutions.



Market sizing

TE Insights is the only tool in the industry that can provide you with market sizing data on utility TE investment. Quickly estimate utility investment in DC fast-charging equipment or multiunit dwelling Level 2 charging infrastructure in TE plans. This data will help you make effective product strategy decisions and form the foundation of your utility TE sales pipeline. Are you focused specifically on Northeast sales of Level 2 charging equipment for public or workplace settings? Data sets like the one shown in **figure 2** show you exactly how much Northeastern utilities with TE plans are spending in this category, individually and collectively.

Figure 2: “Program component spend” dashboard, filtered by region

You can filter by region to see business opportunities in your area.



Product development and strategy

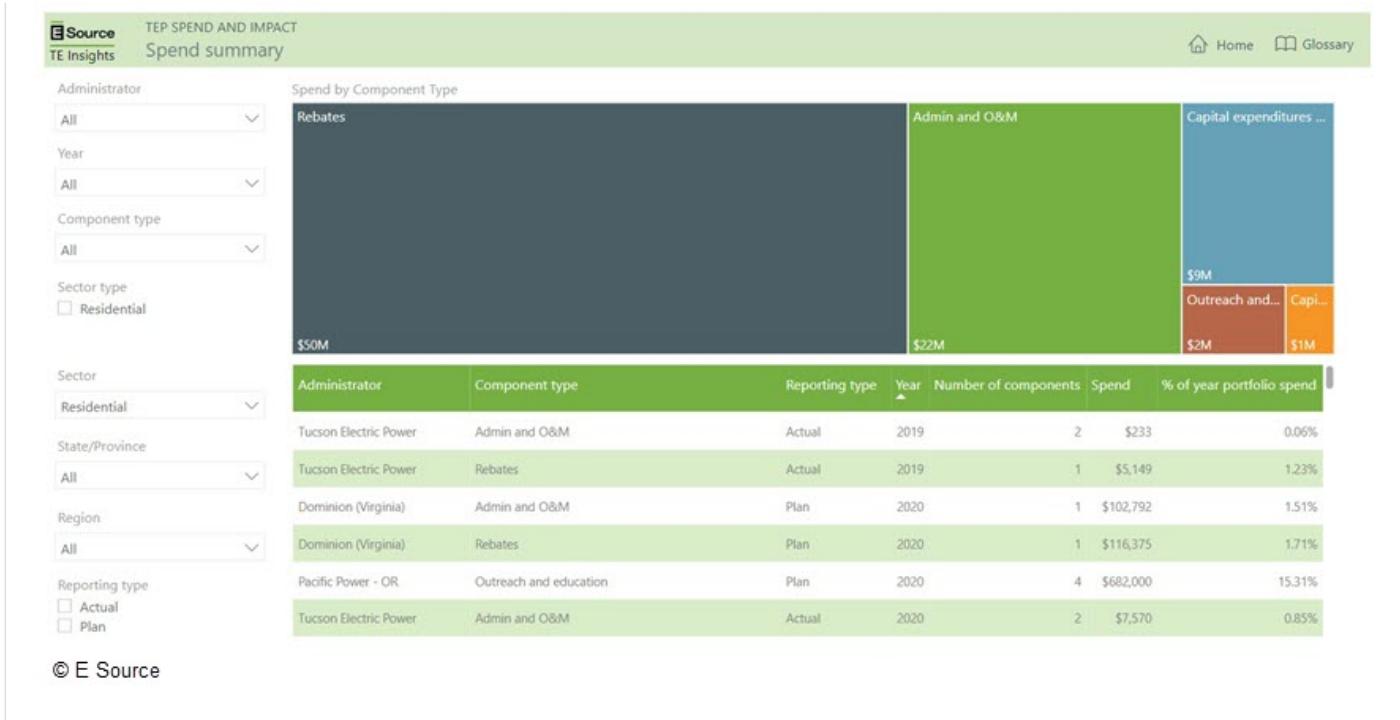
As you’re developing and growing your portfolio of TE offerings, TE Insights can help you fully understand utility portfolios and spending.

Data visuals, slicers, and exported results help you explore utility spending

With dynamic visuals, you can quickly see how utilities are allocating TE budgets between rebates, capital investments, outreach and education, and more (figure 3). Slicers make it easy to focus on budgets and goals for certain utilities, regions, sectors, impact types, and more. Also, each data point has links to the right page in the reference document so you can see more context about each value.

Figure 3: “Spend summary, filtered by residential

A data visualization on the “Spend summary” dashboard makes it easy to see how the industry or a specific utility is allocating its budget, depending on slicer selections.



The “Document library” supports product development

The “Document library” compiles TE plans, major TE filings, reports, and evaluations so you can easily find examples of how utilities are building the case for their TE investments and responding to regulators (**figure 4**). You can also do a keyword search across all documents stored in TE Insights to find mentions of specific technologies or utility concerns.

Figure 4: “Document library”

We host all documents on E Source servers, ensuring the stability of links in the “Document library.”

Source TE Insights TEP SPEND AND IMPACT Document library Home Glossary

Administrator All

Year 2018 2023

Document text search Search

State/Province All

Region All

Document Type All

Administrator type All

State/Province	Administrator	Year	Document Type	Document	Docket
Arizona	Arizona Public Service	2022	Transportation electrification plan	APS - 11.30.2022 - 2023 Transportation Electrification Implementation Plan & Budget (amended) - E-01345A-22-0067	E-01345A-22-0067
Arizona	Arizona Public Service	2022	Transportation electrification plan	APS - 6.1.2022 - Transportation Electrification Implementation Plan and Budget - E-01345A-22-0067	E-01345A-22-0067
Arizona	Arizona Public Service	2018	Transportation electrification plan	APS - 8.17.2018 - Policy Decision on Transportation Electrification - RU-00000A-18-0284	RU-00000A-18-0284
Washington	Avista - WA	2020	Transportation electrification plan	Avista - 7.1.2020 - Transportation Electrification Plan - Avista TEP Filing	Avista TEP filing
Colorado	Black Hills Energy - CO	2020	Transportation electrification plan	Black Hills Energy - Co - 5.8.2020 - Transportation Electrification Plan - G.765719	G.765719
California	Burbank Water and Power	2020	Transportation electrification plan	Burbank Water and Power - 2020-2025 Transportation Electrification Strategic Plan and Roadmap	BWP Board Meetings

© E Source

EV program and rate design

Perhaps you're focused on offering products for and finding new business at utilities that don't have full-fledged and filed TE plans but offer EV rates or EV programs. TE Insights makes it easy to compare and navigate current utility offerings.

Selecting a rate or program from the lists on the "EV-specific rates" and "EV incentive programs" dashboards pulls up a program description, and it's easy to navigate to the next item on your list. You can also search the program table for keywords (**figure 5**).

Figure 5: "EV-specific rates" dashboard

TE Insights displays complicated rates as tables.

Source TE Insights TE RATES AND INCENTIVES EV-specific rates

Administrator: All

Year: All

Rate type: Critical Peak Pricing, Flat fee, Time-of-Use

Sector: All

State/Province: All

Region: All

Administrator type: Cooperative utility, Investor-owned utility, Municipal utility

Rate description

Time of day	Summer (June 1 - October 1)	Winter (October 1 - June 1)
On peak (12 pm - 7 pm, all year, every day)	\$0.2634/kWh	\$0.2563/kWh
Off peak (all other hours)	\$0.1117/kWh	\$0.1056/kWh

Search

Administrator	Rate	Year	Sector	Rate type	Live source	Static source
Alabama Power Company	Business Electric Vehicle TOU Charging Rate	2022	Commercial & industrial	Time-of-Use	Live source	Static source
Alameda Municipal Power	EV Charging TOU Rate	2023	Residential	Time-of-Use	Live source	Static source
Anaheim Public Utilities	EV Charging TOU Rates for Single-Family Homes	2022	Residential	Time-of-Use	Live source	Static source
Anaheim Public Utilities	Nonresidential EV Charging TOU Rate: Demand Charge with Lower Energy Charge	2022	Commercial & industrial	Time-of-Use	Live source	Static source

© E Source

The “EV incentive benchmarking” dashboard includes specific incentive amounts from EV programs, keeping you equipped with the data you need for utility program implementation business development (**figure 6**). Incentives range from e-bike rebates to funding for DC fast-charging installation.

Source TE Insights TE RATES AND INCENTIVES EV incentive benchmarking

Administrator: All

Year: All

Incentive category: All

Incentive unit: All

Sector: Multifamily

State/Province: All

Region: All

Administrator type: All

Incentive description: 50% rebate on the cost of equipment, warranty and installation for eligible DCFC, up to \$15,000

Incentive details: Eligible participants must:

- Submit the rebate application within 30 days of successful installation
- Give BGE access to your charging data, which requires either Wi-Fi or a 4G network at your property
- Be an active BGE electric customer on Schedule G, GS or GL and own and operate the multifamily property
- Provide BGE with the price EV drivers pay to charge their vehicles at their chargers

Search

Administrator	Incentive name	Incentive category	Year	Sector	Incentive value	Incentive unit	Live source	Static source
BC Hydro	Electric Vehicle Charging Infrastructure for Multifamily Buildings Program: Planning	Technical assistance	2022	Multifamily	75	% of total cost	Live source	Static source
BGE	Commercial Charger Incentives: DCFC	Prescriptive rebate - holistic	2022	Multifamily	50	% of total cost	Live source	Static source
BGE	Commercial Charger Incentives: Level 2	Prescriptive rebate - holistic	2022	Multifamily	50	% of total	Live source	Static source

© E Source

TE Insights is an exciting new data tool that revolutionizes the way solution providers and OEMs access critical data to grow their business in the TE space. By providing comprehensive spending data on utility TE portfolios, essential insights on EV rate and program design, and a scope of market size, TE Insights is an invaluable asset for businesses. With TE Insights, solution providers can:

Learn how E Source TE Insights can you help work smarter, not harder

TE Insights can help save you time and win new business. Fill out the form below and one of our experts will contact you with more information.

- Make informed decisions
- Customize product offerings
- Tap into the immense and exciting potential of this dynamic market

The data offered by TE Insights provides insights into the scope and scale of utility opportunities in the TE landscape, enabling solution providers and OEMs to strategically position themselves and their products for success. Equipped with this knowledge, companies can confidently expand their operations, forge strong partnerships, and drive meaningful growth in the dynamic world of transportation electrification.

Get ahead of utility TE spending and strategy

Learn more about the TE Insights tool in this demo video!



© 2008 - 2026 E Source Companies LLC. All rights reserved.
Distribution outside subscribing organizations limited by [license](#).