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Speed to Power: Why Energizing Faster is the New Competitive Advantage

For decades, energy infrastructure was something you planned around—slow, static, and separate from the front lines of business strategy.

Not anymore.

In today's economy, access to power is defining which companies scale, which industries lead, and which countries compete. One metric is becoming more important than ever: **speed to power.**

AI datacenters, fleet electrification, manufacturing reshoring, and more are driving unprecedented demand for energy. In this new energy reality, energizing sites quickly isn't just an engineering milestone—it's a growth imperative.

The New Urgency for Power

We're entering a phase of global transformation where power availability is emerging as one of the most valuable and constrained resources on Earth.

AI datacenters are rapidly outpacing grid capacity. Single sites are requesting hundreds of megawatts—and even gigawatts. The lead time from identifying a site to deploying racks has compressed to quarters, not years—and yet, power often remains the longest pole in the tent.

Fleet and building electrification is surging as organizations seek to increase energy reliability while reducing costs. The electrification of warehouses, factories, and commercial buildings—often in densely populated, grid-constrained areas—places major stress on local infrastructure.

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Retailers and C&I operators are no longer just consuming power—they're generating it, storing it, and managing it on-site. As energy becomes both an input and a lever for competitiveness, access to reliable and cost-effective infrastructure is critical.

Across all segments, one thing is clear: **the need for power is real and immediate—and businesses are losing time, money, and opportunity while waiting for infrastructure to catch up.**

Where the Bottlenecks Are

Every project has two timelines: the one the business wants and the one that today's power systems can deliver.

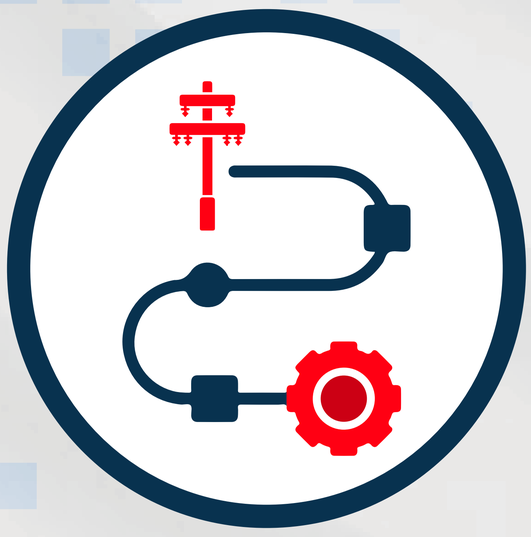
Unfortunately, they almost never match.

Utility interconnection is the single largest bottleneck in most power deployment efforts. In many cases, utilities provide no guaranteed timelines, and delays of 18 to 60 months are common. Interconnection studies alone can take a year. Then comes procurement of substations, transformers, and labor. Meanwhile, the business sits idle.

Permitting complexity adds another layer of friction. Most cities, counties, and utilities operate with outdated permitting models. Behind-the-meter solar, storage, and load flexibility are often viewed as exceptions rather than the default—even though they should be the new norm.

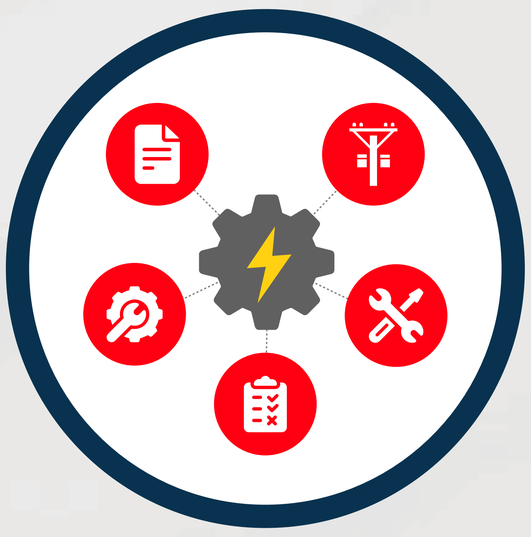
Fragmented infrastructure is the norm, not the exception. Most sites require multiple power conversion, routing, protection, and monitoring devices—all from different vendors. Each component must be permitted, procured, installed, integrated, and tested. This creates a long, complex, failure-prone process that doesn't scale.

Even after the system is online, operators often lack the flexibility to adapt to changing site needs, which leads to stranded assets and underutilized infrastructure.



Long Utility
Upgrade Timelines

Complex
Permitting



Fragmented
Infrastructure

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The Business Case for Speed to Power

The costs of delay are hard to ignore:

- **Delayed Revenue:** For every month a site sits without power, it's not generating revenue. Every delay gives competitors more time to gain market share.
- **Escalating CapEx and OpEx:** Long timelines create budget uncertainty and force companies to procure interim solutions, such as temporary generators, diesel redundancy, or peak-hour demand charges.
- **Missed Contracts and Incentives:** Infrastructure delays mean missed opportunities to secure long-term agreements with customers. In many cases, deployment speed is the gating factor in winning key strategic deals.

Speed to power is more than operational efficiency. It is a business accelerator, a strategic advantage, and a way to increase internal rate of return (IRR) across every site.

For infrastructure owners and operators, **speed to power is speed to revenue.**

Delayed
Revenue

Rising
CapEx & OpEx

Missed
Contracts

How Modern Energy Platforms Solve This

The future of energy deployment doesn't look like traditional engineering. It looks like productization.

Modern power infrastructure platforms are solving speed-to-power challenges in three key ways:

- **Standardization**
  Instead of custom-building a solution for every site, modern platforms are drop-in ready. Pre-integrated systems with standardized interfaces can reduce permitting time, simplify installation, and compress project timelines from years to months.

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- **Behind-the-Meter Aggregation**
  By intelligently coordinating solar, batteries, and flexible loads behind the meter, businesses can avoid or delay utility upgrades. These systems can be installed, energized, and optimized while utility interconnection drags on in the background—or even permanently avoided if grid independence is the goal.

- **Software-Defined Flexibility**
  Programmable platforms allow operators to evolve site functionality over time without re-engineering hardware. Want to shift a site from charging EVs to powering refrigeration or supporting grid services? It's just a software update.

  This flexibility is critical because **today's power needs won't be tomorrow's.** Platforms that can evolve will generate more value over time—and lower total cost of ownership (TCO) across the site's lifespan.

The DG Matrix Approach

DG Matrix was founded to meet this exact moment. Our Power Router represents the most advanced solid-state transformer platform ever brought to market—and it's built to scale.

- **Integrated, Standardized Architecture:** The Power Router consolidates multiple power conversion devices—including transformers, inverters, rectifiers, and switchboards—into a single programmable unit. This eliminates complexity, minimizes points of failure, and streamlines permitting and installation.

- **Multi-Port Functionality:** It's the world's first solid-state transformer to manage multiple AC and DC sources and loads simultaneously. This enables real-time control of diverse energy assets—solar, storage, utility, EV charging, and more—all from a single device.

- **Software-Defined Configuration:** The Power Router is programmable at the software layer, allowing customers to reconfigure site functionality on demand. Whether you're scaling up EV charging, shifting energy management strategies, or enabling advanced grid services, the platform adapts—without physical rework.

- **Drop-In Deployments:** Our productized architecture reduces design time, speeds permitting, simplifies installation, and accelerates commissioning. This allows developers and operators to get energized and revenue-generating faster—even on grid-constrained sites.

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The DG Matrix Approach

- **Integrated, Standardized** Architecture
- **Multi-Port** Functionality
- **Software-Defined** Configuration
- **Drop-In** Deployments

Across deployments with major enterprise customers, DG Matrix is proving that **speed to power isn't just possible—it's scalable.**

Conclusion: Build Faster or Fall Behind

We are entering a decade where the fastest companies will win—not just on product or marketing, but on power.

Companies that energize faster will generate revenue sooner, close deals more reliably, and scale without infrastructure bottlenecks.

The old way of deploying power—customized, slow, fragmented—is incompatible with the pace of today's markets.

The new way is productized, programmable, and fast.

That's the promise of speed to power.

And that's the future DG Matrix is building.