

# Providing Grid Services with Heat Pumps: A Review

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## Abstract

The integration of variable and intermittent renewable energy generation into the power system is a grand challenge to our efforts to achieve a sustainable future. Flexible demand is one solution to this challenge, where the demand can be controlled to follow energy supply, rather than the conventional way of controlling energy supply to follow demand. Recent research has shown that electric building climate control systems like heat pumps can provide this demand flexibility by effectively storing energy as heat in the thermal mass of the building. While some forms of heat pump demand flexibility have been implemented in the form of peak pricing and utility demand response programs, controlling heat pumps to provide ancillary services like frequency regulation, load following, and reserve have yet to be widely implemented. In this paper, we review the recent advances and remaining challenges in controlling heat pumps to provide these grid services. This analysis includes heat pump and building modeling, control methods both for isolated heat pumps and heat pumps in aggregate, and the potential implications this concept has on the power system.

*Keywords:*

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## 1. Introduction

The US electrical grid has experienced a rise in renewable energy generation capacity in recent years, rising by more than 50% in the past ten years [1]. In addition, some states are beginning to adopt aggressive clean energy goals with high percentages of wind and solar energy. This large and rapid shift in electricity generation sources poses difficult new problems for the electrical grid. Conventional grid operation relies on the practice that generators can be reliably controlled to match electrical supply and demand, while ensuring grid stability. However, with the diminishing percentage of electrical capacity provided by thermal generators and the increasing percentage of variable generation sources like wind and solar, the grid becomes much more difficult to predict and control. Therefore, to maintain a reliable electrical grid in high renewable energy scenarios, the grid requires a significant addition of supporting technology such as energy storage and demand management [2].

A potential source of demand management is through controlling heat pumps. Heat pumps are an efficient, electric source of building heating and cooling. Instead of converting electrical energy directly to heat, e.g., an electric resistance heater, heat pumps use a compressor-driven vapor-compression cycle to move heat from a low-temperature source to a high-temperature sink, which can provide both heating and cooling through the use of a reversing valve. A heat pump's

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18 main efficiency metric, the coefficient of performance (COP), is defined as the ratio of the amount  
19 of heat moved to the amount of electrical input. The COP is inversely related to the difference  
20 between the indoor and outdoor temperatures, and therefore heat pumps perform poorly in ex-  
21 treme environments, particularly cold climates. Despite this, recent advancements in heat pump  
22 technology have significantly increased the COPs at both extremely high and low temperatures  
23 [3, 4], expanding heat pump technical feasibility to new geographical regions. However, in many  
24 regions of the U.S., it is still not economically feasible to replace a natural gas heating system with  
25 a heat pump, and given the current electrical generation mix, displacing natural gas heating with  
26 a heat pump could actually increase greenhouse gas (GHG) emissions [5]. Nevertheless, heat pump  
27 adoption is the cornerstone of many aggressive GHG emission reduction policies, such as New York  
28 City’s 80x50 plan [6]. Rapid and widespread adoption of heat pumps in areas like this is likely to  
29 create significant new operational challenges for the electrical grid, and therefore these heat pumps  
30 must be correctly managed and integrated into an increasingly renewable grid.

31 As long as indoor thermal comfort is maintained, heat pumps have inherent operational flexibil-  
32 ity. This flexibility has already been harnessed by utilities in the form of thermostat-based demand  
33 response programs. These programs generally consist of utilities turning off heat pumps during  
34 extreme peak load hours, either through setpoint modification or direct load control. In addition,  
35 the use of thermal energy storage has grown in popularity particularly in Europe, and allows for  
36 load shifting to accommodate high levels of renewable energy [7]. However, new research shows the  
37 potential for heat pumps to provide more complex grid services by operating in ancillary service  
38 markets. Ancillary services, which are often provided by controllable thermal generators, are es-  
39 sential for power system stability and maintain the instantaneous balance of electricity supply and  
40 demand on the grid. Providing these services often involves following a specific power trajectory  
41 sent by the system operator requiring response on the order of seconds to minutes. However, con-  
42 trolling heat pumps to provide ancillary services can require installation of a significant amount of  
43 additional hardware. For example, building temperature, heat pump power consumption, external  
44 disturbances, and grid signals must all be collected and processed in real time. Much of this data  
45 can now be collected and transmitted using Internet of Things (IoT) devices like smart thermostats  
46 and electricity meters. Smart thermostats have seen a rapid rise in adoption [8], and advanced  
47 metering infrastructure (AMI) smart meters have now been installed for 47% of US customers as of  
48 2016 [9]. Harnessing the potential of these devices is a key component in widescale implementation  
49 of heat pump ancillary services.

50 These three driving factors – renewable energy variability, heat pump integration, and smart grid  
51 implementation – have sparked many recent studies into the capability of providing ancillary services  
52 from heat pumps. Heat pumps have been shown experimentally to have the physical capability  
53 of providing ancillary services without significant occupant discomfort [10–13]. Simulations have  
54 shown that aggregating together hundreds or thousands of variable speed or single stage heat pumps  
55 significantly increases their ability to provide ancillary services. However, despite many studies  
56 showing the capability and potential of heat pumps to provide ancillary services, to the best of our  
57 knowledge there have been no experimental results for large scale heat pump aggregation.

58 While a detailed review of the role of heat pumps in a smart grid was given in [14], this study  
59 reviews the various methods for modeling and controlling heat pumps specifically for ancillary  
60 services. Section 2 outlines the various ancillary services that heat pumps can provide. Section  
61 3 describes the various methods for modeling and controlling heat pumps both locally and in  
62 aggregate. Section 4 shows how heat pumps participate in ancillary service markets. Section 5  
63 analyzes potential performance, capacity, and economics. Section 6 concludes the paper and gives  
64 opportunities for future work.

## 65 2. Ancillary Services

66 The reliability of the electrical grid hinges on the ability of grid operators to match electricity  
67 generation and consumption on a variety of timescales and under many contingencies. Grid opera-  
68 tors control this balance through several types of ancillary services, which are broadly defined based  
69 on their time scale, shown in Tab. 1. In deregulated markets, grid operators procure these services  
70 through ancillary service markets. In contrast to energy markets, where generators are only paid  
71 for the energy they produce, ancillary service markets are primarily capacity markets, where a grid  
72 operator also pays for the capacity of a generator to alter its production. A technical review of  
73 ancillary services is given in [15], while [16] gives a review of various U.S. ancillary service market  
74 structures. While ancillary services are often provided by generators, they can also be provided  
75 through demand response. *Demand response* is the process of controlling demand to respond to  
76 grid signals. Ref. [17] describes the role of demand response in ancillary service markets and the  
77 effects of market policies on demand response participation. The following section will introduce  
78 the particular ancillary services that can be provided by heat pumps.

79 Heat pumps can provide ancillary services in a similar way to other energy storage devices  
80 like electrochemical batteries or pumped hydroelectric storage. Heat pumps can store energy by  
81 injecting or removing heat from the building’s thermal mass. For example, in summer, a heat  
82 pump can increase its power consumption and charge its storage by removing heat and cooling the  
83 building to its lower thermal comfort limit. By doing so, the heat pump now has the flexibility  
84 to reduce its future power consumption and allow the indoor temperature to drift up to its upper  
85 thermal comfort limit. This increase or reduction in heat pump power consumption results in a  
86 net removal or injection of power onto the grid, achieving a similar result to a generator lowering  
87 or increasing its power output, respectively. The building then acts as a virtual battery, where  
88 the indoor temperature relative to the upper and lower thermal comfort limits acts as a state of  
89 charge, and the building’s thermal mass acts as a measure of the energy storage capacity [18]. These  
90 unique attributes introduce several key control considerations that differentiate heat pumps from  
91 generators in providing ancillary services:

- 92 1. **Controlling Strategy:** When a generator is required to reduce generation, the heat pump  
93 should increase load and vice versa.
- 94 2. **Controlling Limits:** Heat pumps must not violate indoor temperature constraints and  
95 therefore cannot operate above or below their setpoint for an extended period of time.
- 96 3. **Capacity:** Heat pumps are much smaller than generators and therefore must be aggregated  
97 together to satisfy the 100 kW to 1 MW minimum requirement to participate in ancillary  
98 service markets<sup>1</sup> [17].

99 Depending on the service, these differences can have both beneficial and detrimental effects  
100 on heat pumps’ ability to provide ancillary services. The following sections describe the potential  
101 services heat pumps can provide and how their operation differs from a conventional generator.

### 102 2.1. Frequency Regulation

103 A stable grid frequency is ensured by an instantaneous balance between electrical supply and  
104 demand. The frequency will drop if demand exceeds supply and will rise if supply exceeds demand.  
105 If system frequency drifts more than 1-2 Hz from normal levels (60 Hz in the U.S.), equipment can be  
106 severely damaged and generators can trip, causing cascading failures [19]. Because of this, frequency

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<sup>1</sup>PJM is currently the only US operator that allows aggregation for frequency regulation participants.

Table 1: Summary of ancillary services that can be potentially provided using heat pumps

Service	Time Scale	Details
Frequency Regulation	Seconds	Power must track a regulation signal sent every 2-4 seconds
Load Following	Minutes to Hours	Used to balance load on longer time scale than frequency regulation, Can be in response to a grid signal or real-time energy prices.
Reserve	Minutes to Hours	Load must curtail within 10 minutes in response to dispatch signal. Used for contingencies.

107 regulation requires response on the order of seconds. Generators providing frequency regulation  
 108 must be equipped with telemetry and control technology to follow an Automatic Generator Control  
 109 (AGC) signal from the grid operator, which is usually sent every 2-4 seconds. Demand-side frequency  
 110 regulation providers can also follow this AGC signal by reducing load when it calls for an increase  
 111 in generation.

112 Frequency regulation is the highest priced ancillary service and is operated primarily as a ca-  
 113 pacity market. A service provider must bid a certain capacity for regulation often in the day-ahead  
 114 market and if accepted, must follow the power signal sent by the system operator. Depending  
 115 on the system operator, the regulation market either has separate markets for regulation-up and  
 116 regulation-down, or requires symmetric regulation capacity (equal up and down regulation capac-  
 117 ity). Currently, California ISO (CAISO) and Electric Reliability Council of Texas (ERCOT) are the  
 118 only US system operators that operate separate up and down regulation markets. For generators,  
 119 these two methods are equivalent [15]. However, for energy storage and load control, significant  
 120 differences in revenue can occur based on the market type.

121 Another challenge for demand response and energy storage systems is that the frequency regu-  
 122 lation signal is not necessarily zero-mean. For heat pumps providing frequency regulation, a signal  
 123 bias can cause the heat pump to run consistently below or above its baseline consumption, poten-  
 124 tially violating comfort constraints. To resolve this, some system operators have introduced fast  
 125 regulation signals that are designed to be zero-mean [20]. For example, Pennsylvania, Jersey, Mary-  
 126 land Regional Transmission Organization (PJM) has filtered its signal into two, called RegA and  
 127 RegD, which are shown in Fig. 1. The RegA signal has a slower time constant and was designed  
 128 to accommodate steam generators with relatively low ramping capability. RegD consists of higher  
 129 frequency fluctuations and often converges to zero-mean within 15 minutes [21]. For this reason,  
 130 many studies on the technical capability of providing frequency regulation with heat pumps follow  
 131 the RegD signal [12, 13, 22, 23].

132 In addition, Many US system operators have implemented a pay-for-performance pricing struc-  
 133 ture in response to FERC Order 755 [24]. In addition to paying for capacity, this pricing structure  
 134 also pays for mileage and performance. *Mileage*, or movement, is calculated as the sum of the ab-  
 135 solute values of the regulation control signal movements and given in  $\Delta MW/MW$ . Given capacity  
 136  $P_{\max}$  and power outputs  $\{P_1 \dots P_n\}$ , the mileage for  $n$  time steps is calculated as [20],

$$M = \sum_{i=1}^n |P_i - P_{i-1}| / P_{\max}. \quad (1)$$

137 *Performance* is given as a score between 0 and 1 and represents how well the participant follows  
 138 a regulation signal. A frequency regulator must achieve a minimum performance score to qualify,  
 139 and depending on the market structure, higher performance scores can lead to higher payments.  
 140 PJM’s performance score is often used as a benchmark for frequency regulation control algorithms  
 141 and is calculated using a combination of three subscores involving delay, correlation, and precision  
 142 [25]. More information on frequency regulation policies for specific ISOs can be found in [16].

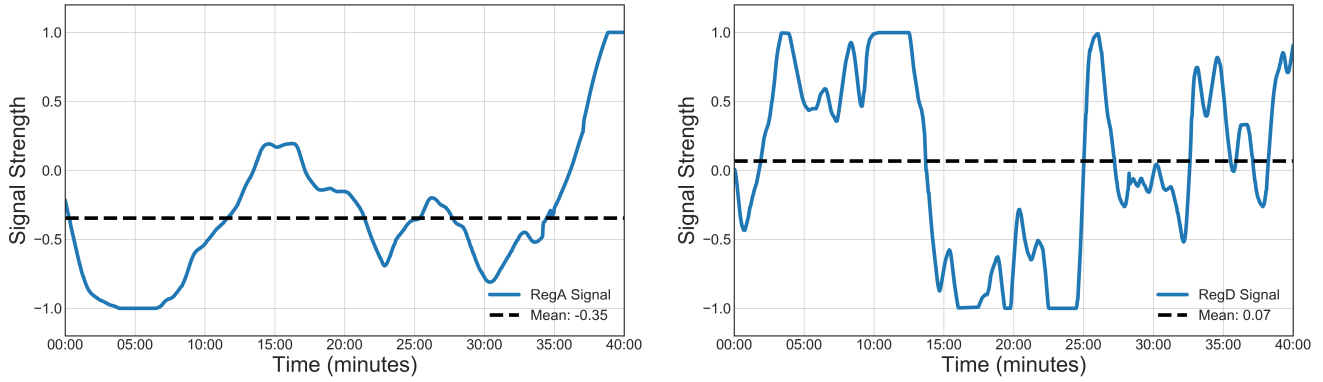


Figure 1: PJM self test signals for RegA (left) and RegD (right). RegA has low frequency fluctuations and a non-zero mean making it more suitable for steam generators. RegD contains higher frequency fluctuations and is close to zero-mean, making it more suitable for energy storage and demand response systems [26]

## 143 2.2. Load Following

144 Load following consists of generators following the slower, more predictable fluctuations in elec-  
 145 tricity demand on a time scale of several minutes to several hours. This is often procured through  
 146 economic dispatch, where generators are dispatched according to their generation cost [27]. How-  
 147 ever, as wind and solar supply an increasing percentage of electricity on the grid, this service could  
 148 become much more important, particularly for ramping in the mornings and evenings [28]. This  
 149 could be a potential service provided by heat pumps, either as a reserve capacity similar to CAISO’s  
 150 flexible ramping product [29] or through responsiveness to a real-time price disseminated by the  
 151 system operator. For example, when solar and wind energy are readily available, electricity prices  
 152 can drop significantly due to a surplus in supply, encouraging loads to operate during these times. In  
 153 grids with high solar penetration, such as in the California Independent System Operator (CAISO),  
 154 there is a growing frequency of negative wholesale electricity prices [30], where generators must pay  
 155 to produce electricity. This poses a unique opportunity for heat pumps to potentially be paid for  
 156 operation.

157 Since heat pumps operate in the retail electricity market, they often are charged a static elec-  
 158 tricity price, giving no incentive to shift operation toward times of high energy supply. Time-of-use  
 159 rates, which have predefined price tiers for peak and off-peak hours, have had some success in pro-  
 160 viding consumers indirect access to providing a load following service by shifting load away from  
 161 peak hours [31]. Connected thermostat demand response programs such as Austin Energy’s Power  
 162 Partner<sup>SM</sup> program [32] have also been widely deployed. These programs allow the utility to turn  
 163 off heat pumps for short periods of time in order to reduce peak load. However, these methods are  
 164 simplified and therefore do not capture the full potential of heat pumps to provide a load following  
 165 service.

166 A second challenge to providing this service is the relatively low frequency of a load following  
 167 signal. If the frequency of the load following signal is on the same order of the building’s thermal  
 168 response, comfort constraints can be violated [33]. This severely limits the capacity that heat  
 169 pumps can offer for load following compared to a higher frequency signal like frequency regulation.  
 170 However, this time constant has the added benefit of reducing the need for fast response controllers.

## 171 2.3. Reserve

172 Power systems are required to maintain a certain amount of reserve margin to ensure reliability  
 173 in case of contingencies. For example, if a large generator unexpectedly trips, the system might

174 need to dispatch reserves. To provide this service, a heat pump or heat pump aggregation bids a  
175 reserve capacity into the reserve capacity market. This contract requires the system to curtail its  
176 full capacity offering for a certain amount of time determined by the reserve dispatch signal. After  
177 the signal ends, the heat pump system can recover back to its baseline energy consumption.

178 The reserve market can be split into two main categories: spinning and non-spinning reserve.  
179 While different system operators can sometimes have different definitions [16], spinning (or syn-  
180 chronous) reserves primarily consist of online generators synchronized to the grid and capable of  
181 dispatching to full capacity within 10 minutes. Non-spinning reserves must respond within 10-30  
182 minutes but are not necessarily connected to the grid. Providing spinning reserve is preferred over  
183 non-spinning reserves for two main reasons. First, heat pumps are already connected to the grid and  
184 have high ramping capabilities relative to thermal generators. Second, spinning reserve is priced an  
185 order of magnitude higher than non-spinning reserve. However, since reserve dispatch signals result  
186 from contingencies, the frequency and duration can be quite unpredictable. From 2013-2018, PJM  
187 dispatched spinning reserve anywhere from 0-8 times each month with a duration anywhere from  
188 3-50 minutes [34]. For this reason, accounting for uncertainty is a vital component of providing  
189 reserve.

### 190 3. Modeling and Control

191 Studies on the modeling and control of heat pumps for ancillary services cover a wide range of  
192 scale and complexity. Frequency regulation requires a fast and accurate controller that can track a  
193 signal on the order of seconds. Load following controllers can be slower and simpler, while reserve  
194 controllers can be as simple as an on/off controller. However, it is important to note that for all  
195 ancillary services, the underlying goal is to track a given ancillary service signal. For this reason,  
196 many control schemes and methods of determining ancillary service capacity can work for several  
197 types of services. The following sections discuss how heat pumps are modeled and controlled on  
198 both local and aggregate levels.

#### 199 3.1. Local modeling and control

200 On a local level, heat pumps and their buildings can be described by high-fidelity models and  
201 directly controlled to follow an ancillary service signal. This often involves directly controlling the  
202 fan speed or compressor speed in order to change the power consumption. Therefore, depending on  
203 the type of system, different models and control methods must be used.

##### 204 3.1.1. Modeling

205 There are several types of heat pumps and many different ways to model heat pump systems  
206 [35]. For residential applications, local control for ancillary services focuses on variable speed heat  
207 pumps (VSHP). VSHPs modulate the compressor speed in order to heat or cool the indoor coil. A  
208 constant speed fan then blows air over the coil in order to distribute conditioned air throughout the  
209 home. VSHP dynamics are governed by nonlinear mass, momentum, and energy balances of the  
210 refrigerant flowing throughout the system [36]. However, these equations are unsuitable for control  
211 and simpler models are required. Using experimental data from [36] for many types of VSHPs, Ref.  
212 [37] developed simplified steady and dynamic VSHP models. For steady operation, the heat pump  
213 power  $P$  can be described by,

$$P = k_{\omega}\omega + k_c T_c + k_e T_e + k_{\text{offset}}. \quad (2)$$

214 Here  $T_c$  is the ambient air temperature at the condenser,  $T_e$  is the ambient air temperature at the  
215 evaporator,  $\omega$  is the compressor shaft speed, and  $k_i$  are coefficients that can be fit to performance

216 data for the specific heat pump using multiple linear regression. The dynamic VSHP model is  
 217 expressed as the transfer function,

$$\Delta P(s) = \frac{n_{\omega 1}s + n_{\omega 0}}{s^2 + d_{\omega 1}s + d_{\omega 0}} \Delta \omega(s). \quad (3)$$

218 The coefficients  $n_{\omega 1}$ ,  $n_{\omega 0}$ ,  $d_{\omega 1}$  and  $d_{\omega 0}$  can similarly be fit from experimental data. Another simplified  
 219 model for the fast dynamics of a water-based VSHP is given in [38]. While this control model  
 220 assumes a steady-state response, the nonlinear transient dynamics is accounted for with an estimated  
 221 "lost thermal energy". These simplified models allow for manipulation of compressor speed in  
 222 control algorithms.

223 Variable air volume (VAV) heating, ventilating, and air conditioning (HVAC) systems are most  
 224 often used in large commercial buildings. A heat pump sometimes called a chiller provides a central  
 225 cooling or heating coil used to condition air, which is then distributed through ducts via a variable  
 226 speed fan. Since the coil temperature remains relatively constant, the fan alters its speed to maintain  
 227 the setpoint. Therefore, this type of HVAC system uses the fan to provide ancillary services. Fan  
 228 power  $P(t)$  increases with the cube of fan speed  $u(t)$  in the form [39]

$$P(t) = c_1(u(t))^3, \quad (4)$$

229 where  $c_1$  is a constant. While the rate of change of fan speed has inherent limitations from the  
 230 variable frequency drive to prevent equipment damage, only a .1 s time constant was observed  
 231 between controller input and power output in [40]. Because of this fast response time, VAV HVAC  
 232 systems are most often evaluated for frequency regulation. Other similar models for VAV HVAC  
 233 systems for ancillary services include [41, 42]. Water pumps in water-based heat pump systems can  
 234 operate in a similar way, [43], but are sometimes neglected due to their low energy consumption  
 235 relative to other components [44].

236 An accurate building thermal model is also important to determine the amount of thermal energy  
 237 that can be stored and to prevent violation of thermal comfort constraints. Modeling complexity  
 238 varies widely based on building type and size. Detailed reviews on various building modeling  
 239 techniques are given in [45, 46]. For large commercial buildings, building information modeling  
 240 (BIM) is often available to provide detailed white box models based on known material properties  
 241 and building dimensions. However, both accurate identification of each of these parameters and  
 242 using detailed models for control can be difficult and expensive to obtain. Ref. [47] gives a simple  
 243 method for converting a more complex EnergyPlus [48] model to a reduced-order model usable  
 244 in model predictive control. Meta-model based optimization is used in [49] to identify optimal  
 245 reduced-order model parameters for a building that are suitable for control.

246 For smaller buildings or buildings without BIM, grey box models are often used. The most  
 247 popular grey-box building modeling technique is through a thermal circuit, sometimes called equiv-  
 248 alent thermal parameters. These thermal circuits contain resistors, which represent resistance to  
 249 heat transfer, and capacitors, which represent heat storage capability. The values of each of these  
 250 components can be identified from either experimental or physical data [50]. Common circuits for  
 251 small buildings include either 1R1C (1 resistor and 1 capacitor) or 3R2C. In a 1R1C model, the  
 252 entire building is lumped into one thermal mass represented by the single capacitance. For a 3R2C,  
 253 however, the thermal masses of the indoor air and the building material are separate, giving a more  
 254 accurate prediction over longer time scales. Fig. 2 shows an example of a 3R2C model. For larger  
 255 buildings with many different zones, higher order models containing more capacitors and resistors  
 256 can also be used [51].

257 By adding thermal energy storage (TES) to a building, additional thermal capacitance is in-  
 258 troduced, significantly increasing the potential for providing ancillary services. The most common

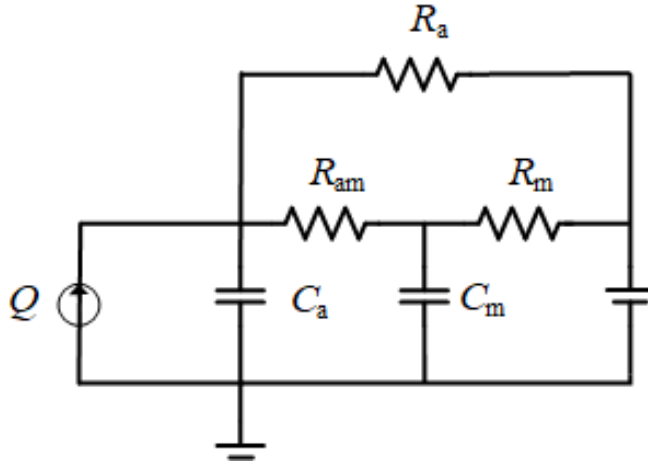


Figure 2: Example of a 3R2C thermal circuit building model. The subscript  $a$  represents indoor air temperature, while  $m$  represents the building mass.  $Q$  gives represents the combined heat input from the heat pump and indoor loads.

259 type of TES takes the form of water tanks, and has been shown to increase the power flexibility  
 260 for frequency regulation [52], as well as allow flexibility over longer time scales [53]. Other forms  
 261 of TES technology involve phase change material, either in a tank coupled with the heat pump,  
 262 or directly embedded in the building construction walls [54]. Since phase change material stays  
 263 at a relatively constant temperature during operation, additional modeling considerations must be  
 264 taken into account [55].

### 265 3.1.2. Control

266 Based on the heat pump system, various components can be controlled to alter the power  
 267 consumption. Feedback controllers are typically used for local control, but common difficulties in  
 268 implementation are determining optimal controller gains and accounting for time delays.

269 In [33], a commercial VAV HVAC system was experimentally shown to be capable of following  
 270 a frequency regulation signal through control of the fan. The signal was first filtered to exclude  
 271 low frequencies and high amplitude oscillations. Low frequencies that are of similar order to the  
 272 building's thermal response can cause temperature constraint violations, while high amplitude os-  
 273 cillations can have harmful effects on the fan's reliability, decreasing its useful life. By perturbing  
 274 the existing controller's fan speed and airflow setpoints, this controller was able to achieve PJM  
 275 performance score of .83, exceeding PJM's test performance requirement of .75. The fan speed for  
 276 a commercial VAV HVAC system was also controlled to provide frequency regulation in [10, 11]. In  
 277 this study, the authors use a novel switched controller to maximize speed while ensuring stability.  
 278 If the desired power output is within some error tolerance from the existing output, a standard  
 279 proportional-integral (PI) controller is used. Otherwise, a model-based feed-forward controller is  
 280 used. This controller resulted in much higher test performance scores between .94 and .98.

281 For a VSHP, the compressor consumes a majority of power and can be controlled to provide  
 282 ancillary services. However, due to manufacturer limitations, it is usually difficult to control the  
 283 compressor directly. In [12], the supply water temperature for an air-to-water VSHP was used to  
 284 control the power consumption using a PI controller with nonlinear signal processing to ensure  
 285 stability. While controlling supply water temperature setpoints was not as effective as simulations  
 286 involving direct compressor speed control, the controller was still able to achieve performance scores  
 287 around .8. In [22], the VSHP compressor was directly controlled using feedback controllers and  
 288 operated in a small-scale experimental microgrid, showing the feasibility of participation with other



289 distributed energy resources.

### 290 3.2. Aggregate modeling and control

291 By aggregating together many heat pumps the combined capacity of ancillary services can  
 292 be greatly increased. However, in aggregate heat pump control, the detailed parameters of each  
 293 individual building and heat pump are difficult to obtain. Therefore, aggregate control studies  
 294 often contain high level control schemes using simplified heat pump and building models. The main  
 295 objective in aggregate control is determining which heat pumps to modulate in order to accurately  
 296 track an ancillary service signal while maintaining thermal comfort and reliability constraints. Note  
 297 that while these aggregation control studies assume that each heat pump serves a single building,  
 298 district heating and cooling systems can also provide ancillary services while serving an aggregation  
 299 of buildings. These systems are much larger and more complex, and a review of controlling district  
 300 heating and cooling systems for grid services is given in [56].

#### 301 3.2.1. Modeling

302 Early work on controlling heat pump aggregations modeled single-stage heat pumps as thermo-  
 303 statically controlled loads (TCLs), which cycle on and off in order to maintain temperature within a  
 304 deadband. TCLs, which also include water heaters, space heaters, and refrigerators, have inherent  
 305 operational flexibility allowing the power to be modulated to track an ancillary service signal. The  
 306 general TCL model for cooling is [57]:

$$m_{t_{n+1}} = \begin{cases} 0, & T_{t_n} < T_- \\ 1, & T_{t_n} > T_+ \\ m_{t_n}, & \text{otherwise} \end{cases} . \quad (5)$$

307 Here,  $m_t$  is a binary variable representing the state of the TCL,  $T_-$  and  $T_+$  are the lower and upper  
 308 temperature limits, and  $T_{t_n}$  is the thermostat temperature. The thermostat temperature response  
 309 can then be modeled according to the individual building and heat pump model.

310 Due to the simplicity of this model, heat pumps are often modeled using constant COPs, pro-  
 311 viding a constant amount of heat regardless of external conditions Buildings containing these TCLs  
 312 were most often modeled using a 1R1C thermal circuit model. Ref. [58] presented an example of  
 313 the 1R1C model, which describes the internal temperature as

$$T_i(t) = \frac{1}{C_i R_i} (T_{\infty, i} - T_i(t) - s_i(t) R_i P_i), \quad i = 1, 2, \dots, N_L. \quad (6)$$

314 Here,  $s_i(t) \in 0, 1$  is the on/off signal of the  $i$ th TCL.  $T_i$ ,  $C_i$  and  $R_i$  show the temperature, thermal  
 315 capacitance and resistance, respectively.

316 TCL aggregations are often modeled as a virtual battery, with both power and energy capacities.  
 317 The power capacity is the instantaneous flexibility that the TCLs can provide while the energy  
 318 capacity is related to the cumulative time that TCLs can operate above or below its baseline. Virtual  
 319 battery models for a TCL aggregation are given in [59–61]. In [61], a method of characterizing the  
 320 aggregate flexibility of a large collection of TCLs was given through a generalized battery model.  
 321 The models were separated into two: (1) individual models of TCLs to model temperature and  
 322 power consumption and (2) a generalized battery model that characterizes flexibility. The set of  
 323 acceptable perturbations of each TCL  $\mathbb{E}^k$ , is given by,

$$\mathbb{E}^k = \left\{ e^k(t) \left| \begin{array}{l} 0 \leq P_0^k + e^k(t) \leq P_m^k \\ P_0^k + e^k(t) \text{ maintains } |\theta^k(t) - \theta_r^k| \leq \Delta^k \end{array} \right. \right\}. \quad (7)$$

324 Here,  $e^k(t)$  is an acceptable perturbation such that the perturbation will not cause the power  $P_0^k$  to  
 325 exceed its maximum  $P_m^k$  and that the temperature  $\theta^k(t)$  maintains a distance  $\Delta^k$  from the setpoint  
 326  $\theta_r^k$ . The total flexibility  $\mathbb{U}$  is then defined as the Minkowski sum,

$$\mathbb{U} = \sum_k \mathbb{E}^k. \quad (8)$$

### 327 3.2.2. Control

328 The control of TCLs for ancillary services has been widely studied [57, 58, 61–71]. In [57] and  
 329 [58], a feedback controller was used to control a global thermostat setpoint that turns on or off a  
 330 certain number of TCLs based on statistical state predictions. This method is difficult in practice,  
 331 though, as it can rely on setpoint changes down to .0025 °C, which is far below the measurement  
 332 resolution for thermostats. In [61], a priority stack control method was used to directly control  
 333 TCL status. This method prioritized turning on or off the TCLs that were closest to automatically  
 334 turning on or off, respectively. Finally, [70] explored the stability of TCLs as a result of significant  
 335 perturbations during control for demand response.

336 However, the majority of these TCL controllers use simplified, simulated models that neglect  
 337 many important differences between heat pumps and other TCLs like electric heaters. For example,  
 338 to avoid damaging the compressor and reducing efficiency, heat pumps have minimum on and off  
 339 times, which can be the most financially and physically limiting factor for ancillary service provision  
 340 [72]. Moreover, heat pump COP can vary drastically, even among the same heat pump model [73].  
 341 Finally, there are many different types of heat pumps, including VSHPs, which do not follow the  
 342 standard TCL model. Because of these additional complexities, the use of heat pump aggregations  
 343 for grid services has not been commercially implemented in the same way that other TCLs like  
 344 water heaters have been implemented [74].

345 A solution to the minimum off time is given in [75], which adds an additional "lock-out" state  
 346 between the on and off states. Variable speed heat pumps are used in [76] and [38] by dividing  
 347 a frequency regulation signal equally among each heat pump. A rule-based controller is used in  
 348 [72] to provide frequency regulation from an aggregate of ground-source heat pumps in conjunction  
 349 with thermal energy storage. Finally, [68] shows the effect that changes in ambient temperature  
 350 can have on a population of air conditioners functioning as TCLs.

351 For ancillary services that require fast response like frequency regulation, control and commu-  
 352 nication delays can become a serious issue. For aggregations, a reference signal must be received  
 353 from the system operator, processed to determine the corresponding control decision, and then the  
 354 control decision distributed to each heat pump. Moreover, for control systems that communicate  
 355 with the thermostat rather than the heat pump directly, uncertain time delays can accumulate  
 356 based on internal thermostat and heat pump control systems. Without delay compensation, track-  
 357 ing accuracy was found to be reduced by as much as 40% for a 20 second delay in [77]. However, a  
 358 Kalman filter-based state estimation technique was used in [78] to mitigate this effect and produce  
 359 no performance deterioration for delays up to 20 seconds.

360 While these heat pump aggregation studies are beginning to include more realistic constraints,  
 361 they still require some significant assumptions and there is little experimental validation. For  
 362 example, the transient power profile of heat pumps and heat pump reliability considerations are  
 363 relatively unexplored and are an avenue for further research.

## 364 4. Market Participation

365 While the previous sections describe control methods for providing ancillary services, the heat  
 366 pump must establish both a baseline and flexibility capacity to bid into either the day-ahead or

367 real-time electricity markets [17]. A *baseline* is the future power trajectory that the heat pump plans  
368 to follow for the length of the ancillary service contract. A *capacity*, sometimes called flexibility,  
369 is the amount of power that the heat pump can go above or below its baseline without violating  
370 constraints. This is an important difference between generators and heat pumps providing ancillary  
371 services. A generator can operate indefinitely within its declared power capacity limits, and thus  
372 can ignore the energy impact of the ancillary service signal, i.e. the generator can run at 10% above  
373 it's baseline for an indefinite amount of time if required. A heat pump cannot do this without  
374 eventually violating temperature constraints. Therefore, the amount of capacity a heat pump can  
375 offer for ancillary services is heavily dependent on the energy content of the ancillary service signal.

#### 376 4.1. Baseline

377 In the context of ancillary services, a baseline is analogous to a generator setpoint and must be  
378 determined ahead of time such that the contracted ancillary service capacity can be maintained.  
379 This baseline definition is slightly different from a traditional demand response counterfactual base-  
380 line, which uses historical data to estimate what the unmodified energy consumption would have  
381 been to measure the amount of demand response provided. In contrast, an ancillary service baseline  
382 can be decided by the ancillary service provider based on market and weather conditions to optimize  
383 a user-defined objective. Model-predictive control (MPC) is among the most-widely used methods  
384 to determine an ancillary service baseline. MPC is an iterative control scheme that optimizes a  
385 model-based objective function over a given time horizon. The optimal control for the first time  
386 step is then implemented, and the MPC reoptimizes with updated inputs. Possible optimization  
387 objective functions could be to minimize maximize total profit, maximize thermal comfort, or a  
388 combination of the two.

389 There is a large amount of research on determining optimal power trajectories for heat pump  
390 systems [79]. However, it is important to note that the energy optimal power trajectory does  
391 not always provide an adequate flexibility for providing ancillary services. In [80], a contract for  
392 declaring a baseline and flexibility capacity for ancillary services in real-time is given. A robust  
393 MPC determines a baseline and flexibility determination that minimizes the energy cost less the  
394 ancillary service revenue. One key feature in this contract is that the building owner pays only for  
395 its baseline energy consumption and not for the altered consumption based on an ancillary service  
396 signal, hedging the utility and building owner from any non-zero mean ancillary service signal.

397 However, the uncertainty of disturbance predictions and the fidelity of the model can signifi-  
398 cantly degrade the performance and must be carefully considered. Common prediction methods  
399 for disturbances for heat pump control include numerical weather predictions, occupancy schedules  
400 [81, 82], auto-regressive regression, and neural networks [83, 84]. The effect of model fidelity on  
401 MPC performance was explored in [50]

#### 402 4.2. Capacity Determination without uncertainty

403 As previously stated, the flexibility available at a given time step is heavily dependent on the  
404 content of the ancillary service signal in previous time steps. One way to simplify this analysis is to  
405 assume that the ancillary service signal is zero-mean over the time step, which allows for independent  
406 time-wise optimization of flexibility capacity, i.e. each time step does not depend on the ancillary  
407 service signal from the previous time step. Since this method does not consider any uncertainty of  
408 the mean of the ancillary service signal, it is the most aggressive capacity determination method  
409 and can potentially overestimate the actual capacity available. For fast frequency regulation signals  
410 such as PJM's RegD, this assumption can be valid since it is designed to be zero-mean over a 15  
411 min period [21]. However, for slower frequency signals such as RegA, load following, and reserve,  
412 this method can be unfeasible.

413 The limitation of this assumption is often addressed by calculating the general flexibility char-  
414 acteristics of a heat pump or building. Ref. [85] develops a flexibility index suitable for control  
415 on both an individual and aggregate level. Thermal energy storage is added in [52] to increase the  
416 flexibility of a heat pump. Finally, Ref. [86] determines the load reduction flexibility using behind  
417 the meter electricity data. By developing battery-like models for flexibility, these types of studies  
418 provide the basis for modeling heat pump flexibility for control.

#### 419 *4.3. Capacity Determination with Uncertainty*

420 There are two primary methods of accounting for uncertainty during capacity determination:  
421 robust and scenario-based. Robust determination is the most conservative approach. This approach  
422 ensures that the flexibility offered by the heat pump can be met under the worst case ancillary  
423 service signal or disturbances. This method is of particular importance in providing reserve, since  
424 the heat pump must be able to reduce its full capacity offering for an unknown amount of time.  
425 Robust distributed optimization is used in [87] for day-ahead and intra-day scheduling of flexibility  
426 capacity for an aggregation of flexible loads. Ref. [76] uses robust MPC to determine flexibility  
427 capacity for frequency regulation while considering uncertainty in both external disturbances and  
428 the frequency regulation signal. Ref. [88] provides a robust control strategy for managing uncertain  
429 communication time delays for an aggregation.

430 Another way of dealing with uncertainty is scenario-based optimization. In this method, the  
431 capacity determination must not violate temperature constraints under a set of disturbance scenarios  
432 that are developed based on historical conditions. By satisfying a certain number of these scenarios,  
433 the controller can provide the flexibility it offers with a certain confidence level [89]. While this can  
434 be computationally intensive, scenario-based optimization can provide a less conservative flexibility  
435 capacity than robust optimization while still considering uncertainty. Ref. [90] gives a scenario-  
436 based MPC for determining optimal energy consumption of a building, while [91] gives a scenario-  
437 based method for determining the flexibility of a population of controllable loads. Research on  
438 accounting for uncertainty for heat pumps in both local and aggregate control are relatively limited,  
439 and this is an area for future work.

#### 440 *4.4. Hierarchical Control*

441 Since MPC requires optimization of a sometimes complex objective function, it alone is not fast  
442 enough to ensure response to fast ancillary service signals. Many studies use a hierarchical control  
443 scheme to solve this problem [10, 38, 51, 87, 92–95]. This hierarchical control scheme combines the  
444 strategies for local and aggregate control with prediction methods used for baseline and capacity  
445 determination. For example, a three-tier hierarchical controller was used in [93] to control an  
446 aggregation of single stage heat pumps consisting of: (1) a load aggregator that interacts with  
447 the power system and ancillary service markets, (2) a central controller that prioritizes which heat  
448 pumps to turn on or off, and (3) a local controller that considers local constraints. Fig. 3 shows a  
449 common layout for hierarchical controllers.

450 Level 1 is sometimes referred to as a virtual power plant (VPP) and acts as the interface to  
451 the grid. From a power system operator’s perspective, a VPP acts and is controlled similar to a  
452 conventional power plant: It bids into day-ahead ancillary service markets and its aggregate power  
453 responds to grid control signals. The VPP passes grid signals to the central controller, Level 2, for  
454 real-time aggregate control. The central controller can take the form of various aggregate control  
455 schemes outlined in Sec. 3.2.1. The control signal sent from the central controller to the local  
456 controller, Level 3, can take the form of setpoint change or direct load control. The local controller  
457 then responds to this control in accordance with local constraints and disturbances. Together, these  
458 controls allow an aggregation of small, distributed heat pumps to provide ancillary services to the  
459 grid as if it were a large scale energy storage resource.

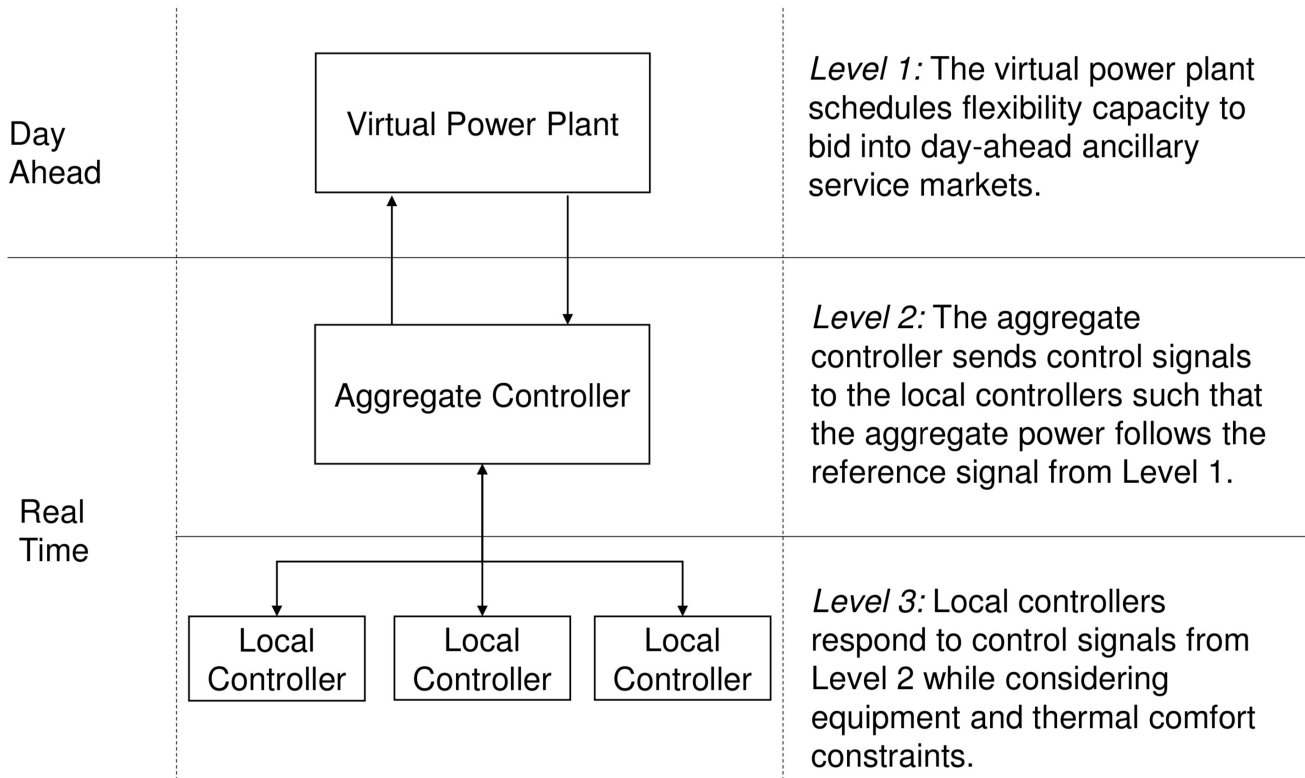


Figure 3: Common control hierarchies to provide ancillary services from a system of aggregated heat pumps.

## 460 5. Performance, Capacity, and Economics

461 While heat pumps have the physical capability to provide ancillary services to the grid, whether  
 462 or not there is an adequate economic incentive to do so is still an open question. With the vast  
 463 amount of heat pumps already in operation, there is an enormous potential capacity available  
 464 for ancillary services. However the revenues from providing services do not always justify the  
 465 accompanying capital costs and potential efficiency losses. Therefore, a holistic view of costs and  
 466 performance comparison to other energy storage technologies must be considered to determine  
 467 whether providing ancillary services is attractive to both heat pump owners and grid operators.

### 468 5.1. Performance and Capacity

469 TCLs have been both experimentally and numerically shown to have potential capacity to  
 470 provide ancillary services [10, 11, 61, 96, 97]. Ref. [98] calculates that the ancillary service capacity  
 471 provided by residential, such as refrigerators, heat pumps and electric water heaters, can reach 10  
 472 - 40 GW and 8 -12 GWh in California, which can more than satisfy the energy storage mandate of  
 473 1325 MW to support their renewable portfolio. This estimated capacity was heavily dependent on  
 474 the climate zone: Some of the zones could only provide flexibility during either winter or summer,  
 475 while those in more balanced climates could provide a higher average capacity throughout the year.  
 476 While a large amount of capacity is estimated to be available, Ref. [99] concludes that given current  
 477 technology and regulatory frameworks, widespread utilization of this flexibility is insufficient for high  
 478 renewable energy portfolios.

479 However, using heat pumps as a form of energy storage is not necessarily 100% efficient. Per-  
 480 turbing the power consumption to follow an ancillary service signal can consume extra energy due  
 481 to excessive cycling or modulation. One key efficiency metric used to rate a variety of grid-scale en-  
 482 ergy storage devices is the round-trip efficiency (RTE). For conventional energy storage devices like

483 batteries, RTE is defined as the ratio of energy released to energy stored during a charge/discharge  
 484 cycle. RTEs for common energy storage devices include redox flow batteries (65-85%), lithium-ion  
 485 batteries (85-95%), flywheels (93-95%), and pumped hydro storage (70-82%) [100]. For a heat pump  
 486 providing a symmetrical ancillary service request, the RTE can be defined similarly [96],

$$\text{RTE} = \frac{E_{\text{out}}}{E_{\text{in}}}.$$

487 Here,  $E_{\text{out}}$  is the energy reduction with respect to the baseline due to the ancillary service, while  
 488  $E_{\text{in}}$  is the increase with respect to the baseline. In calculating RTE, the baseline is set to be the  
 489 counterfactual baseline, or the amount of power that the heat pump would have consumed without  
 490 providing the service. Therefore, for RTEs less than 1, there is additional energy consumption  
 491 associated with providing the service.

492 Several studies have experimentally tested the RTE performance of single heat pumps following  
 493 regulation service signals with very different results. In [96], an experimental study controlling a  
 494 VAV HVAC system to provide a fast, symmetrical service, similar to a charge/discharge cycle in a  
 495 battery, found that the extra energy consumption was significant. The RTE was only 46% for fan  
 496 power and 42% for the combined power of the chiller and fans. While this RTE seems low, analysis  
 497 of space conditioning data from [101] gave almost identical RTEs at around 46% [96]. Relatively low  
 498 RTEs were also found in [102], where experimentally controlled VAV HVAC systems showed RTEs  
 499 ranging from 34 to 81%. Both experimental studies relied on open-loop global temperature setpoint  
 500 control mechanisms, in contrast to the MPC approaches previously discussed. However, [10, 11]  
 501 found that the energy loss associated with following the much faster PJM frequency regulation,  
 502 RegD, signal was negligible.

503 The causes of inefficiency were explored through physics-based modeling in [103], which gave  
 504 RTEs of less than 100% when the power is increased then decreased, but greater than 100% when  
 505 decreased then increased. This effect can be explained by differences in efficiency due to indoor air  
 506 temperature variation. Furthermore, [104] found that when the HVAC system is repeatedly used,  
 507 the RTE converges to 100%. They attributed the low RTE values reported from experiments [96] to  
 508 the fact that the experiment ran only one cycle. Therefore, more experimental results are required  
 509 to accurately define the RTE for a heat pump.

510 In addition to RTE, there are efficiency losses associated with providing flexibility capacity. In  
 511 order to provide flexibility, the heat pump might need to deviate from the energy optimal control  
 512 schedule. The amount of energy increase compared to an energy optimal controller in [10, 11] was  
 513 68 % for the fan and 11% for the chiller. However, by including payments for providing ancillary  
 514 services, this controller provided the cost optimal solution despite increases in energy. Moreover,  
 515 [38] found that the ratio of reserve payment to electricity cost must be above a threshold in order  
 516 to incentivize deviating from the energy optimal control to provide flexibility for ancillary services.

517 This wide variety of results show that there is still no consensus on the total efficiency of a  
 518 heat pump providing ancillary services. They reveal that the 100% efficient assumption may not  
 519 be justified in control simulations, and flexibility capacity could be significantly overestimated. In  
 520 addition, the ancillary service efficiency of an aggregation of heat pumps, as well as variable-speed  
 521 and single-stage heat pumps, are relatively unstudied. Therefore, more experimental work is needed  
 522 to determine how potential efficiency losses affect the actual performance of heat pumps providing  
 523 ancillary services.

## 524 5.2. Economical Potential

525 By receiving payments for providing ancillary services, heat pump owners can have additional  
 526 revenue streams, reducing the net present cost of heat pump installations. These revenue streams  
 527 are modest but not negligible. Tab. 2 presents a summary of potential revenues for a variety of

528 heat pump types, locations, and markets. Revenue varies significantly depending upon type of  
529 load, climate zone, and regional ancillary service prices . In [105], residential heat pumps provid-  
530 ing frequency regulation in a TCL model were estimated to earn \$1-52/unit/year for cooling and  
531 \$11-46/unit/year for heating under the pay-for-performance pricing structure. The wide range of  
532 variation is primarily due to the difference in climate zone. For example, heat pumps in more  
533 extreme climates like Bakersfield and Sacramento, CA, could earn significantly more than those in  
534 mild climates like San Fransisco, CA.

535 Spinning reserve revenues are significantly lower due the much lower spinning reserve capacity  
536 prices. Spinning reserve revenues were estimated to be less than \$5/unit/year in [98], and therefore  
537 is not attractive under current market policies. There are relatively few revenue studies specifically  
538 for load following, but significant energy costs savings are possible by indirect participation though  
539 dynamic energy pricing and thermostat-based utility demand response programs. For example,  
540 electricity costs were reduced by up to 30% using a price-based controller in a real-time retail elec-  
541 tricity market [106]. Utility demand response programs primarily used for reducing peak load also  
542 give monetary incentives. The SmartAC<sup>TM</sup> program of PG&E (Pacific Gas and Electric Company)  
543 provided one-time signup bonus of \$50 to each participating unit [107]. The OnCall<sup>TM</sup> program of  
544 Florida Power and Light Company provides a monthly credit on bill, totaling up to \$83 annually  
545 for each participating unit [108].

546 However, these revenues must be compared to both instrumentation costs and opportunity costs  
547 for providing services. Basic telemetry devices are needed to connect the heat pump to the grid or  
548 aggregator, including a real-time electricity meter and controllable thermostat. Ref. [105] estimated  
549 this instrumentation could cost between \$100-250. In addition, heat pumps could be incentivized to  
550 consume more energy during times of high ancillary service prices in order to provide more service,  
551 despite the possibility of high energy prices or less efficient operating conditions. A opportunity cost  
552 model was given in [109] that provides a rational goal for optimizing energy consumption, benefit,  
553 and ancillary service provision.

554 Given these revenue and cost results, providing ancillary services may not be attractive for many  
555 heat pump owners. Policy changes or price increases could have a positive impact on adoption. For  
556 example, CAISO doubled their regulation requirements in February 2016 in response to increasing  
557 levels of intermittent renewable energy [110]. This roughly tripled the regulation price, and it has  
558 continued to increase each year. Since previous studies referenced in this paper use now outdated  
559 price data, future price trends should be taken into account when assessing economic feasibility.  
560 Other policy changes that provide energy storage or demand response specific ancillary services such  
561 as PJM's RegD and the pay-for-performance market structure could also play a part in increasing  
562 heat pump participation.

## 563 6. Conclusion

564 Heat pumps can be controlled to provide stability to the electrical grid in the form of ancillary  
565 services. These services range from response on the order of seconds to hours, and heat pumps can  
566 be paid for this provision. Local control of VSHPs and VAV HVAC systems has been experimentally  
567 shown to track the fastest ancillary service signal, frequency regulation. Aggregations of heat pumps  
568 have been numerically shown to be able to provide a variety of ancillary services. Heat pumps also  
569 have some key advantages compared to other energy storage systems and generators providing  
570 ancillary services, such as reduced costs, increased cycle life, and higher ramp rates.

571 While a large amount of research has proven the capability for heat pumps to provide ancillary  
572 services, there are still significant challenges to large-scale implementation. Recommendations for  
573 future research are as follows:

Table 2: Revenue summary of ancillary service provision by heat pumps and other TCLs. Here, AC refers to a heat pump providing air conditioning while HP refers to a heat pump in heating mode.

Reference	Market	Benefit	Details
Ref[13]	PJM-RegA and RegD	Offsets 46 % of the electricity cost for RegA Offsets 56 % of the electricity cost for RegD	2-4.75 kW VSHP Power
Ref[111]	PJM-RegA and RegD	Offsets 20%-48% of the electricity cost	44.0-kW <sub>th</sub> variable-speed rooftop unit 35.2-kW <sub>th</sub> split heat pump
Ref[105]	CAISO- Regulation market	AC: \$0.31-9.36 /kW/year HP: \$2.04-8.31 /kW/year Water heater: \$33.72 /kW/year Refrigerator: \$36 /kW/year	AC with electrical capacity of 4-7.2 kW HP with electrical capacity of 4-7.2 kW Water heater with electrical capacity of 4-5 kW Refrigerator with electrical capacity of 0.1-0.5 kW
Ref[98]	CAISO- Regulation market	AC: \$0-5.71 /kW/year HP: \$3.93-10 /kW/year Electrical heater: \$5.33 /kW/year Refrigerator : \$31.43 /kW/year	AC with electrical capacity of 4-7.2 kW HP with electrical capacity of 4-7.2 kW Electrical Water heater with electrical capacity of 4.5 kW Refrigerator with electrical capacity of 0.2-0.5 kW
Ref[72]	Germany- Residential frequency reserve	Not financially viable	Electrical storage system of 5 kWh 3.7 kW Heat pump Water heat storage of 400 L
Ref[112]	Netherlands- Frequency containment reserve	\$26.56 /kW/year in 'always available' scenario \$115.44 /kW/year in 'always reliable' scenario	Heat pump with electrical capacity of .5 kW

- 574 1. Experimental results are primarily on a local scale, controlling only a single heat pump rather  
575 than an aggregation. To our knowledge, there are no experimental heat pump aggregation  
576 studies. As a result, single stage heat pumps, which represent a majority of residential heat  
577 pumps, have not been experimentally shown to be capable of providing ancillary services.
- 578 2. Dealing with uncertainty is vital for accurate forecasting of flexibility capacity and is relatively  
579 unstudied. Stochastic optimization techniques like robust and scenario-based optimization  
580 should also be considered when determining flexibility.
- 581 3. Aggregate control models, specifically for single stage heat pumps, are relatively simple and do  
582 not capture the full dynamics of individual heat pumps and their buildings. Better parameter  
583 identification methods and higher order models that are scalable to heat pump aggregations  
584 could significantly improve flexibility estimation and ancillary service tracking.
- 585 4. Efficiency losses due to both ancillary service tracking and capacity scheduling are not com-  
586 pletely understood. Gaps still remain between experimental and simulation results, and there-  
587 fore round trip efficiency (RTE) is not well defined. A high RTE is an underlying assumption  
588 in many control simulations, and therefore has broad implications.
- 589 5. Communication latency issues are a significant barrier to frequency regulation since the system  
590 must respond on the order of seconds. Predictive methods or hardware retrofits could be a  
591 potential solution.
- 592 6. Revenue estimates are still quite low and represent a barrier to implementation. Trends in  
593 ancillary service prices should be considered, as well as new policy and incentive structures.

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