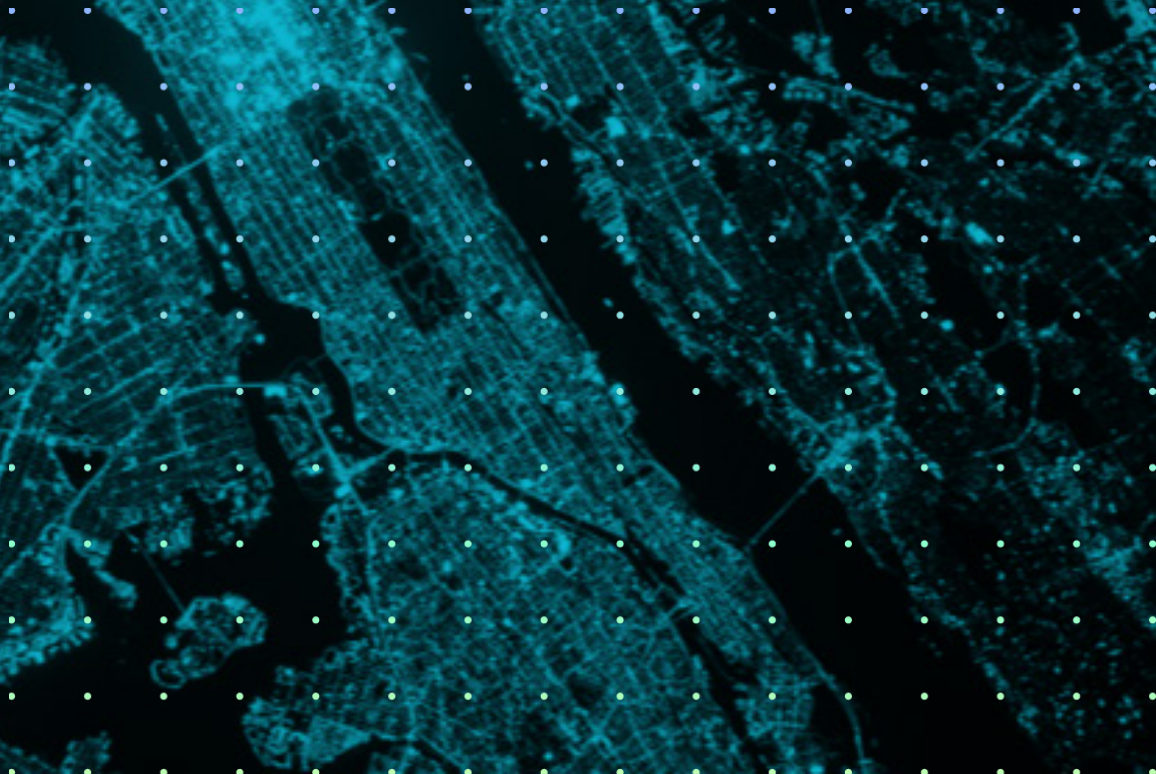




Energy Storage

Generate More Revenue and Decrease Energy Costs

Adding battery storage to solar, wind, EV charging and other renewable and distributed energy projects can increase revenues substantially. By discharging energy when it's most valuable, battery storage creates tremendous value and flexibility for customers. For example, stored energy from solar PV can be released during peak periods to reduce demand charges for businesses, mitigate coincident peaks for utilities, or earn wholesale market revenues for independent power producers.





Stem is a Global Leader in AI-driven Energy Storage

Founded in 2009, Stem operates the world's largest network of digitally connected energy storage systems. Our Athena™ smart energy software is the most utilized, validated, and successful platform in the world for distributed energy assets. With unparalleled expertise in the adaptive energy infrastructure powering the 21st century, Stem partners with a range of customers – including Fortune 500 companies, commercial and industrial customers, developers, utilities, and independent power producers – to deliver successful energy storage solutions. Our strong relationships with Tier 1 hardware suppliers help customers find the right solutions while minimizing supply chain and operational risks.

Energy Storage Services

- System Design & Engineering
- Supply Chain Management & Procurement
- Energy Storage Value Stream Optimization
- Warranty & Preventative Maintenance Plan Management
- O&M Reporting
- Program Enrollment & Incentive Management

Energy Storage: Linchpin of the 21st Century Energy Ecosystem

In the transition to a clean, modern energy system, energy storage has a crucial role to play as a stable support for variable renewables like solar and wind and a “smart integrator” of diverse assets. At customer sites, energy storage is the central hub that unifies solar, EV charging and other components of a smart energy strategy and leverages them for maximum benefit. At larger transmission- and distribution-connected systems, energy storage maximizes ROI for renewable energy projects by injecting stored energy into the grid when it’s most valuable and earning wholesale market revenues.



Software Drives Value Creation for All Energy Assets

Increasingly, the value of energy – and the price paid for it – are a function of when it’s used. Energy storage manages otherwise uncontrolled assets such as solar PV and discharges energy when it’s most valuable, enhancing returns from project investments and maximizing renewable energy use. But the brains behind the system isn’t the battery – it’s the software. Athena is Stem’s best-in-class smart energy software that’s been operating the world’s largest energy storage network for over a decade. Athena analyzes thousands of data points – including solar production, energy demand, and market price forecasts – according to Stem’s proprietary and always-improving algorithms. In 2020, Athena exceeded customer savings guarantees by more than 50%.



Getting Energy Storage Right Takes Experience

Compared to solar PV, energy storage is more complicated – harder to analyze, deploy, and monetize. But overcoming project barriers is a lot easier when you’ve been there before. Founded in 2009, Stem has pioneered intelligent energy storage in markets across North America and helped hundreds of customers and developers qualify for incentives, navigate application and permitting requirements, and expedite successful installations. We bring market-leading expertise and a proven track record with energy storage incentives such as California’s Self-Generation Incentive Program (SGIP), Massachusetts’s Solar Massachusetts Renewable Target (SMART), and New York’s Value of Distributed Energy Resources (VDER) tariff.



Networked Partners Offer a Seamless, Turnkey Experience

Project developers and engineering, procurement, and construction firms (EPCs) form a critical link in the energy storage value chain. Now that storage increasingly enhances solar project economics, these companies must rapidly build storage-specific expertise. To accelerate the solar plus storage transition, Stem launched its Partner Program in 2019 to educate and empower developers and EPCs so they can provide a differentiated offering in the marketplace. Stem University, our industry-leading educational portal, tells partners everything they need to know about selling storage – from economic modeling and incentives, to hardware and design options, to installation and commissioning. To date, more than 550 partners have joined Stem’s Partner Program network, including leading developers and EPCs such as Forefront Power, Greenskies Renewable Energy, DSD, Stockmans, Mynt Systems, and Baker Electric. Together, Stem and its partners offer a comprehensive, differentiated, turnkey solution across all energy storage use cases and markets.

Project Spotlights



Grocery Chain

Storage System

216kW / 420kWh across multiple sites

Configuration

Standalone storage

Impact

Reduces operating costs and exposure to fluctuating electricity rates



Manufacturer

Storage System

500kW / 1000kWh

Configuration

Standalone storage

Impact

Generates new cash flows and supports sustainability goals



Solar Developer

Storage System

4MW / 8MWh

Configuration

Solar + storage (front of meter)

Impact

Maximizes ROI via automated market participation and incentive compliance



About Stem

Stem provides solutions that address the challenges of today's dynamic energy market.

By combining advanced energy storage solutions with Athena™ AI, a world-class artificial intelligence (AI)-powered analytics platform, Stem enables customers and partners to optimize energy use by automatically switching between battery power, onsite generation and grid power. Stem's solutions help enterprise customers benefit from clean, adaptive energy infrastructure and achieve a wide variety of goals, including expense reduction, resilience, sustainability, environmental and corporate responsibility and innovation. Stem also offers full support for solar partners interested in adding storage to standalone, community or commercial solar projects—both behind and in front of the meter.

For more information, visit www.stem.com

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