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Professional Services

Evaluate and Deploy Energy Storage and Other Solutions

With today's complex and shifting energy landscape, a growing number of customers rely on Stem's expertise to develop robust energy and sustainability strategies and deploy successful projects. As a global energy storage pioneer, Stem is uniquely positioned to help a range of customers – including project developers, utilities, financiers, and large business customers – capitalize on clean energy opportunities to achieve a variety of business goals.

Stem has Unparalleled Expertise in Monetizing Transformative Energy Technologies

Founded in 2009, Stem pioneered intelligent energy storage in North America and now operates the world's largest digitally connected energy storage fleet. Over that time, Athena™, Stem's best-in-class smart energy software, has evolved from managing behind the meter (BTM) energy storage systems to co-optimizing multiple forecast-dependent revenue streams in both BTM and front of meter (FTM) applications.

Stem has developed unparalleled insight into all aspects of monetizing modern, distributed clean energy infrastructure – from our granular understanding of relevant policies, incentives, and utility tariffs; to hands-on experience with best-in-class hardware solutions and relationships with Tier 1 suppliers; to modeling, designing, and installing any viable combination of distributed energy assets in combination with energy storage; to continuously improving our Athena AI.

Professional Services

· Economic Modeling & Analysis

· Market Feasibility Assessment

· System Design & Engineering

· Supply Chain Management & Procurement

· Wholesale Market & Incentive Program Management

· Stem University Energy Storage Curriculum and Certifications

Our unique experience enables us not only to offer the best energy storage solution on the market but also to provide expert energy consulting services to many different customers on a wide range of projects. Questions we help answer include:
· Which project locations make the most sense?
· What is my expected project revenue?
· What is the optimal project size, configuration, and hardware?
· How does my project compare to others, and how can I optimize my strategy?
· How can I take advantage of all available incentives?
· Are my assets performing as they should be?

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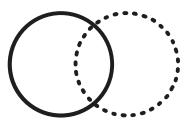# How Stem Offers Differentiated Professional Energy Services

Proprietary Algorithms and Storage Performance Data

With hundreds of projects operating on our Athena software, Stem has millions of data points for benchmarking your project. Our proven algorithms for capturing revenues, optimizing tariffs, lowering utility bills, and participating in the market all contribute to our analysis.

Experience Across Distributed Energy Resources (DERs)

Stem's expertise extends to areas such as sizing solar projects and evaluating EV charging stations. If your site or portfolio involves multiple DERs, our team can assess how to optimize your goals.

A Seamless Service Experience

Stem has a robust team of account managers supported by market analysts, policy experts, data scientists, Athena specialists, customer representatives, and operations staff. With Stem you partner with an expert team and benefit from insights across our entire portfolio.

Support Across the Project Lifecycle

Customers can engage with Stem at any stage, from early project evaluation through post-deployment. Our lifecycle support model is flexible, and we have the expertise to make your projects successful for the long term.

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Project Spotlights

Logistics company

Storage System Size
220kW / 880kWh

Configuration
Standalone storage (behind the meter)

Impact
Advising the company on its sustainability and fleet electrification strategy

Solar Developer

Storage System Size
2.5MW / 10MWh

Configuration
Solar plus storage (front of meter)

Impact
Enabled a developer's first storage-attached project optimizing the complex New York VDER tariff

Utility

Storage System Size
250kW / 500kWh

Configuration
Solar plus storage (behind the meter)

Impact
Deploying a Midwestern utility's first 'non-wires alternative' projects, delaying or avoiding a substation upgrade

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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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