Energy Storage in New York

Capturing VDER's Value Stack

New York named energy storage as central to its clean energy strategy in 2018 and has been among the most robust U.S. storage markets ever since. It is also one of the most complicated. The state's Value of Distributed Energy Resources (VDER) tariff compensates solar, storage, and other resources based on when and where they provide electricity to the grid, making project economics highly location dependent. Deployment incentives, while generous, are constantly changing, and important questions linger around wholesale market participation. And while New York is one of the few markets favorable to standalone energy storage, returns depend entirely on discharging during the year's highest peak demand hour. As an expert on the New York market and the global leader in intelligent energy storage systems, Stem works hand-in-hand with developers to identify and design the most promising projects, navigate complex application processes, and maximize project returns.

VDER Value Stack Category	Applicable to S+S	Applicable to Standalone
Energy (LBMP)	✔	✔
Capacity (ICAP)	✔	✔
Demand Reduction Value (DRV)	✔	✔
Environmental (E)	✔	✘
Community Credit	✔	✘
Locational System Relief Value (LSRV)	✔	✔

'Future-Proofing' with Stem

Stem delivers advanced solutions for large-scale energy storage projects, including storage paired with renewables and standalone projects. With project economics hinging on multiple VDER value streams and important rules on "dual participation" in wholesale and retail markets still to emerge, you need an adaptable, proven solution. Stem's Athena™ artificial intelligence (AI) software operates the world's largest energy storage network and has more optimization and market participation experience than any other storage software. Athena maximizes value for project developers via industry-leading forecasting, optimization, and controls and ensures access to the highest-value revenue streams as regulations and energy markets evolve.

Entire Lifecycle Support for Energy Storage

Project Design Market expertise, financial modeling and analysis, ESS size selection	**VDER Value Stacking** Stem's industry-leading AI maximizes returns from applicable value streams	**Investment Tax Credit** Charge your battery from solar to claim the ITC without sacrificing other value streams
Installation Support Procurement, EPC technical advising, interconnection and permitting support	**Operations Management** Warranty management, system health monitoring, preventative maintenance, performance guarantees	**Program Assistance** Interconnection Agreement application support and incentive management

Partner Benefits
By joining the Stem Partner Network, you receive access to educational sessions, sales support, policy and regulatory insight, and market outlooks

To learn more about Stem's solutions for the New York market, contact stem.com/contact-us.

About Stem

Proven

- In 2019, Stem exceeded customer saving guarantees by 48%
- Stem's demonstrated track-record of performance has secured over $650 million in project finance
- Stem customers have used the "PowerScope" software interface over 50,000 times since 2010

Experienced

- 790+ MWh across 1,000+ sites operating and contracted
- 360+ customers, including 30+ Fortune 500 customers
- 75+ permitting jurisdictions across 260+ cities
- Operating in 5 countries and 9 states

Intelligent

- Stem's industry-leading AI, Athena™, increased customer savings more than 15% in 2019
- Athena's software is updated daily to continuously enhance performance
- Athena orchestrated over 20,000 real-time market dispatches in 2019
- Stem supported corporate ESG targets and sustainability mandates in 3 states

Project Spotlights

Client	**BQ Energy**
Location	**Mt. Kisco, NY**
Project Type	**FTM Solar + Storage**
Storage System Size	**522 kW / 2.1 MWh**

Client	**DSD**
Location	**Glenville, NY**
Project Type	**FTM Solar + Storage**
Storage System Size	**2.5 MW / 10 MWh**