



Utility Bill Optimization

Reduce Demand Charges and Overall Energy Costs

Energy costs are increasingly being driven by the timing of when energy use occurs. Energy storage can reduce costs by optimizing your energy use – automatically and without interrupting operations. Stem's turnkey solution identifies the optimal times to store and release energy and then manages consumption to reduce utility bills. By learning facilities' usage patterns and optimizing against tariffs and system peaks, Stem's Athena™ software helps businesses achieve utility bill savings of up to 30%.



Stem's Pioneering Experience Maximizes Bill Savings for Customers

Utility Bill Optimization has been the core of Stem's energy storage offering for corporate energy users since the company was founded in 2009. Stem holds significant market share of the commercial and industrial (C&I) energy storage market in California, the largest market for energy storage in the U.S.

Stem's Utility Bill Optimization solution delivers savings to Fortune 500 enterprises and C&I customers by reducing their demand charges and shifting energy use to low-cost times. Stem created the C&I energy storage market with this service, and today helps more than 360 companies realize significant savings on their utility bills. Our Athena™ smart energy software – the first AI for energy storage – operates the world's largest network of distributed energy systems, with tens of millions of system runtime hours.

Utility Bill Optimization Services

- Tariff Assessment
- Economic Modeling & Analysis
- TOU Energy Arbitrage
- Demand Charge Management
- Performance Reporting
- Performance Guarantees

Achieve Automated Savings with Athena™

Today, 60% of the typical commercial electricity bill is connected to the timing of energy use. As the grid becomes more reliant on decarbonized, intermittent resources, utilities will shift even more of their costs to time-based rates. Timing is critical, but it's complex to manage and requires 24/7 attention.

Stem's Athena software uses machine learning to optimize the timing of energy use, saving up to 30% on your energy bill. Athena lets you buy electricity when it's affordable and use it later when it's suddenly more expensive. Athena can link facilities into a powerful network that allows you to earn demand response revenue and participate in grid modernization – without any disruption to operations, staff time, or upfront capital.

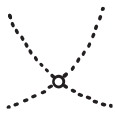
The electric grid is transforming rapidly, resulting in cost shifts that increase risk and make energy management more complex. Those that can adapt will save, while others will pay more. Athena's algorithms adapt to changing rates, automatically minimizing your exposure to variable and unpredictable costs.

Optimize Utility Bills with Stem's Proven Solution



Turnkey Storage and Software Offerings

Our expert team will help you pinpoint the optimal amount of storage and specific hardware you need, then set up our Athena software to ensure your system maximizes savings over time.



Optimize Energy Bills & Lower Demand Charges

As energy use changes and utility rates evolve, Athena predicts the best times to store and release energy based on a customer's specific tariff. For business customers, this maximizes savings by lowering demand and energy charges on your utility bill.



Participate in Demand Response Programs

With built-in integrations for demand response programs through Athena, Stem helps businesses and asset owners participate in DR programs and earn additional revenue.



Achieve Proven Savings

Stem pioneered energy storage and has helped hundreds of businesses save money on utility bills, routinely improving year-over-year performance. In 2020, Athena exceeded customer savings guarantees by more than 50%.

Project Spotlights



Logistics Company

Storage System
220kW / 880kWh

Configuration
Standalone storage

Impact
\$250K lifetime utility bill savings



Manufacturer

Storage System
530kW / 2.1MWh

Configuration
Standalone storage

Impact
\$100K annual utility bill savings



Commercial Real Estate

Storage System
2.1MW / 3.7MWh

Configuration
Standalone storage

Impact
\$185K annual utility bill savings



About Stem

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

By combining advanced energy storage solutions with Athena™, a world-class artificial intelligence (AI)-powered analytics platform, Stem maximizes the value of flexible energy assets to optimize customer benefit. 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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