



Stem Channel Partner Program

For Solar and Energy Professionals

Stem's Channel Partner Program makes it simple for energy and solar professionals to successfully offer battery storage and enhanced project economics to their customers.



Build Your Business with Stem

The energy storage market is projected to grow 25x by 2030 and create \$1.2 trillion in new revenue through storage deployed by 2050. This is a market opportunity you cannot afford to miss. Stem's Channel Partner Program is the one-stop shop for all the storage needs of solar developers, EPCs, and installers. With more commercial energy storage projects installed than any other provider, Stem gives you the expertise and support you need to increase project size, business potential, and succeed at every stage of the project lifecycle.

Program Levels

There are three levels of partnership with Stem. As your knowledge of energy storage increases and we grow our relationship together, you can earn your way to our top level Premier Partner status.



Authorized

Individual level certifications to sell or build Stem energy storage solutions.



Certified

Companies that maintain Stem certifications for all phases of an energy storage project.



Premier

Certified companies with sales commitments and go-to-market plans with Stem.

Benefits to partners as you advance through our partnership levels include:

- A differentiated storage offering from a market leader
- End-to-end project support
- Access to the highest quality hardware
- Lower procurement costs with volume-based pricing
- Buy Stem products from your existing distributor partner
- Easily model your solar plus storage and standalone storage projects
- Access free training materials through Stem University and our Partner Portal

In the early years, Stem played a really important role in explaining energy storage to the market overall, and illustrating value streams like demand charge management. That really helped us, because when customers asked us about energy storage and how it worked, Stem had the best materials we could refer to. And Stem's Athena smart storage software makes the obvious choice in terms of software and analytics.

– Robert Hymes

Chief Development Officer, Mynt Systems
A Stem Premier Partner



Partner with a Global Leader in AI-driven Energy Storage

With more than a decade of pioneering experience, we offer project developers, asset owners, and installers exceptional service backed by the industry's best software.

Serving Global Energy & Solar Providers

Stem has experience deploying both front of meter and behind the meter projects across North America and the world, with over 1 gigawatt hour (GWh) operating or contracted across more than 950 customer sites.

Stem and our partners sell storage to many customer types:

- Commercial and industrial
- Large enterprise
- Utilities
- Electric Cooperatives
- Municipalities
- Federal government

Operated by Stem's Market-Leading Athena® Software

Athena is Stem's software platform built to seamlessly integrate and optimize energy resources. By sitting in between distributed energy resources (DERs), the utility, and grid control systems, Athena makes it easier for you to manage the value of renewables.



Seamless Project Experience

Stem's expertise, networks, and dedicated support makes energy storage easy.

Learn



Free, On-Demand
Videos &
Coursework

Design



Strategy &
Professional
Services Consulting

Deploy



Stem
Partner
Network

Operate



Athena®
Revenue
Optimization



Stem
University
Certification



System
Design &
Engineering



Deep
Supplier
Relationships

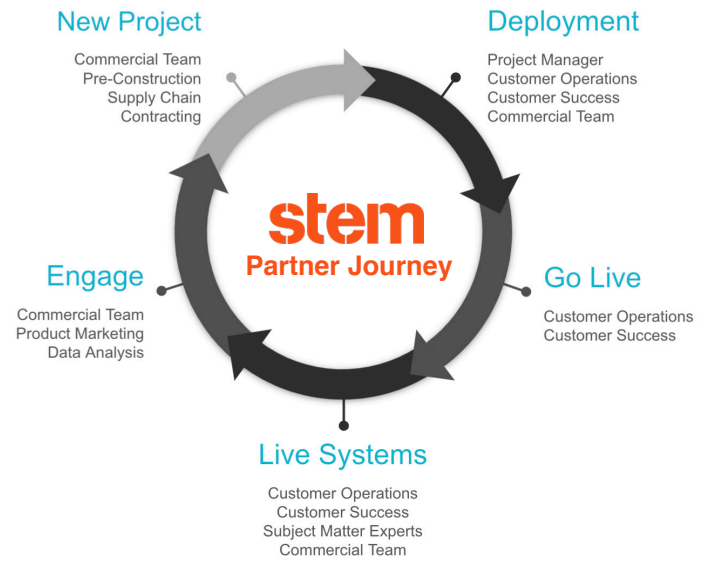


Dedicated
24/7 Support
Team

The Stem Partner Experience

Getting Started

1. Sign up on Stem.com/partner-program
2. Onboard
3. Sign MNDA
4. Access training and materials through Stem University
5. Complete individual and company-level certification
6. Receive ongoing project support from presales, to purchasing, to deployment and operation
7. Engage with go-to-market planning and co-marketing



Stem University

The Leading Training Program for Energy Storage

Stem University is a curriculum developed by Stem to help solar EPCs and other industry partners learn how to sell, model, and deploy energy storage projects. Stem partners get exclusive access to the training materials and supporting resources available in Stem University.

Sign up at www.stem.com/stem-university.

Stem Partner Network

Join other leading solar and storage providers in Stem's Channel Partner Program.



Project Spotlights



Engineering, Procurement & Construction

Energy Storage, Backup Power, Utility Bill Optimization

Stem helped Stockmans, a small EPC, land its first major energy storage project: a 1.8MWh system at a water treatment plant that will lower costs, provide up to four hours of backup power, and reduce GHG emissions under California's Equity Resiliency program.



Project Developer

Solar Plus Storage, MA SMART Optimization, Wholesale Energy Markets

Stem partnered with Syncarpha Capital to develop a 28WMh solar plus storage portfolio across five locations in Massachusetts, where our Athena software is maximizing revenues under state programs and automating participation in wholesale energy markets.



Electric Co-op

Solar Plus Storage, Coincident Peak Mitigation, Renewable Integration

In Arkansas, Stem is working with a customer to integrate a 14MWh, front of meter energy storage system with solar PV to reduce wholesale demand charges for a local electric cooperative and provide renewable energy to multiple off-taker co-op members.



Project Developer

Solar Plus Storage, Utility Bill Optimization, Backup Power

Stem is helping Blue Horizon Energy develop and install one of Minnesota's first large behind-the-meter solar plus storage systems outside the footprint of an investor-owned utility. Working through Stem's distributor partner, Werner Electric, we are developing a 500kWh energy storage system that will provide a manufacturer with bill savings and clean backup power.

Learn how Stem and our leading smart storage solutions can improve your project ROI. Contact us to join our Partner Program at stem.com/partner-program.



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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