



## Why Buy from Stem?

As the energy storage market leader with more than 1GWh across 950 sites operating or contracted, Stem has deployed more systems in more markets than anyone else. Over a decade, Stem has built the technology, relationships, and expertise needed to help you right-size your system, get projects built on time and on budget, and avoid mistakes that can diminish ROI. No one knows better than Stem how to create value for your projects and above-average market returns for years to come.

## The Stem Difference



### Best-in-class Software

Stem's Athena® AI software helps you capture new opportunities with adaptability and scalability to get projects in the ground faster.



### Unparalleled Experience

Our dedicated 24/7 support team provides you with the human experts behind Athena's optimization algorithms.



### Exceptional Service

Stem selects the hardware that best suits your needs and uses our buying power to get you the best deals.

## Your Full-Service Storage Partner

With hundreds of customers in active and emerging storage markets, Stem has unmatched insight into what makes energy storage projects successful. By offering a full range of services reflecting the breadth and depth of our experience, we give our partners the most opportunities to maximize value from energy storage and solar plus storage installations.

- Hardware ESS
- Operations & Maintenance Services
- Warranty Management
- Solution Engineering & Site Design
- SCADA-Driven Dispatch
- ITC Compliance
- Co-optimization of solar + storage, constraints, warranty & degradation, and ancillary revenue streams
- Market Participation
- Future Proofing & New Value Streams
- Tariff & Incentive Enrollment & Optimization
- ESS Value Stream Optimization
- Cloud-Native &, Scalable Platform via Athena®
- Online Storage Training & Certification with Stem University



## What We Offer

### Avoid Costly Pitfalls

Partners sometimes approach us after a negative experience somewhere else. OEMs don't help design your system. They sell hardware. And it's not in their best interest to negotiate against themselves. At Stem, our experts have extensive experience reviewing contracts and can ensure you get the best possible terms.

"Stem's strong knowledge and flexibility to navigate the ISO New England market makes them a preferred energy storage services provider for us. Their outstanding service and understanding of warranties simplify the process for us as we collaborate on effective reporting and monetization of revenues through Athena."

- **Andrew Bernstein** • Managing Partner, Kearsarge Energy L.P.

"Stem has the most experience and longest track record of any energy storage company in the world, as far as I can tell. After bumping heads with some providers that went out of business before we even got the product, we wanted a company that would be around for the long run."

- **Kirk Story** • President, Stockmans

### Others Overpromise and Underdeliver

In a worst-case scenario, an OEM will sell you a battery and not be able to realize any value from it at all. OEMs don't have nearly the support resources that Stem does and may not even offer support beyond a hardware fix or replacement part. And even the largest OEMs may lack the deployment and software expertise you need.

### Software Drives ROI

Maximizing value from your ESS isn't about the battery – it's about the software that operates it. Optimizing the ESS has always been Stem's core business focus. Whereas battery OEMs achieve breakthroughs in hardware performance and cost, Stem's breakthroughs involve making the industry's best optimization software even better.

"We chose Stem for its best-in-class Athena software, which will help our customer realize maximum value from on-site solar and backup power over the lifetime of the project. We hold our projects to high standards and Stem's extensive track record and customer service match well with our core values."

- **Griffin Dooling** • CEO, Blue Horizon Energy

"Partnering with a leading integrator like Stem allows us to provide our customers with energy storage systems in an adaptable and efficient manner. We look forward to a continued partnership with Stem and further delivery of clean energy to our customers."

- **Tony Savarino** • Co-Founder and CCO, Altus Power

### Full Lifecycle Support

Stem's expertise, networks, and dedicated support make energy storage easy. As the industry's leading end-to-end storage partner, Stem supports developers, owners, and installers through every step of the project lifecycle. Everything we do – from helping you design, procure, and install your system, to making sure it's performing at or above expectations, to freely sharing our technology and market expertise – shows our commitment to your success.

**Learn more at [www.stem.com](http://www.stem.com) or call (877) 374-7836.**