

# Maximizing Battery Storage Merchant Revenues in Texas' Wholesale Energy Markets



Front of Meter (FTM) Opportunities with Stem

Speed to market is key for developers building solar and storage projects in the Electric Reliability Council of Texas (ERCOT) territory because the first installed projects are likely to see the highest returns. Stem specializes in supporting developers with strategies to maximize energy storage project value for systems ranging from nearly 10MW and much larger.

From early site analysis to managing the bidding strategies using our AI software, Stem's expertise in wholesale markets ensures our developer partners in ERCOT achieve their revenue goals.

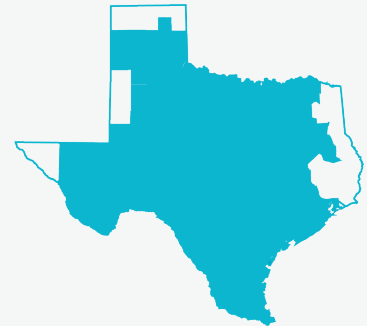
## Why Partner with Stem?

Stem works with our developer and off-taker partners to size their energy storage project, register the systems with ERCOT and to develop and submit optimized bids into day-ahead and real-time energy markets as well as ancillary services markets.

We're playing a key role in helping developers get these projects to the finish line through our extensive experience in storage development efforts, our supply chain strength, analytical support around technical and economic analysis, construction and permitting support, and ultimately operating the projects in the market to achieve optimized revenues.

Our best-in-class Athena® smart energy software drives success under this framework by optimizing the economic and operational trade-offs necessary for successful market participation.

### Location



### Stem Services for Developers Include

- Solution Engineering & Site Design
- ITC Compliance
- Hardware ESS
- Co-optimization
- System Operation
- Market Participation

### Key Benefits

- Maximize Market Revenues
- Optimize Bidding Strategies
- Automate Program Management & Compliance
- Enable Optimal Design
- Support Financing & Bankability
- Enhance Storage Lifecycle Value



Analytical support around technical and economic analysis



Extensive supply chain strength



Operating the projects in the market to achieve optimized revenues from the asset



Interconnection, permitting and construction support

# World-class Software Drives Ongoing Market Success

Energy storage asset owners must maximize wholesale market revenues for project success. Stem increases value and decreases risk for off-takers and asset owners by adapting to dynamic market conditions to maximize the value of energy storage over its lifetime.

Stem's combination of program expertise and market-leading software offers a differentiated solution for wholesale energy market participation. Our bidding platform, Athena Bidder™, generates multiple data forecasts and then overlays economic and operational constraints to produce energy bids that are optimized for each market interval. Athena Bidder co-optimizes across all real-time, day-ahead, and ancillary markets, finding the best revenue opportunities while following all ERCOT requirements. It also integrates with market systems via a flexible gateway that supports a wide variety of industry-standard protocols such as DNP3, as well as specific integrations with scheduling coordinators and trading entities.

## Project Highlights



### Confidential Customer Central Texas

**Use Cases:** Wholesale Market Participation

**Storage System Size:** Multiple 10MW / 10.2MWh

## About Stem, Inc.

### A global leader in artificial intelligence (AI)-driven clean energy storage systems

Stem delivers and operates smart battery storage solutions that maximize renewable energy generation and help build a cleaner, more resilient grid. Our customers include Fortune 500 corporate energy users, project developers and installers, and utilities and independent power producers.

Stem's market-leading Athena® software uses advanced artificial intelligence and machine learning to automatically switch between battery power, onsite generation and grid power. Athena helps lower energy costs, stabilize the grid, reduce carbon emissions, and solve renewable intermittency across the world's largest network of distributed energy storage systems.

**[For more information, visit www.stem.com](http://www.stem.com)**

