

## Case Study: DSD

Deploying Groundbreaking  
Solar plus Storage  
Projects in New York**Location**

Rotterdam, NY

**ISO/RTO Region**

New York ISO

**Solutions**Solar Plus Storage, VDER  
Tariff Optimization**System Benefits**Energy Storage, Demand  
Reduction, Locational System  
Relief, Environmental Value**Commercial Operation Date**April 2021 (Solar PV) /  
December 2021 (ESS)**Energy Storage System Size**4.5MW of solar plus  
2.5MW / 10MWh of storage

DSD Renewables (DSD) offers a one-stop-shop for commercial, industrial, and municipal clients seeking large-scale solar PV and energy storage solutions with abilities to develop, acquire, own, and operate assets. Launched as a startup within General Electric in 2012 and since spinning out in 2019 under BlackRock's ownership, DSD develops, finances, and owns solar projects and offers energy storage as an added value to maximize project ROI. The company is active in both front-of-the-meter and behind-the-meter markets across the U.S. To date, its team has developed well over 200 projects and is evaluating over 1GW of opportunities on an ongoing basis.

Partnering with Stem enabled DSD to accelerate its storage integration. Optimized by Stem's Athena® smart energy storage software, the project will deliver 4.5MW of solar plus 2.5MW / 10MWh of storage under New York's VDER tariff and stands ready to earn wholesale market revenues.

“ We chose Stem primarily for simplicity of transacting. Energy storage is fundamentally more complicated than solar, and Stem offers an easy way of evaluating and pursuing the best deals. And Stem's level of partner support is exceptional – both in terms of the resources and educational materials they make available and the personalized trainings they've given my team. ”

**Matt Kaufmann**

Senior Director, Energy Storage Solutions, DSD Renewables

**Challenge**

DSD needed an expert storage partner to help deploy front of meter projects that were among the first of their kind in the New York market. Engineering was key; as a DC-coupled system, a single failure could take out both the solar and storage resources. Finally, the relevant fire code changed during installation, possibly impacting the project.

**Solution**

DSD chose Stem for the depth and breadth of our expertise. Stem provided in-depth, personalized training sessions, and our engineering and deployment teams went above and beyond to ensure project reliability and compliance. This level of support pays dividends throughout the project lifecycle, minimizing delays, and maximizing uptime and revenues.

**Results**

Accelerating DSD's integration of battery storage was enabled by partnering with Stem. The project will deliver 4.5 MW of solar under New York's VDER tariff and stands ready to earn wholesale market revenues while optimized by Stem's Athena smart energy storage software. Notably, the project stands on a former landfill, representing visual proof of New York's progress toward a sustainable clean energy economy.

**To learn more about Stem's solutions, contact [stem.com/contact-us](https://stem.com/contact-us).**