

Case Study: Greentech Renewables San Diego Greentech Renewables San Diego Delivers Battery Storage Hardware with Stem's Expertise



Greentech Renewables is a one-stop-shop with 75+ locations nationwide that provides our contract partners with the products they need to complete their energy storage projects successfully. With more inventory and buying power than any other U.S. Solar Distributor, Greentech Renewable's San Diego profit center ensures their electrical contractors, project developers, and solar EPCs have quality products at competitive pricing.

In partnership with Greentech Renewable's San Diego distributing the equipment, Stem minimizes the complexities of adding storage to new and existing solar projects and helps accelerate time to value for their customers. Stem provides the battery equipment technology, Athena® smart energy storage software, and services to make it all possible.

Typical commercial storage projects that Greentech Renewables turns to Stem for include facilities like office buildings, municipal sites, universities & schools, distribution centers, large retail centers, water & wastewater plants, manufacturing factories, warehouses, and more.

“ Today nearly all solar contractors are installing energy storage. Stem & Greentech Renewables have partnered to make that easier. We're a one-stop-shop to provide the products our customers need to complete their projects successfully. Stem provides the battery equipment, technology, software, and solutions to make that possible.

Nick Kavalaris
Sales Executive, Greentech Renewables



Location

Southern California

Customer Types

Electrical contractors, project developers, and solar EPCs

Facility Types

Office buildings, municipal sites, universities & schools, distribution centers, large retail centers, water facilities, factories, and warehouses

Energy Storage System Size

Min 125 kW

Solutions

Energy Storage,
Solar plus Storage



Challenge

As the cost of solar comes down, Greentech Renewables is seeing a growing interest from their customers in adding energy storage to their projects. While there are many energy experts offering solar + storage solutions, Greentech Renewables quickly found Stem's expertise to be unmatched in the industry. This was the battery storage solution they were looking for to complete a combined offering.



Solution

Greentech Renewables and Stem have partnered to make procuring and installing battery storage an easy process to build successful projects. Stem provides the battery equipment, software, and solutions to make that possible.



Results

As a result of this partnership, developers can seamlessly harness the benefits and ROI of solar + storage projects using Stem's smart energy software that optimizes and automates interactions between solar, storage, and the grid.