



## Case Study: New Era Electric

# New Era Electric Fulfills Customer's Solar Plus Storage Needs with Stem's Expertise



### Location

San Marcos, CA

### Customer Type

Food Manufacturer

### Facility Type

Food Processing

### Solutions

Energy Storage,  
Solar plus Storage

### Energy Storage System Size

250 kW / 496 kWh

### Stem Operational Date

Q2 2022

Serving California, New Era Electric specializes in commercial and solar electrical contracting services. New Era offers a full electrical service department with expert technicians available to support clients with emergencies, maintenance, small projects, and repairs. New Era field staff consists of highly skilled and expertly trained superintendents, general foreman, foreman, JW electricians, and apprentices that are all seeing the booming opportunity for energy storage in the California energy market.

In partnership with Greentech Renewables distributing the equipment, Stem minimizes the complexities of adding storage to solar and helps accelerate time to value for New Era. With our industry-leading expertise and best-in-class software, Stem works closely with electrical contractors and developers like New Era to enhance solar plus storage offerings through optimized design, streamlined procurement, and customized deal support.

“Both Greentech Renewables and Stem have been incredible on our renewable energy projects. We couldn't do that without them and their knowledge. They're easy to work with. I do see our business continuing to grow and specializing in renewable energy, and I see battery storage being a crucial part of that. I think our relationship with clients like Greentech Renewables and Stem are going to be absolutely necessary to make that happen.

**Sean Bright**  
President, New Era Electric



### Challenge

New Era's commercial customers throughout California are realizing the wasted potential by not harnessing energy and having battery storage. And they anticipate seeing more and more requests for storage to pair with solar installations in the future as the cost of solar itself comes down. They were looking for a distributor partner and energy storage solution provider to help them add battery storage to their solar projects.



### Solution

Today, New Era is finding that nearly all solar contractors are already installing or looking to install battery storage. Greentech Renewables and Stem have partnered to make that easy for them as a one-stop-shop to provide the products they need to build successful projects. Stem provides the battery equipment, software, and solutions to make that possible.



### Results

As the market leader in energy storage, Stem has unmatched experience in solar plus storage deployments. Our Athena smart energy software optimizes and automates interactions between solar, storage, and the grid, bringing our customers more savings and greater project ROI. As a result, Stem is helping New Era and its customers optimize utility bills, reduce expensive demand charges, and protect the value of solar investments against shifting rate structures.

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