

stem

Front-of-the-Meter Energy Storage

Stem delivers advanced solutions for large-scale energy storage projects, including storage paired with renewable and standalone projects.

“ Stem Inc. of Millbrae, Calif., helps corporations in the U.S. source battery systems, and then uses software called Athena that learns companies’ consumption patterns and autonomously decides when to use battery power to avoid consumption when prices are the highest—in the middle of a hot day, for example. As markets for electricity become more open, such software could make money for battery owners through a form of arbitrage, charging up when electricity is cheap and disbursing it to the grid when it’s more expensive. ”

THE WALL STREET JOURNAL.

Storage solutions for renewable or standalone projects

Over the past decade, Stem has built strong relationships with utilities, financiers, and developers and become a trusted partner across the industry.

Athena®, Stem’s energy optimization platform, delivers best-in-class performance in capturing and optimizing new revenue streams and unlocking opportunities for front-of-the-meter (FTM) storage.

Stem’s FTM energy storage solutions (ESS) “future-proof” your solar + storage or standalone storage project to ensure access to the highest-value revenue streams as regulations and energy markets evolve.

Simplify for success

Stem combines all the complex pieces needed to create a solution that monetizes flexible energy storage for operators, off-takers, and investors.

	Benefits	Value Propositions
Profitability	Stem’s AI platform optimizes energy dispatch and supports a number of markets and value streams that enhance developer revenues	Future-proofs cash flow designed to achieve maximum ROI
Flexibility	Flexible deal structures that enhance project bankability and expand market options	Reduces risk, simplifies operation, and increases optionality to meet project finance requirements
Industry-Leading Service Solutions	Stem’s experienced storage experts guide the entire development-to-dispatch process to ensure successful execution	Simplifies the development, design, procurement, deployment, and operation
Dispatchability	Addresses intermittency issues and provides new revenue streams for renewables	Increases asset value of solar projects

Increase project value & ROI with Athena®

Strategically and intelligently dispatch energy during the most valuable times, with Stem's competitively priced high-quality hardware solutions.

Diverse and Reputable Supply Chain Vendors

Stem has the largest and most advanced suite of storage products in the market, with hardware combinations including AC- and DC-coupled solutions by Tier 1 battery providers like Tesla, Sungrow, Powin, and SYL. Stem works with top tier NMC vendors and is currently integrating a Tier 1 LFP provider. Leveraging years of procurement expertise, Stem competitively sources hardware with the flexibility to find the right combination of equipment and warranties for your project.

Industry-Leading Development And Operating Experience

Through Stem's Partner Program and online education, Stem University, Stem offers comprehensive training and customized support so developers can increase project ROI to standalone projects or by adding storage to solar.

	OEM Only	Trading Desk Only	OEM + Tradng Desk	Global Competitors	stem
Hardware ESS	X		X	X	X
Operations and Maintenance Services				X	X
Solution Engineering/Site Design				X	X
Scada Driven Dispatch	X		X	X	X
ITC Compliance	X		X	X	X
Co-Optimization (S+S, constraints, warranty/degradation)				X	X
Market Participation		X	X	X	X
Future Proofing (New Value Streams)				X	X
Cloud-Native, Scalable Platform					X
Experience (Most Operational Sites)					X

World-Class AI-Driven Energy Management Software Platform

Stem's AI platform maximizes value for project developers via industry-leading forecasting, optimization, and controls. Athena optimizes more value streams than any other energy optimization platform, enabling partners to access future wholesale and retail service revenues.

Unparalleled Operational Support

Stem offers full operational support through 24/7 site monitoring, alarm detection, and real-time controls, allowing us to respond to site and market conditions within seconds. We quickly diagnose and resolve both software and hardware issues to minimize downtime.

Entire project lifecycle support

As your partner and the first provider with proven experience to deliver flexible support for energy storage success, Stem offers expertise across the entire FTM project lifecycle.

Market Analytics	Commercial Expertise	Project Finance*	Supply Chain	Project Delivery*	Asset Optimization	Compliance & Policy
Market assessment	Storage sizing & analytics	Deal structuring	Battery technology	Electrical, civil, management design	Wholesale market participation	Market and ITC compliance
Revenue stream modelling	Turnkey pricing	Sourcing capital	Supplier	EPC qualification and training	Asset management	Program management
Identification of market participation opportunities	Performance guarantees	*supported by stem	Evaluation	Utility and local coordination	VPP operations	Data reporting
Policy advocacy, incentives and rate design			Volume-enabled competitive procurement	Permit planning	Tariff management	Software updates
			Logistics	*supported by stem		Utility contract administration

Project Spotlights



Location

Blandford, Massachusetts

Energy storage system size

This is the first 8MWh of 28MWh in large-scale storage projects co-sited with solar that Stem is developing with Syncarpha Capital LLC throughout Massachusetts. Over the next year, four additional Massachusetts projects will be deployed in Halifax, Leicester, Millbury and Westminster.

Solution

Athena[®] optimizes the operations of solar+storage in order to maximize revenues on behalf of the independent power producer (IPP), Syncarpha Capital. Athena ensures compliant operations to capture the federal investment tax credit (ITC) and qualify for state-level programs established to promote solar+storage development through the Solar Massachusetts Renewable Targets (SMART) and Clean Peak Energy Standard. Additionally, Athena drives participation, optimizes real-time bids, and dispatches the asset in the Independent System Operator-New England (ISO-NE) wholesale market where storage will be paid to deliver capacity, energy arbitrage, and ancillary services.



About Stem, Inc.

Stem (NYSE: STEM) is a global leader in AI-driven clean energy solutions and services.

Stem (NYSE: STEM) provides clean energy solutions and services that maximize the economic, environmental, and resiliency value of energy assets and portfolios. Stem's leading AI-driven enterprise software platform, Athena[®] enables organizations to deploy and unlock value from clean energy assets at scale. Powerful applications, including AlsoEnergy's PowerTrack, simplify and optimize asset management and connect an ecosystem of owners, developers, assets, and markets. Stem also offers integrated partner solutions that improve returns across energy projects, including storage, solar, and EV fleet charging.

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

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