



## Case Study: Norbut Solar Farms

# Scaling Community Solar Through Technology Standardization

### Accelerating EPC growth while managing 50 MW across New York State



## Challenge

Norbut Solar Farms (NSF) transitioned from developer to full EPC contractor, requiring operational transformation to support aggressive growth. The company's strategic approach of structuring projects into co-located arrays, each under 5 MW AC, created management complexity that existing solutions couldn't efficiently handle. Operating in a highly regulated market demanded automated compliance reporting for NYSERDA incentive programs and Solar Renewable Energy Credits (SREC). Manual processes threatened to bottleneck expansion and limit market capture. NSF needed unified portfolio visibility, streamlined commissioning, and seamless integration from project origination through ongoing operations to execute their vertical integration strategy.



## Solution

NSF is standardizing on Stem's PowerTrack™ Software, implementing comprehensive edge-to-cloud energy management across their entire portfolio. PowerTrack delivers real-time fault detection, automated compliance reporting for NYSERDA and SREC programs, and unified portfolio visibility through cloud-based dashboards. Intuitive interfaces and role-based access controls are simplifying operations for NSF's growing team, ensuring reliable performance across all sites.

The solution is enabling NSF's long-term EPC vision by standardizing configurations across new projects, dramatically reducing commissioning cycles and freeing engineering resources from administrative tasks.

### Location

New York State

### Business Type

Community Solar Developer & EPC Contractor

### PowerTrack Portfolio

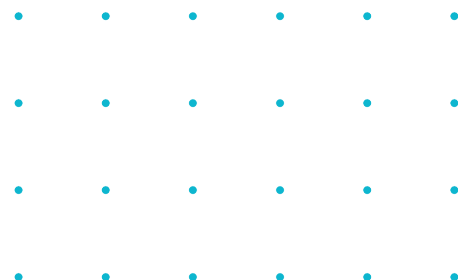
50 MW

### Total Deployed

525+ MW solar +  
30 MW storage

### Growth Pipeline

17 projects over 3 years



# Results



### Accelerated EPC Strategy

Standardized development approach is enabling rapid project execution and replication of proven configurations across new deployments.



### Operational Efficiency

PowerTrack's hardware-agnostic architecture allows Norbut to aggregate inverter data from multiple manufacturers, eliminating the need to check various OEM software portals for portfolio-wide insights.



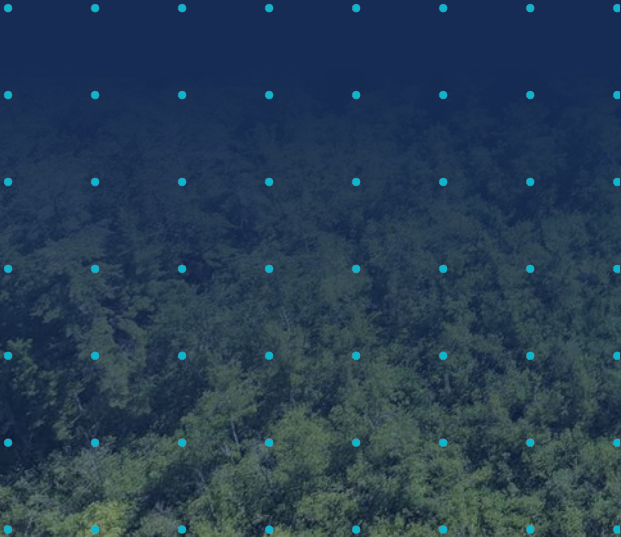
### Compliance Automation

Seamless NYSERDA and SREC reporting is freeing engineering resources from administrative burden, redirecting capacity toward new project development.



### Seamless Integration

Technology standardization is ensuring continuity from origination through construction and operations, supporting NSF's vertical integration goals and aggressive three-year growth plan.





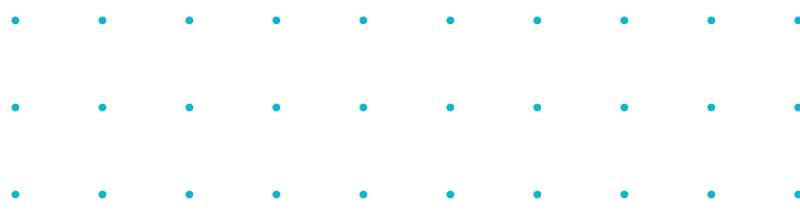
## Customer Voice

“Standardizing on PowerTrack has helped us simplify our development approach and accelerate project deployment. Stem’s technology provides real-time insights, custom reporting, and automation that enable us to efficiently manage multiple projects while supporting our long-term EPC growth.”

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**Rick Allen**

President, Norbut Solar Farms EPC



## Edge-to-Cloud Architecture Being Deployed

Stem is providing a comprehensive hardware and software solution:

**PowerTrack Software** - Cloud-based portfolio management and analytics platform

**PowerTrack Logger** - Edge data acquisition and communication gateway for distributed arrays

**Revenue-Grade Metering** - Industry-leading power quality and revenue meters for NYSERDA and SREC compliance

**Meteorological Stations** - Integrated weather monitoring with pyranometers and environmental sensors

**Network Infrastructure** - Industrial-grade switches, cellular modems and network with VPN connectivity, enhancing security and facilitating remote troubleshooting

**Telemetry** - Automated reporting of site performance data to utility companies for grid monitoring and compliance

**Remote Commissioning Service** - Dedicated engineering support for on-site teams, ensuring projects commission on schedule



# Key Takeaways: Applying Norbut's Success to Your Portfolio

## Is Your Organization Ready for PowerTrack?

### **If you're transitioning from developer to self-performing EPC like Norbut Solar Farms...**

Technology standardization is critical for vertical integration success. Unified platforms eliminate operational silos between development, construction, and operations teams. Prioritize solutions offering standardized commissioning workflows that enable configuration replication across new projects—this accelerates your EPC execution velocity while maintaining operational consistency.

### **If you manage complex multi-array or co-located site architectures like NSF's co-located array structure...**

Your monitoring platform must natively support independent array operations while providing site-wide aggregation. Look for solutions offering both granular array-level control and unified portfolio visibility—avoiding the need to manually aggregate data across arrays or manage separate systems for each installation.

### **If regulatory compliance reporting (NYSERDA, SREC, REC tracking) consumes significant engineering resources...**

Automated compliance engines with regulatory data agent integration can eliminate manual reporting burden entirely. Calculate the engineering hours currently spent on compliance activities—this represents capacity that could be redirected toward new project development. Solutions with automated reporting typically deliver ROI within the first year through resource reallocation alone.

### **If you're scaling community solar portfolios with aggressive growth targets...**

Deployment velocity depends on operational scalability. Evaluate whether your current monitoring infrastructure can support portfolio growth without proportional increases in operational staff. Platforms enabling standardized deployments and simultaneous multi-project management are essential for capital-efficient scaling—particularly when managing pipelines exceeding 15+ projects.

## About Stem

Stem is a global leader reimagining technology to support the energy transition. Turning complexity into clarity, and potential into performance.

We help asset owners, operators and stakeholders benefit from the full value of their energy portfolio by enabling the intelligent development, deployment, and operation of clean energy assets. Our integrated software suite, PowerTrack, is the industry standard and best-in-class for asset monitoring, supported by professional and managed services, under one roof. Meant to tackle challenges as seamlessly as possible, Stem shows the information needed clearly and accurately and helps harness raw data to inform actionable insight. With global projects managed in 55 countries – from Germany to Japan and across North America – customers have relied on Stem for nearly 20 years to maximize the value of their clean energy projects.

**Driven by human and artificial intelligence – Stem is unlocking energy intelligence.**

**To learn more about Stem's PowerTrack, visit [stem.com/powertrack](https://stem.com/powertrack).**

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