

Energy Storage Checklist

5 Principles that Ensure Energy Storage Success

In recent years, large energy users have seen Global Adjustment (GA) fees skyrocket. Energy storage is the best way to dramatically reduce GA without any operational change, but not all storage solutions are created equal.

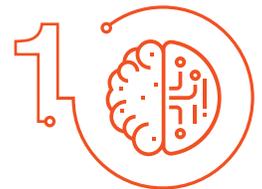


Ensuring GA savings depends on these 5 critical keys to success.

Artificial Intelligence

IESO peaks are not easy to predict—your storage system must be able to respond in real-time to catch shifting peaks. Ask storage providers:

- If their system is operated by AI, and has real-time, one-second control
- How many operating hours their software has accumulated in the field



Experience

When it comes to saving with storage, you can't afford to work with an amateur. Ask storage providers:

- How many customers they have and how many storage MWh they currently operate at commercial / industrial sites
- If they have at least 5 years of experience operating energy storage systems



Reliable Hardware

Don't roll the dice on untested batteries. Ask storage providers:

- Who manufactures their batteries (look for leading names such as Tesla, Panasonic, and LG Chem)
- If their projects are approved by a reputable insurance provider



Happy Customers

There's no better indicator of project success than happy customers. Ask storage providers for:

- The number of repeat customers that have signed up for more sites after a satisfying experience
- Case studies and references from sites operating over a year



Verified Financials

Watch out for counterparty risk—you want a storage partner that is in it for the long run. Find out:

- Which financial backers have invested in and vetted the company
- How much the company has raised for both corporate and project financing



Now is the time to make a move to smart energy storage.

Because artificial intelligence (AI) identifies and responds to IESO peaks, it's the most important feature to look for in an energy storage solution.

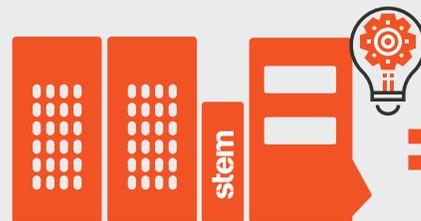


1 MW of peak power today costs 300% more than it did in 2011.¹



= \$500K
SAVINGS

A "dumb" 2 MW battery
might deliver a \$500,000
GA reduction



= \$1M
SAVINGS

AI-powered storage will
deliver **2X** the annual savings

To learn more about how you can successfully address rising Global Adjustment by making smart decisions about energy storage, visit stem.com/canada.

About Stem

Stem pairs artificial intelligence with energy storage to help organizations reduce energy costs automatically with no change to operations. As the market leader in energy storage, Stem has delivered valuable savings to more than 280 customers and deployed or sold more than 800 systems.

1. IESO.com