



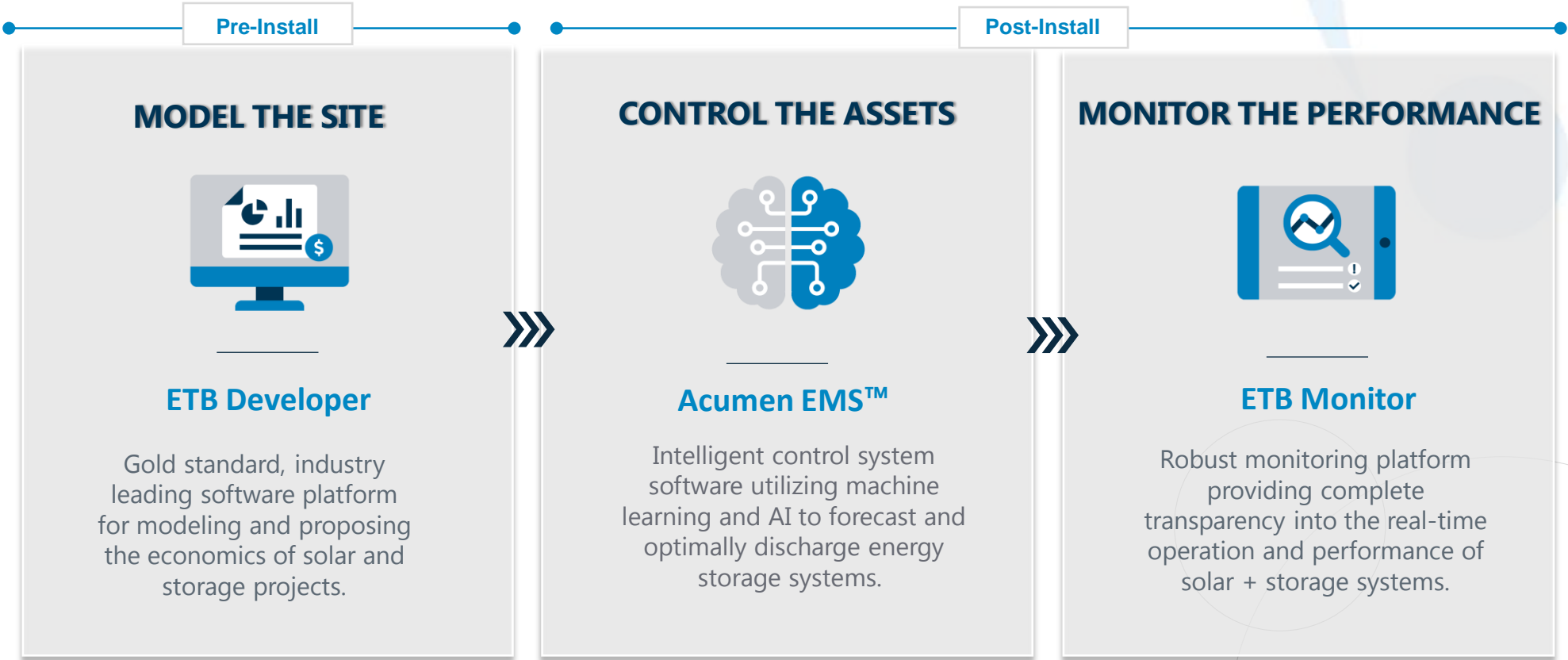
Lessons Learned from Deploying nearly 100 C&I Energy Storage projects

DECEMBER 7, 2022



From Project Conception through End of Life

Energy Toolbase's software suite takes projects through every step of the lifecycle



A few stats on our fleet of Acumen EMS deployments

ESS Projects:

- Nearly ~100 deployments
- BTM and FTM
- 4 countries, 15+ states

Integrations:

- 12 hardware vendors (e.g., PCS, battery)
 - Some of whom we worked alongside for their CSIP testing with our 2030.5 gateway
- 9 unique control strategies (e.g., Demand charge management, TOU arbitrage, DR)



We've learned a lot of lessons along the way...

1. Standardization is critically important (thank you SunSpec for the work you're doing on this!)
2. Maximize system uptime (systems can/will go offline)
3. Continually validate and retrain your model
4. You need domain expertise in each regional market (rate tariffs, incentives, local codes)





Q&A, References

[\(Whitepaper\) Demystifying How Acumen EMS Reliably Dispatches to Achieve Optimal Financial Returns](#)

[Acumen EMS – Case Studies](#)

[Energy Toolbase – Newsroom](#)