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# 6 BENEFIT TO GROW YOUR BESS BUSINESS



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# POWERING PROFIT & RESILIENCE: THE STRATEGIC VALUE OF C&I ENERGY STORAGE




- Beyond backup power, Battery Energy Storage Systems (BESS) are now a core asset for forward-thinking businesses.
- Discover how smart energy management drives profit, protects operations, and creates new value streams.
- Let's explore the key benefits.

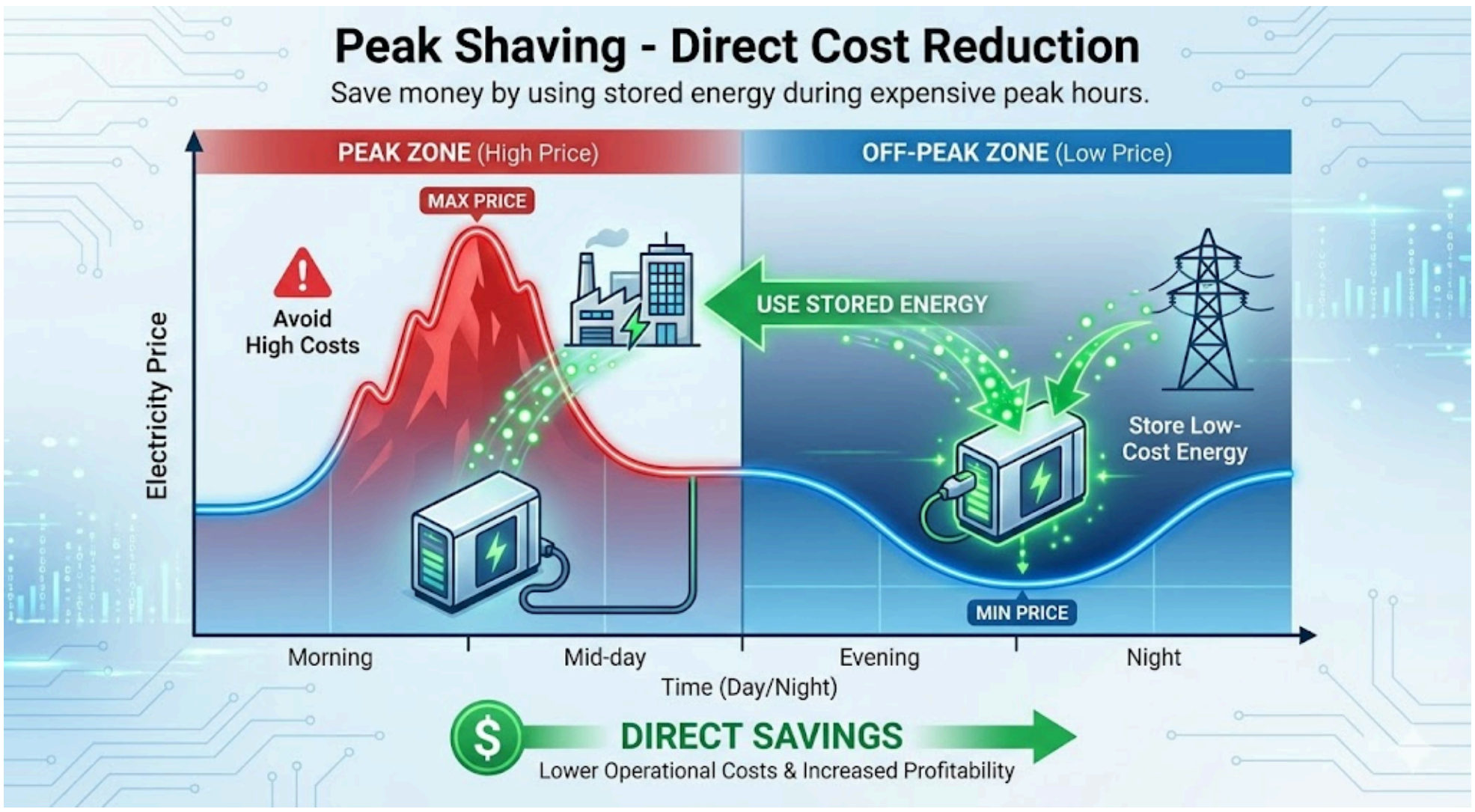


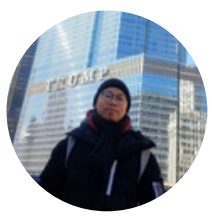
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# BENEFIT 1:
# PEAK SHAVING - DIRECT COST REDUCTION

- **Strategy: Charge your batteries during off-peak hours when electricity is cheap, and discharge during peak, expensive periods.**
- **Impact: Significantly lower your utility bills through strategic energy arbitrage.**



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**Case : A California manufacturing plant installed a 5MW/10MWh system, achieving $1.2M in annual savings with a payback period of under four years.**



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# BENEFIT 2: DEMAND CHARGE MANAGEMENT - TAMING YOUR “PEAK” BILL

- **Strategy: Many commercial users are penalized for their highest moments of energy draw. BESS can discharge just before these peaks occur, shaving them down.**

- **Impact: Avoid costly penalties for high-demand usage, leading to substantial monthly savings.**



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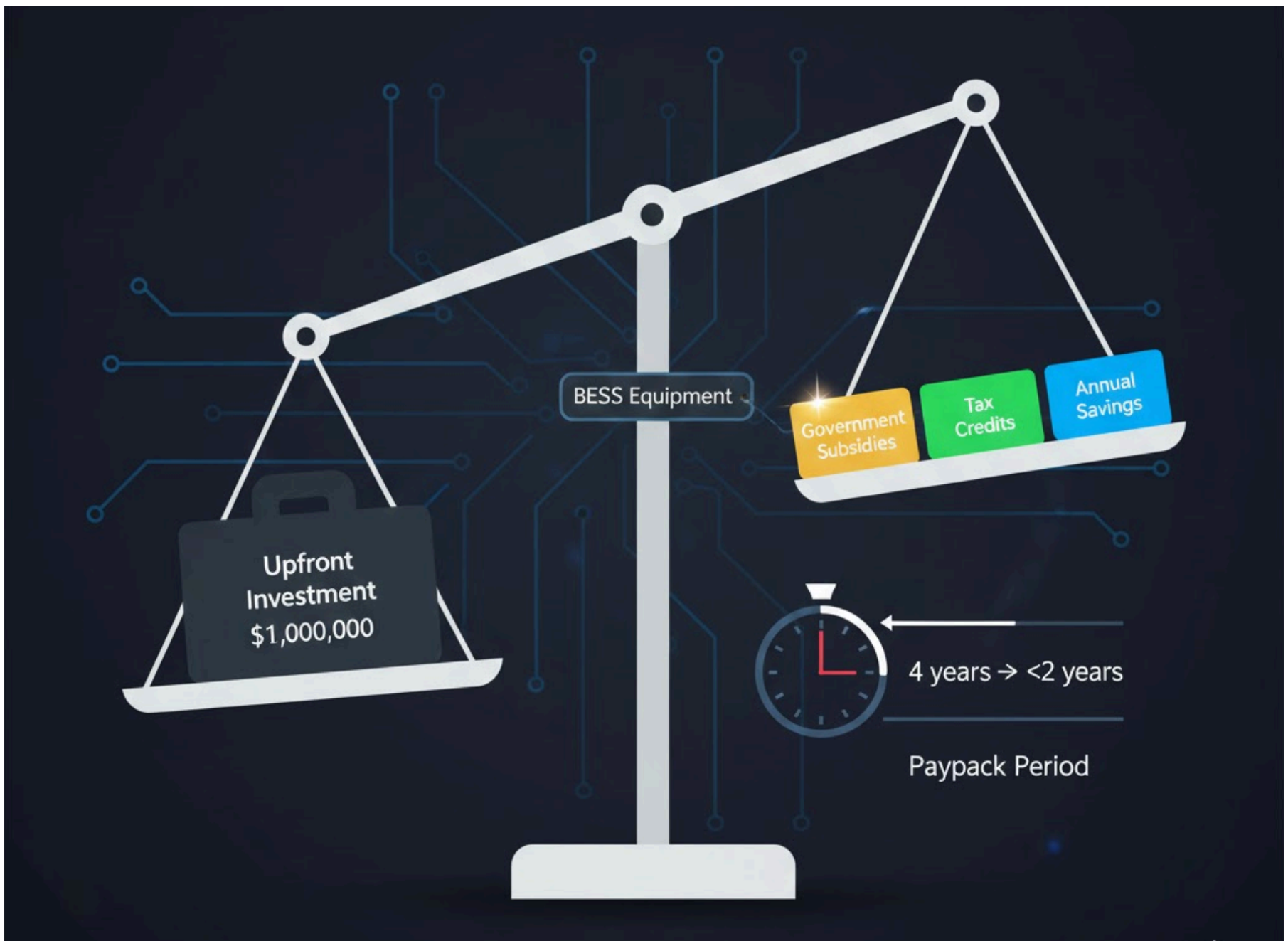

**Case : A Texas distribution center reduced its peak demand by 28%, saving over $500,000 annually.**



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# BENEFIT 3:
# LEVERAGING INCENTIVES - ACCELERATING YOUR ROI

- **Strategy: Capitalize on government subsidies, tax credits, and grants designed to promote clean energy adoption.**
- **Impact: Dramatically reduce upfront investment, shortening the payback period and improving project financials.**

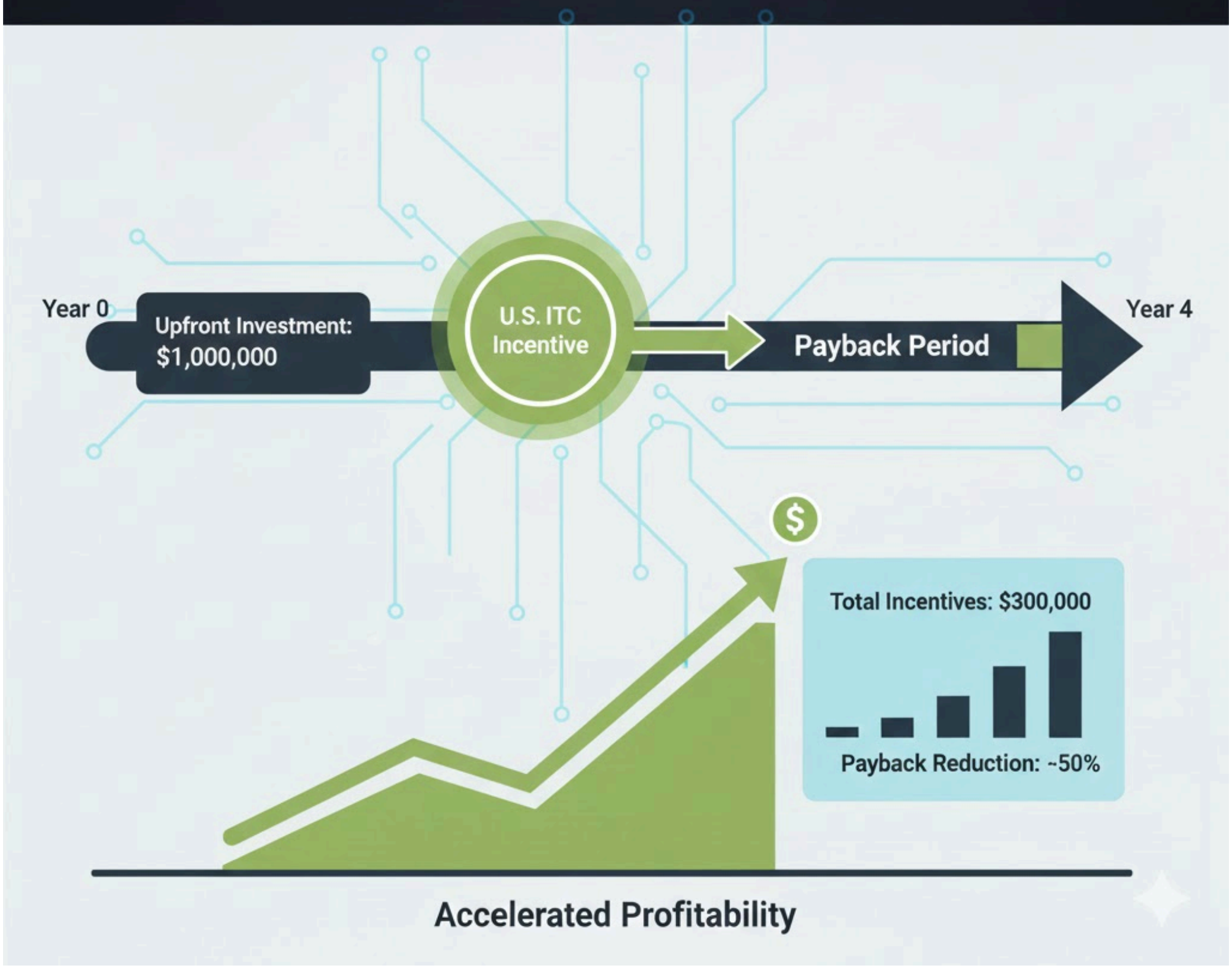





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# Case in Point:
# U.S. Investment Tax Credit (ITC)

Acelerating ROI to < 2 Years




**Case : With incentives like the U.S. ITC, some projects see their return on investment accelerated to less than two years.**



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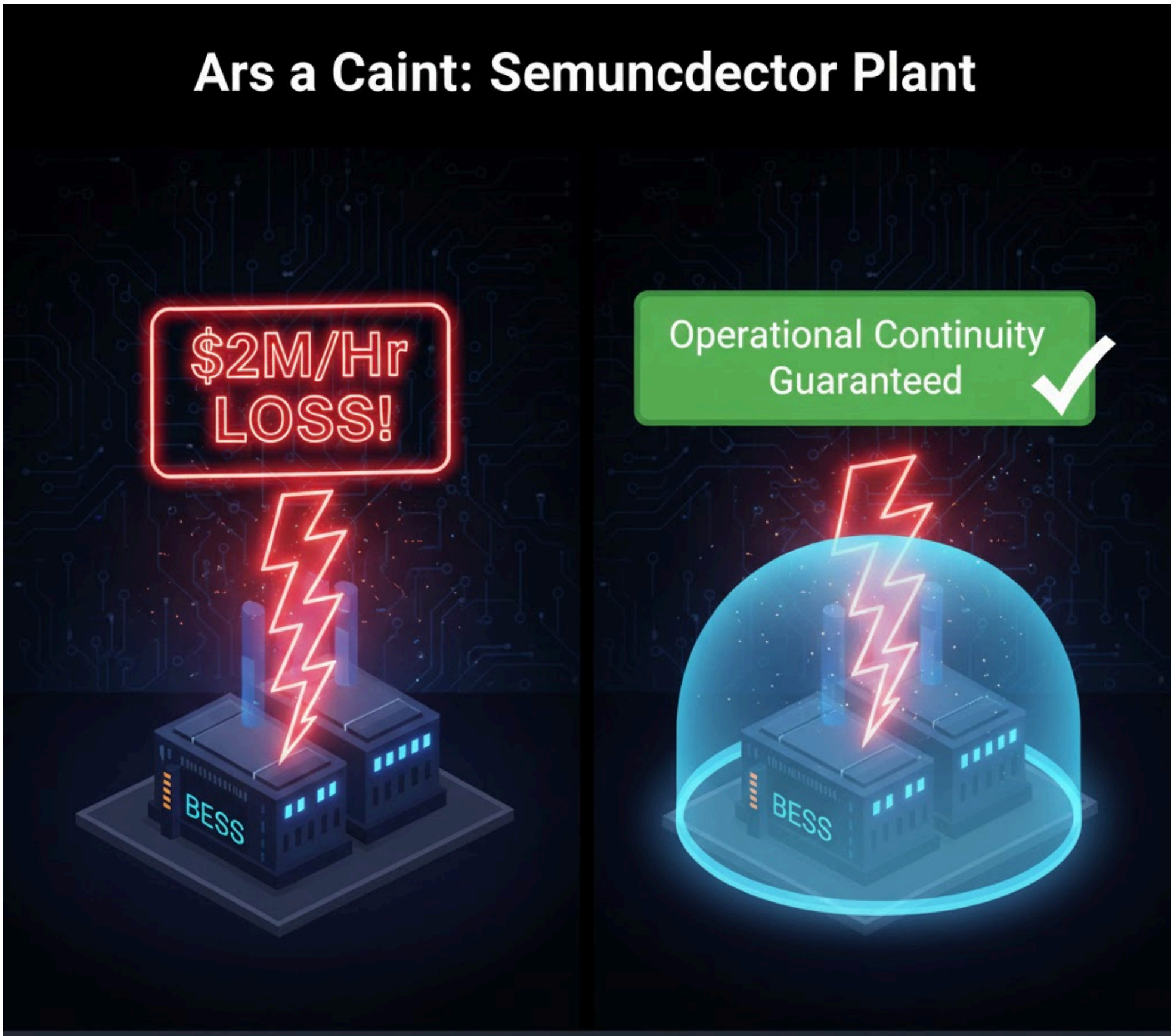
# BENEFIT 4: EMERGENCY BACKUP - GUARANTEEING OPERATIONAL CONTINUITY

- **Strategy: Deploy BESS as a reliable, instant, and emission-free backup power source.**

- **Impact: Prevent revenue loss and equipment damage from unexpected grid outages. Ensure business continuity for critical loads.**



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**Case : A semiconductor plant used its BESS to avoid $2 million/hour in potential production losses during a grid failure.**



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# BENEFIT 5:
# POWER QUALITY & VPP INTEGRATION - SMARTER, MORE VALUABLE ENERGY

- **Power Quality: BESS stabilizes voltage and frequency, protecting sensitive equipment and reducing maintenance costs. (e.g., A German data center improved power quality by 95%).**

- **VPP/Microgrids: Become an active market participant. Join a Virtual Power Plant to sell services back to the grid or create a microgrid for energy independence.**

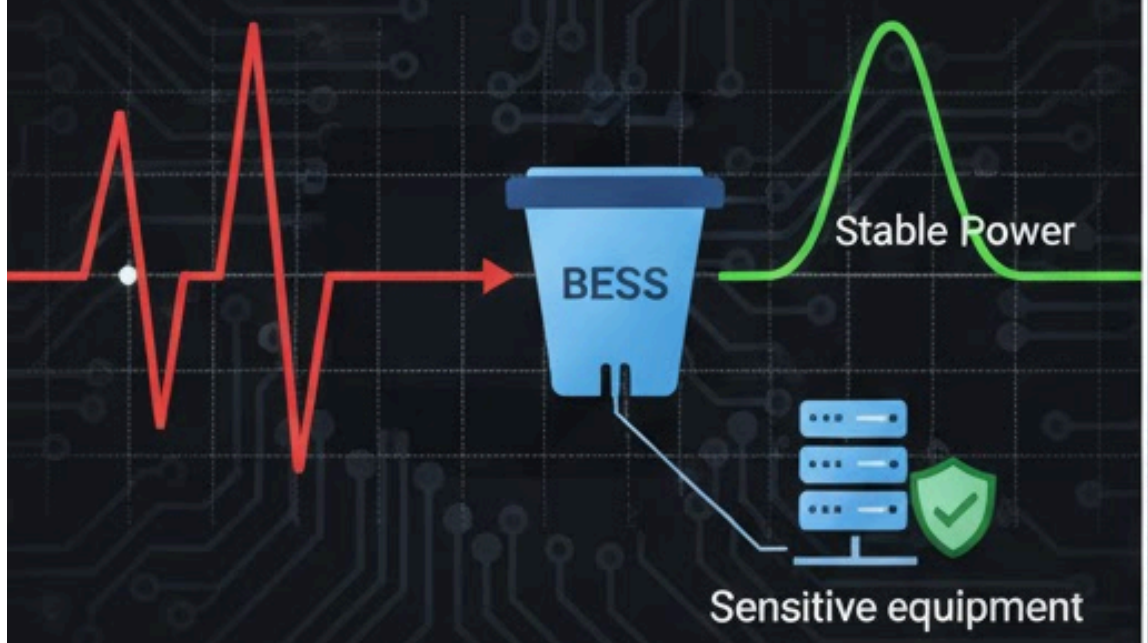


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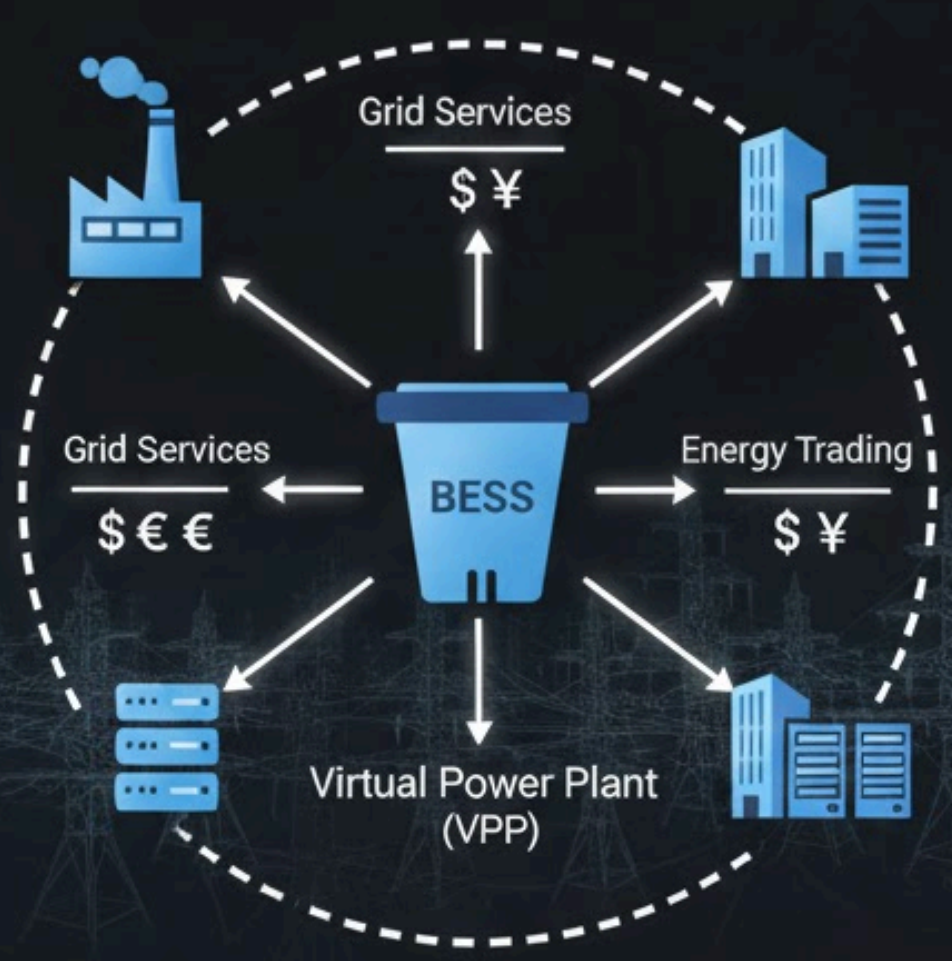
## Power Quality & VPP Integration - Smarter, More Valuable Energy

BESS provides internal stability and can also be monetized on the external grid.

### Internal Power Quality

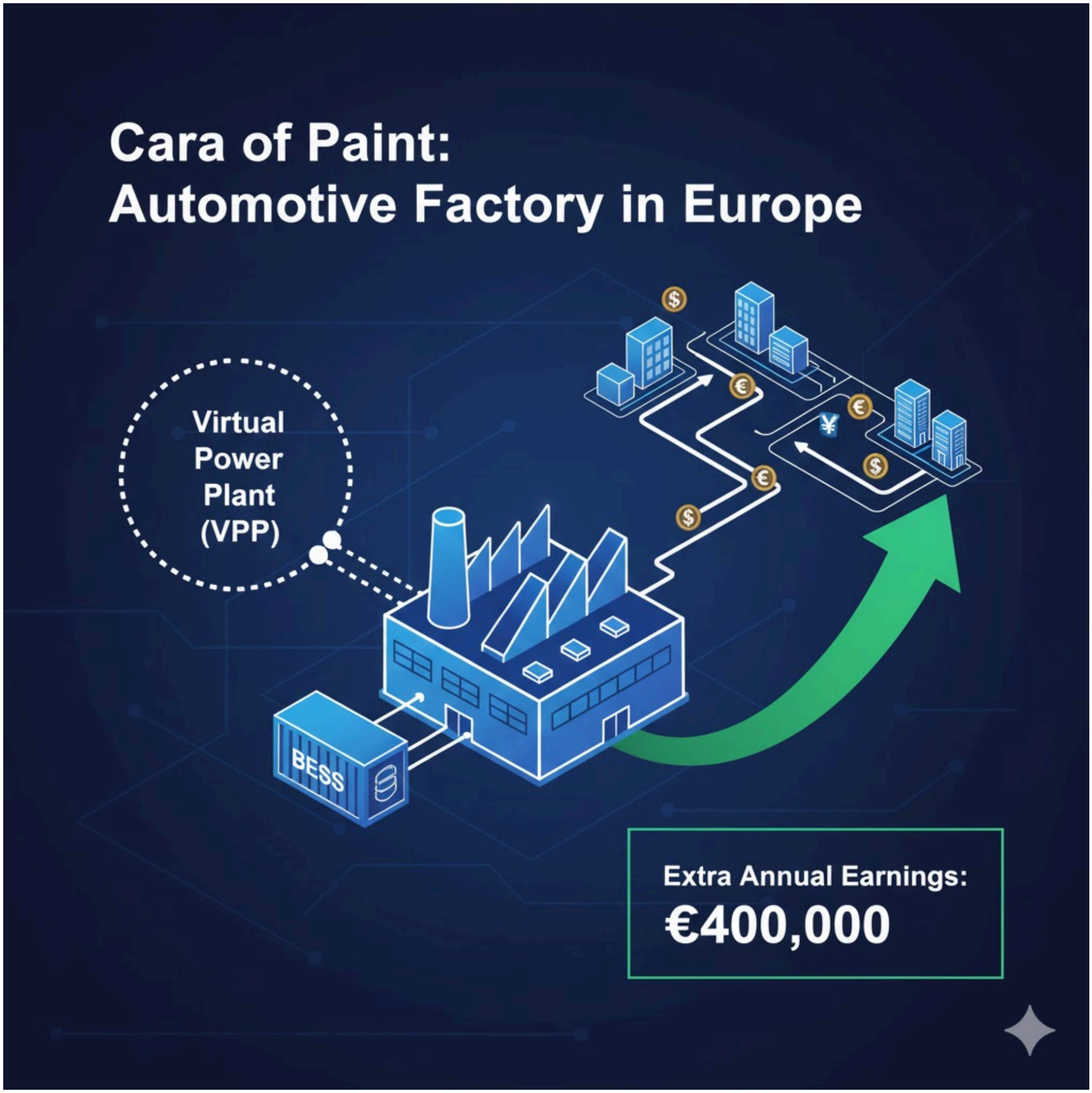



### External VPP & Microgrid

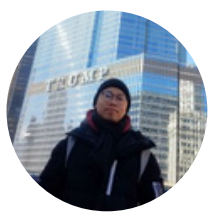





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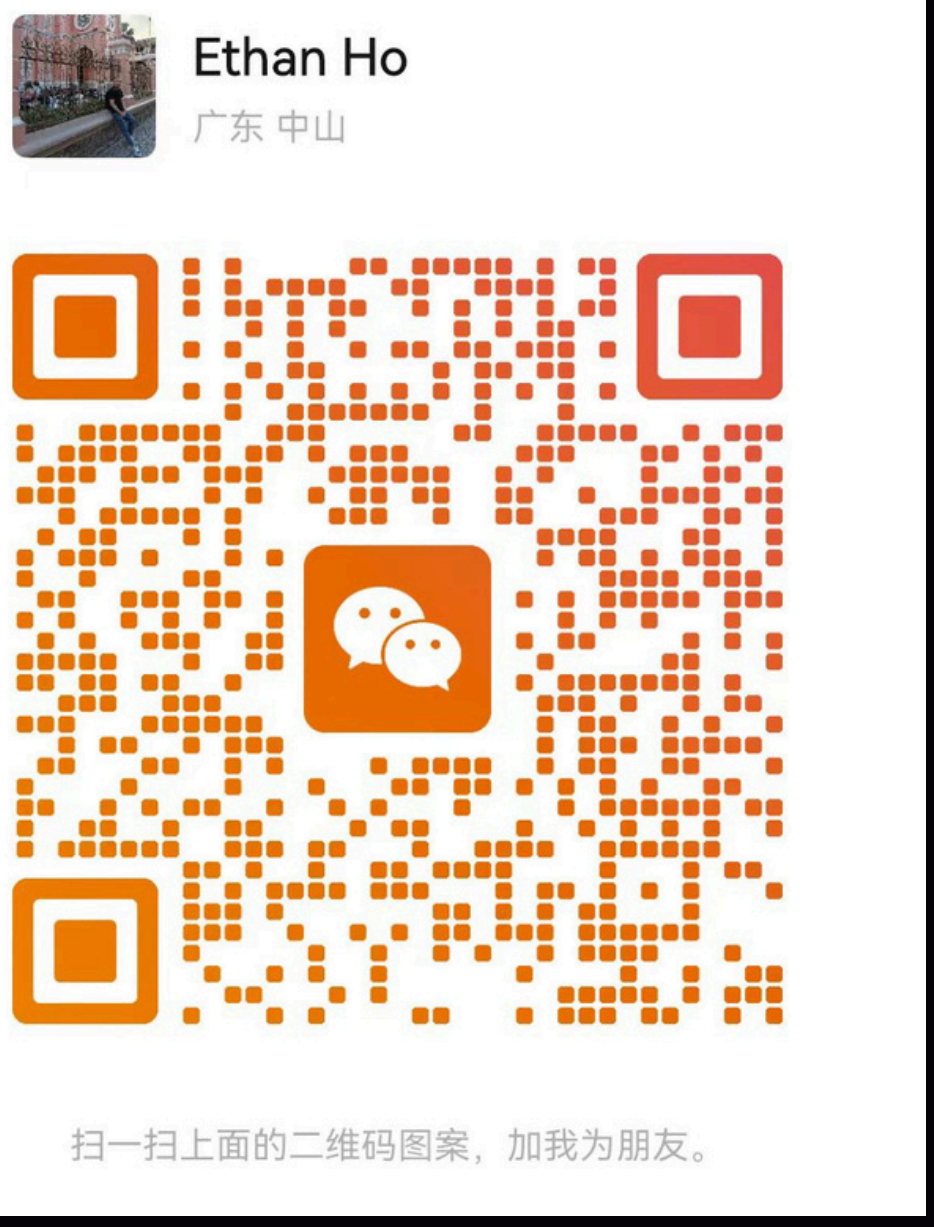

**Case : An automotive factory in Europe earned an extra €400,000/year by integrating its BESS into a VPP.**



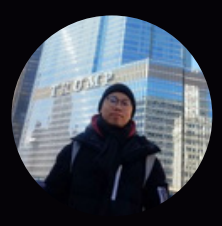
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