



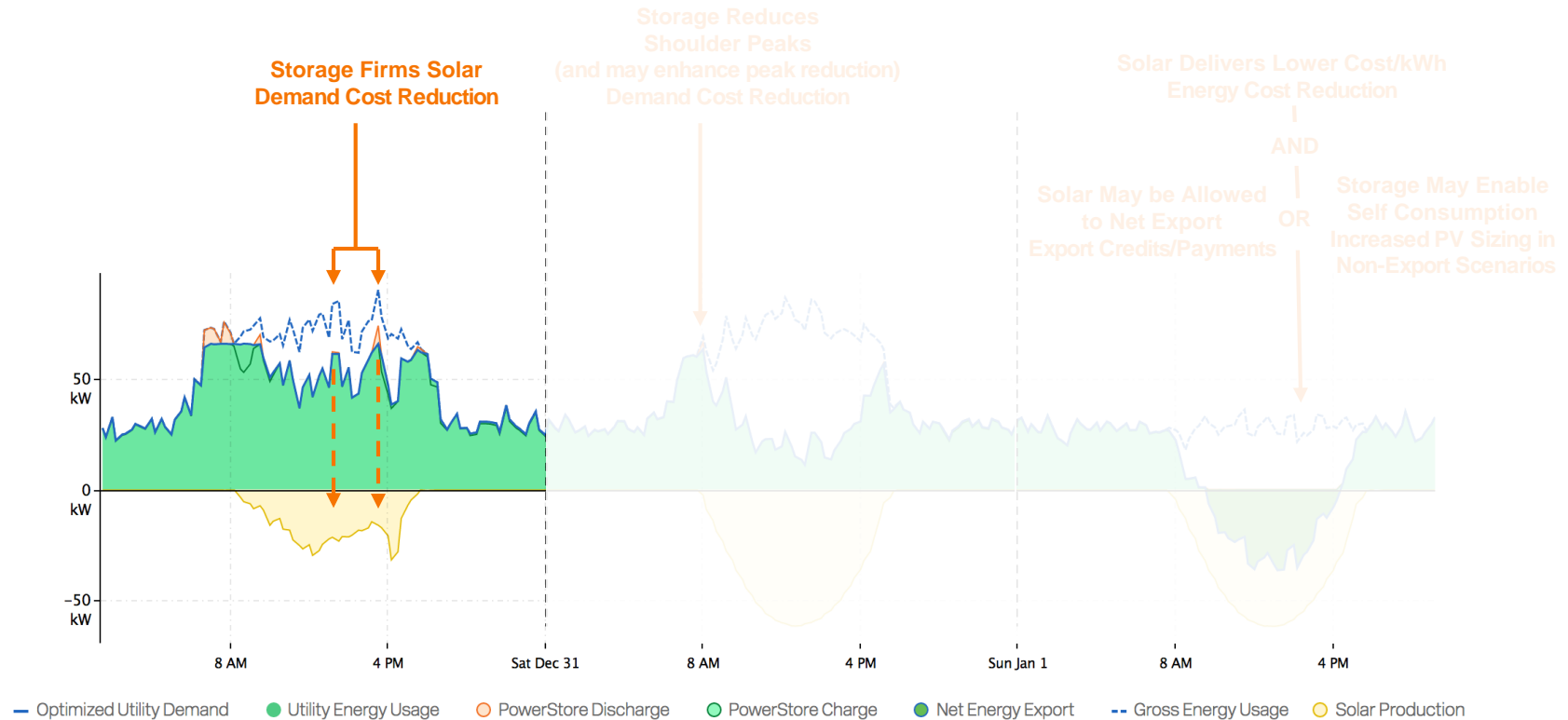
# **Grid and Customer Benefits of Behind the Meter Solar + Storage**

**Presenter: Tom Thunell (Stem)**

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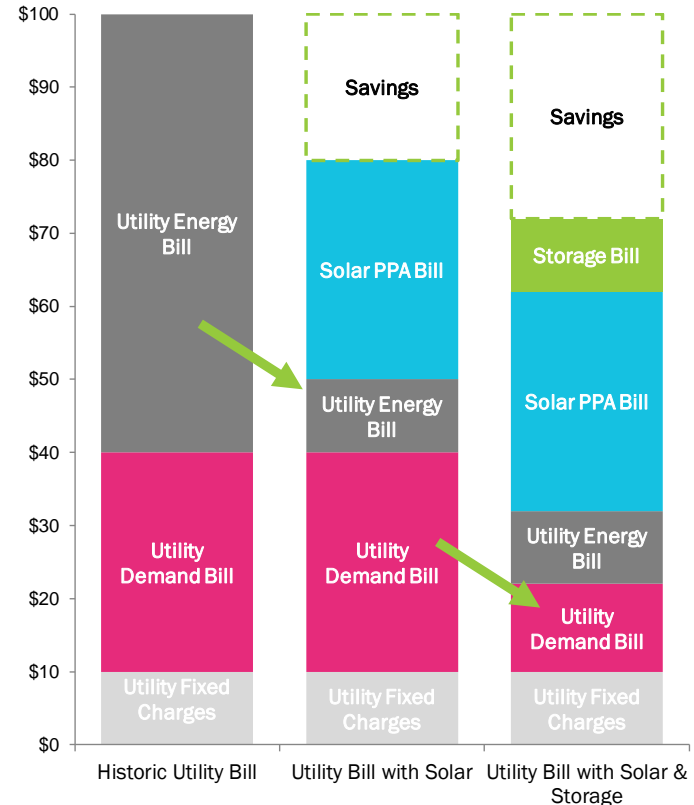
# Solar + Storage In Action



# Indicative Solar + Storage Offering

## Offering Summary

- No upfront capital costs
- Immediate savings
- Fixed payment
- Includes performance guarantee
- Serves as hedge against changing utility costs
- Includes O&M



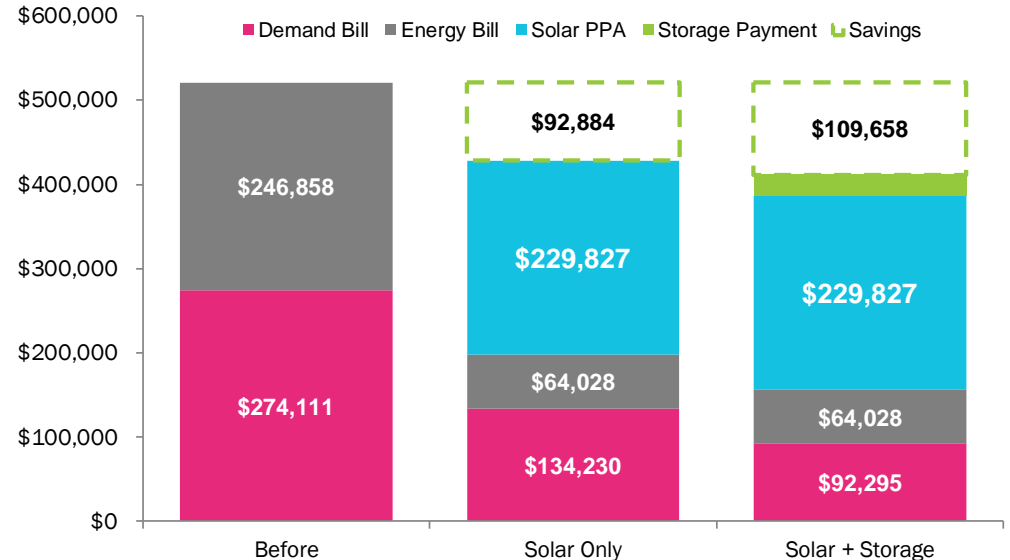
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# Solar + Storage Case Study (School)

## Offering Summary

Contract structure	20 year PPA
Solar savings	\$3.8M
Storage savings	\$883K
Solar system size	1,037 KW dc
Storage system size	630 KW / 1,020 KWh
Performance guarantee	100% of demand savings

Sample Site Year 1 Savings - Solar + Storage



Courtesy Forefront Power

# Benefits of Solar + Storage

- **Increased value for the customer (1 + 1 = 3)**
  - Increased demand charge savings → storage can “firm” solar
  - Energy storage can claim 30% investment tax credit when paired with solar
  - Reduced installation costs from shared installation
- **Greater grid benefits to SCE in the target Moorpark area**
  - Solar + storage is a carbon-free generation resource
  - In addition to providing local capacity, can help meet SCE’s stated resiliency needs



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