

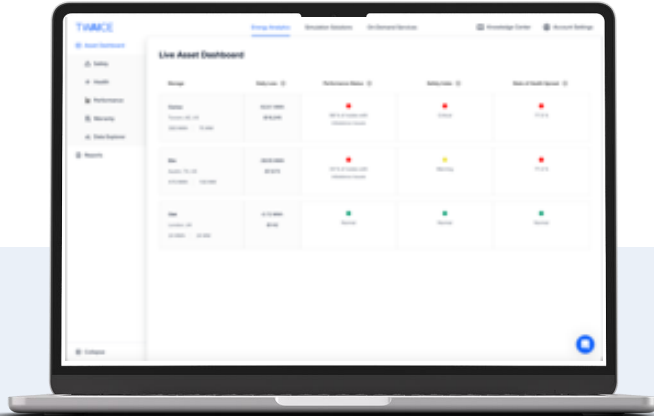
# Hidden Losses, Real Money: Why BESS Analytics Matters Now

Rory Coltham, Country Lead – UK and Australia

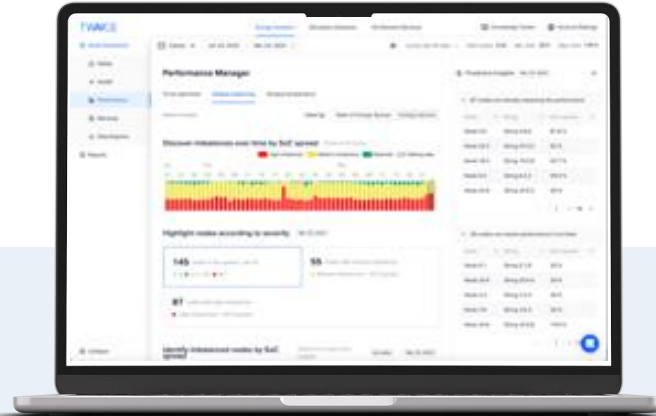
 AUGUST 26, 2025

 SYDNEY, AUSTRALIA

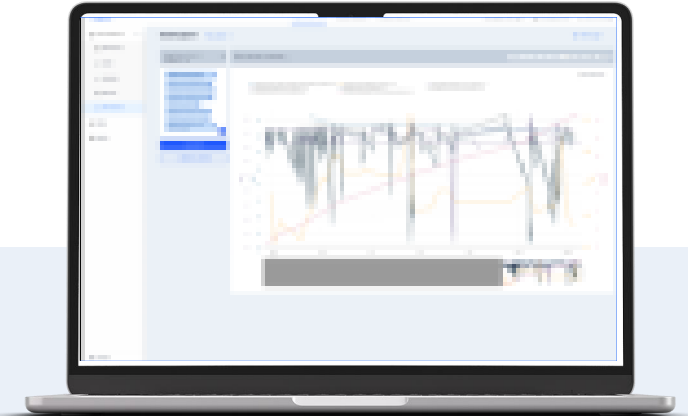
# From Compliance to Revenue: Unlocking Hidden Value in Your BESS



**1. Preventing costly compliance failures**



**2. Protecting your warranty envelope**



**3. Recovering hidden revenue**

**58% of BESS operators see system  
performance & availability  
as key challenge.**

TWAICE BESS PROS INDUSTRY SURVEY 2025

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**46% overall reported technical issues  
at least once a month.**

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# Only 55% are satisfied with their BESS software stack.

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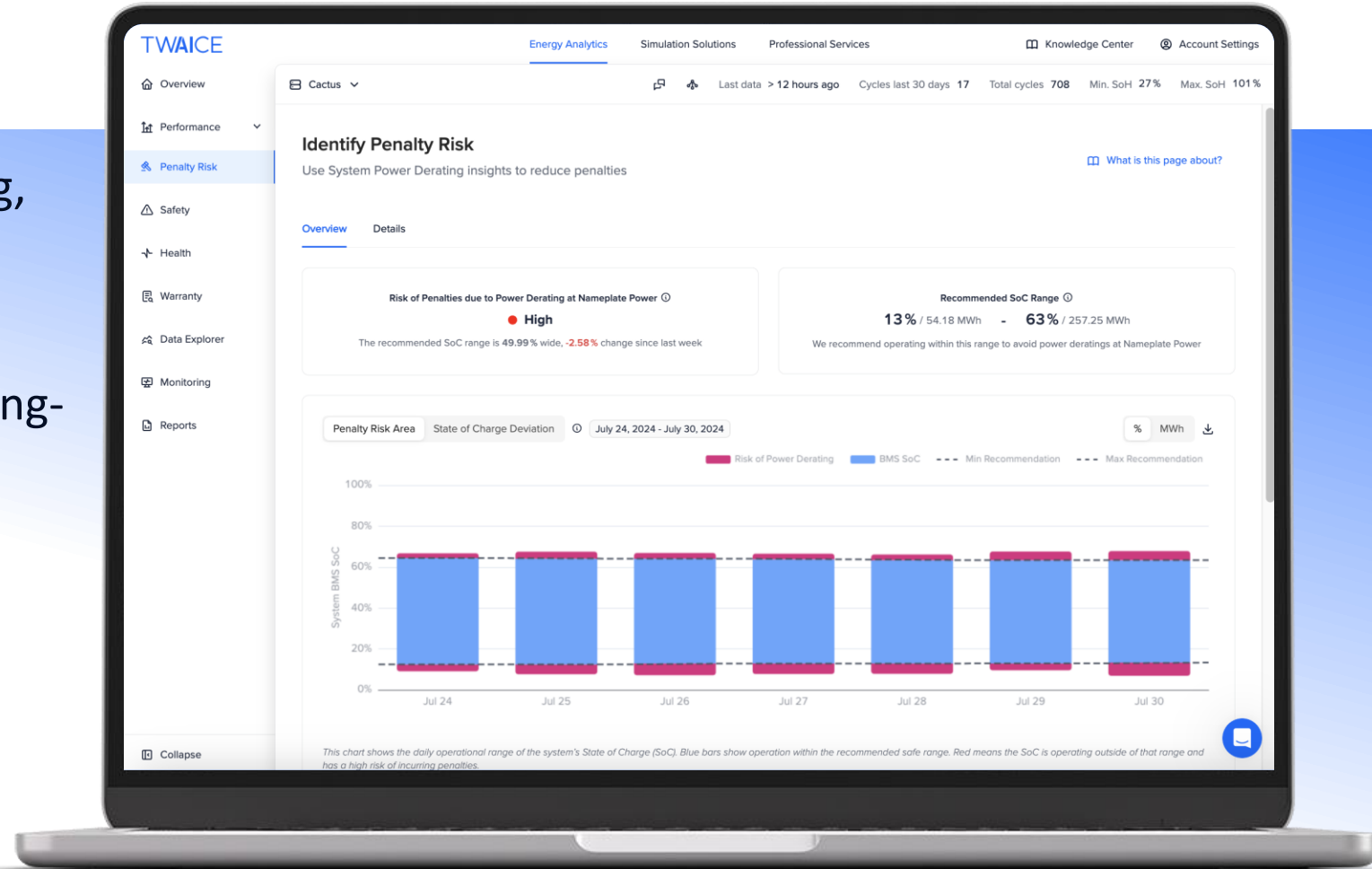
## How is this relevant to Australia?

- Layered operations
- Opportunities for revenue growth
- Operational complexity



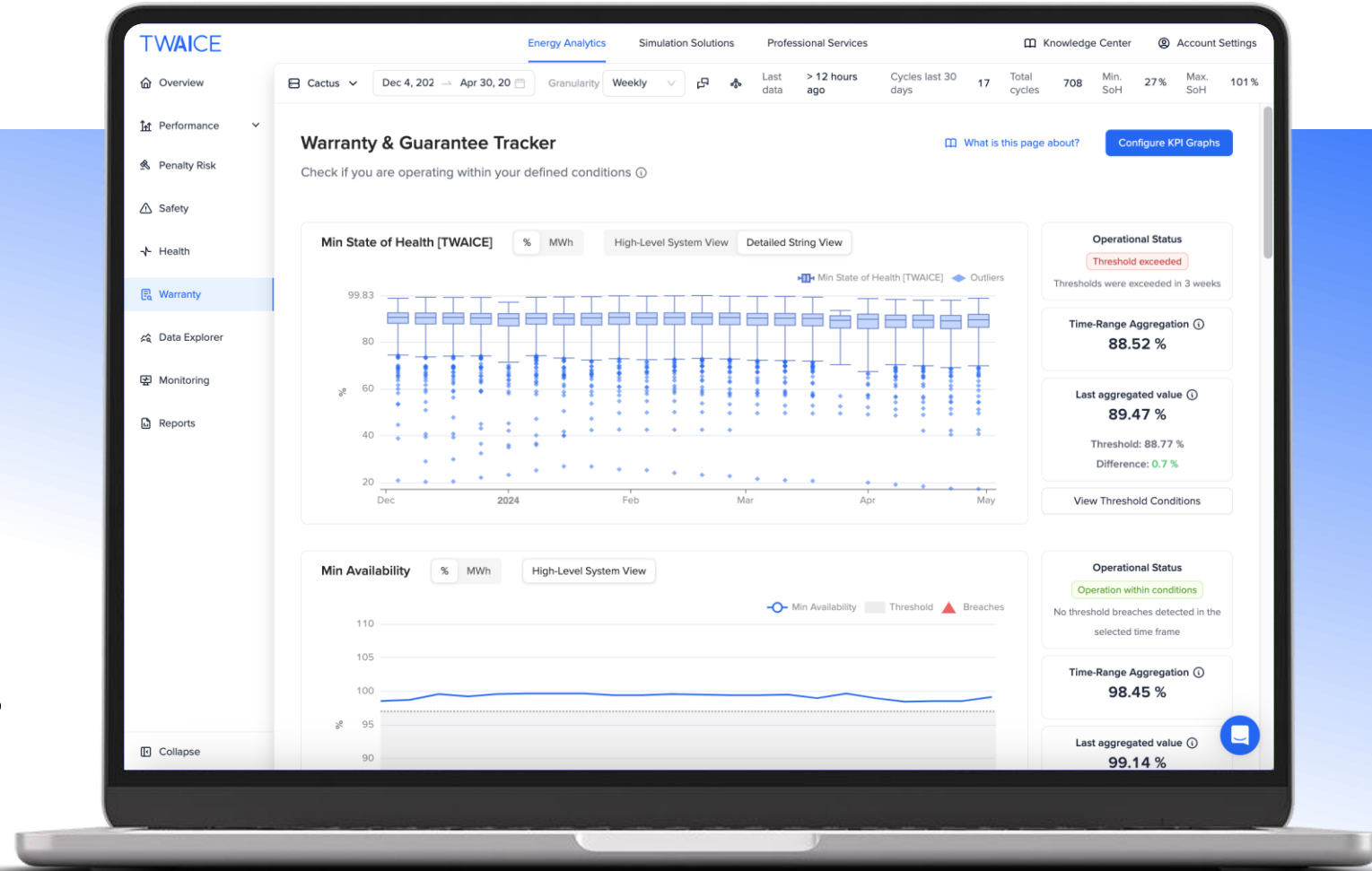
# Ensure Compliance with trend analysis and string level SOC spreads

- **Challenges:** premature derating, missed dispatches, financial penalties
- **TWAICE Solution:** monitors string-level SoC, tracks performance trends, aligns with system function and FCAS standards
- **Impact:** avoids compliance failures, maintains availability, protects revenue



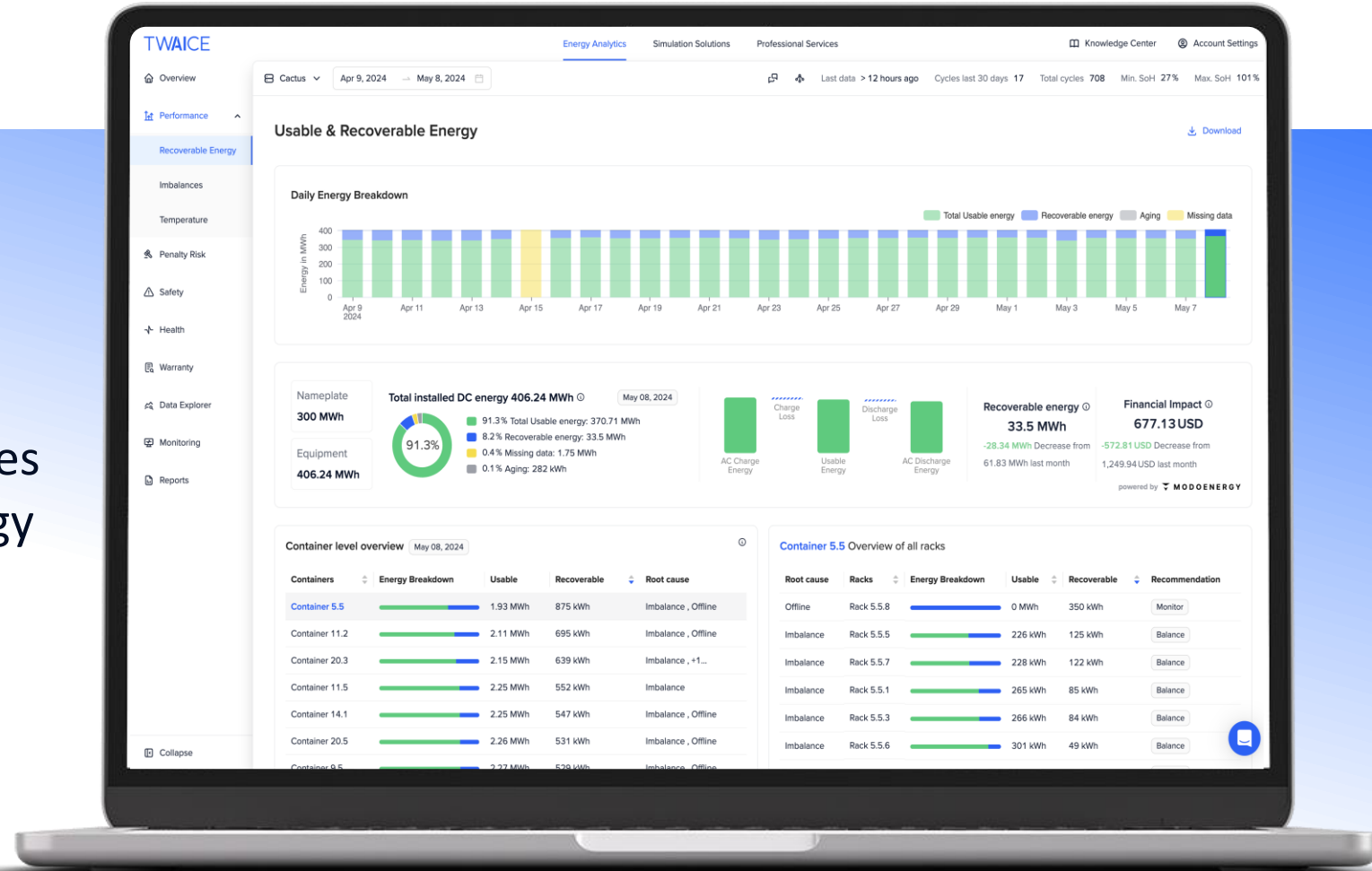
# Protect your Warranty Envelope through real time monitoring and trends

- **Challenges:** Impact of cycling and thermal stress, plus warranty limits
- **TWAICE Solution:** Real-time warranty monitoring and linking usage to wear
- **Impact:** Ensures compliance, supports claims, and prevents surprise costs



# Recovering hidden revenues by increasing usable energy

- **Problem:** Complex dispatch lowers usable energy and round-trip efficiency (RTE)
- **TWAICE Solution:** Differentiates usable from recoverable energy
- **Impact:** Recovers lost MWh, boosts revenue, and extends asset lifespan



# Case study: How a 400 MWh BESS increased its annual revenue potential by \$600K in just 6 months

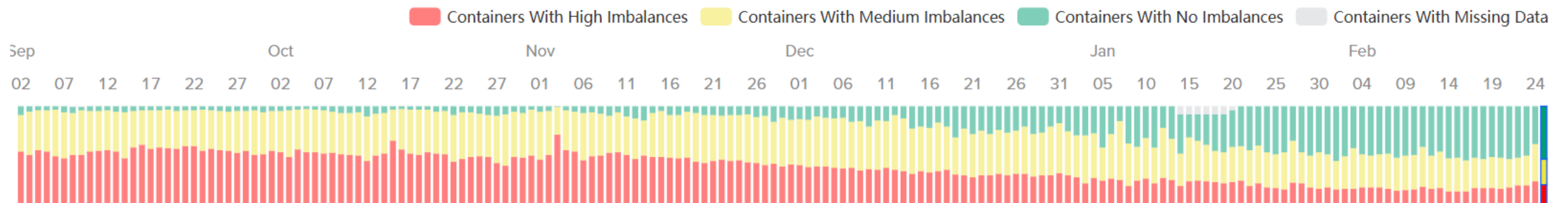
By using TWAICE Analytics to improve performance

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## Boosted performance by reducing imbalances significantly

- **Problem:** > 50% of the system had high or medium imbalances
- **TWAICE Solution:** Pinpointed and prioritized the affected components and gave actionable insights on how to mitigate issues
- **Impact:** Within 6 months, increased performance and ratio of balanced containers from 51% to 93%



# This resulted in a potential annual revenue increase of \$600k



## Key takeaways

- Warranty protection underpins long-term value
- Stay ahead of compliance risks
- Hidden inefficiencies = lost revenue
- Drive data-drive performance



# De-Risk BESS Projects & Maximize Revenue

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Survey

