Choosing the Best BESS for Maximum Profitability

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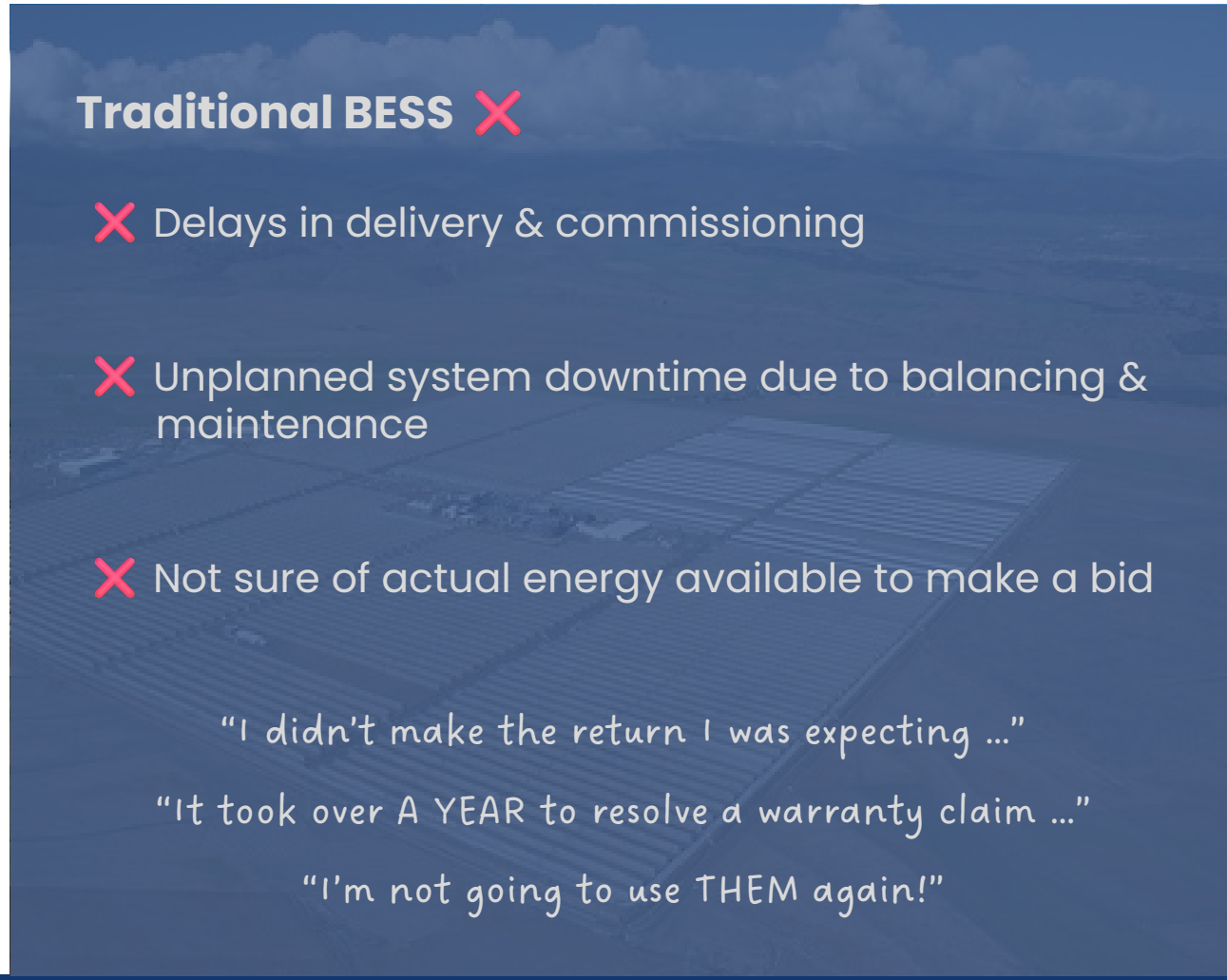
The Real Cost of BESS

spoiler.... It's not just the sticker price.

- ✓ Hidden costs often make the "cheaper" option much more expensive
- ✓ Upfront AND operational costs must be considered together
- ✓ A poor BESS choice leads to inefficiencies, higher maintenance and downtime ... which means less revenue



Uncover Hidden Costs

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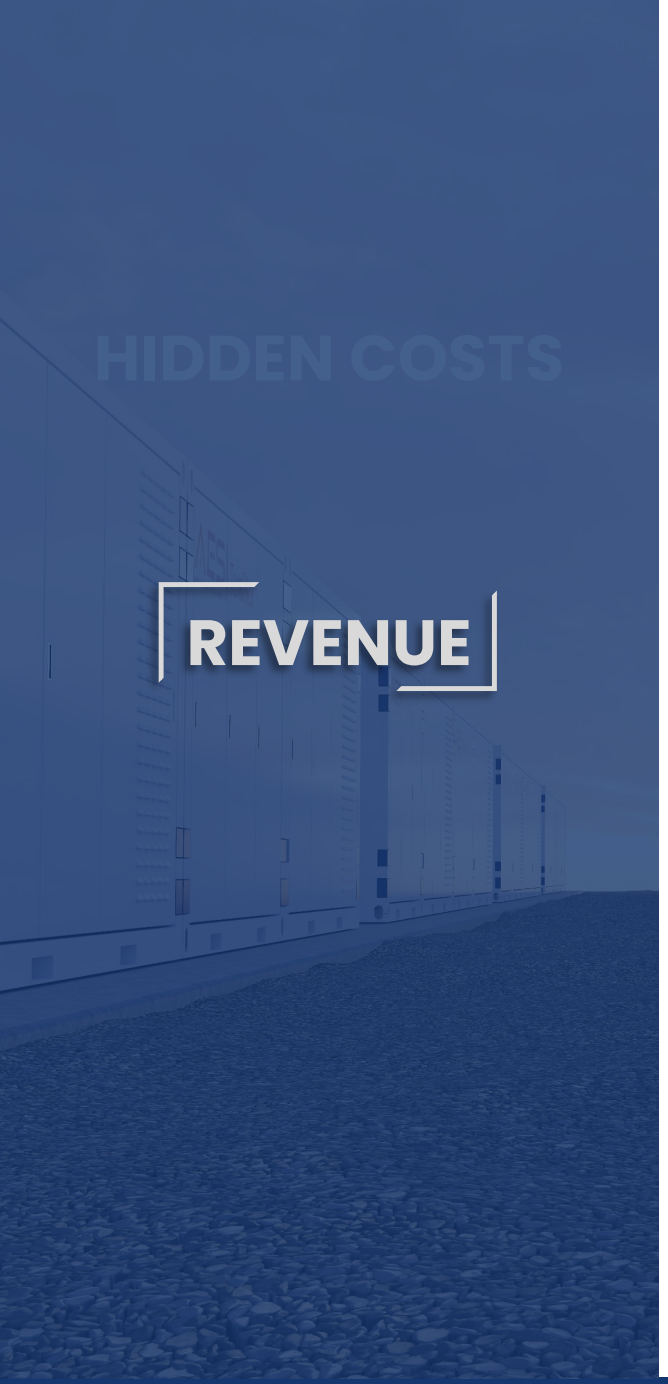
Consider both up-front & operational cost factors.

Hidden Cost Factor	Impact on Profitability
✓ Land requirements	– Footprint impact on cost & scalability
✓ EPC (engineering, procurement & construction)	– Project engineering, management & integration expenses
✓ Site work	– Foundation, trenching, wiring needs
✓ Transportation and handling	– Logistics & site-specific challenges
✓ Installation complexity	– Labor & time required to ready for commissioning
✓ Software & controls	– Cost of licensing, updates & customizations



Maximizing Revenue

It's not just cost — it's revenue too!

Revenue Maximizing Features	Impact on Profitability
✓ Usable lifespan	– Longevity impacts ROI
✓ Depth of discharge (DOD)	– Do you have access to all the capacity you paid for?
✓ Round-trip efficiency (RTE)	– Higher RTE means more profit!
✓ Operational reliability	– Minimizing downtime for maximum revenue capture
✓ Accurate SOC/SOH measurement	– Precision in energy management & confidence in bidding
✓ Safety features	– Insurance costs
✓ Warranties	– Coverage & replacement policies
✓ Time from delivery to commissioning completion	– Fast-tracking revenue generation, speed-to-market

The Case for All-in-One Systems

The **smarter investment** is a system engineered, manufactured, managed and supported as one.

Traditional BESS ❌	All-in-One Factory Built BESS ✅
❌ Multiple components sourced separately	✅ Fully integrated, pre-engineered system
❌ Higher installation & integration costs	✅ Lower overall system cost, no hidden extras
❌ Long commissioning time	✅ Quick installation & commissioning
❌ Complex site prep	✅ Arrives as a ready-to-go building block
❌ Additional software & EMS integration	✅ Built-in energy management system (EMS)
❌ Lower efficiency due to subpar integrations	✅ High RTE with optimized design
❌ Limited scalability, challenging to expand	✅ Easy expansion
❌ Higher operational & maintenance costs	✅ Factory-built, reliable, lower maintenance
❌ Downtime & performance issues	✅ Proven reliability

Framework for BESS Decisions

Maximizing profitability requires a smarter decision-making approach.

Key Factor 🔑	Why It Matters 💡
Total Cost of Ownership (TCO)	A low sticker price is misleading — factor in hidden costs like installation, site prep, integration and long-term maintenance.
➕	
Levelized Cost of *Usable* Storage	Look at the LCUS! The true cost per MWh of usable energy over the system's lifespan — from procurement all the way through EOL.
Performance Metrics & Guarantees	Look for high round-trip efficiency (RTE), 100% depth of discharge (DoD) and accurate state of charge (SOC) & health (SOH) tracking.
Uptime & Reliability	Every hour of downtime is lost revenue—factory-built, all-in-one solutions minimize failures and maximize operational efficiency.
Time to Revenue	Faster commissioning means revenue starts flowing sooner—systems that install in hours or days provide a huge financial advantage.
Increased Revenue Opportunities	High-density, scalable designs with advanced EMS unlock new revenue streams.

A truly profitable BESS investment isn't just about upfront costs—it's about maximizing revenue, minimizing risk and ensuring long-term financial returns. The right decision-making framework ensures you capture the full value of energy storage.

PRICE

Priced right

Highly competitive

INSTALLATION

Fastest time to install

Lowest cost to install

Get to commercial operation sooner

OPERATION

Best output

Lowest operational costs

Bid in confidence

Run more days/year

OWNERSHIP

Safety

Performance guaranteed

Warranties

Peace of mind

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