



The Edison Foundation

INSTITUTE for  
ELECTRIC INNOVATION

# IEI Technology Partner Snapshot



Stem's customer-sited, software-driven energy storage is a powerful resource that delivers fast-acting, cost-competitive capacity and grid services. With more than 100 MWh of systems, 3.5 million runtime hours in the field and 350 MWh contracted for utilities, Stem is the leader in customer-sited energy storage services.

## How Stem is Partnering with Electric Companies:



### Demand Response Auction Mechanism (DRAM)

Stem is securing flexible capacity for all 3 California IOUs to address swings in energy supply by bundling and bidding behind-the-meter energy storage capacity. Stem successfully bid 365 kW in 2016. In 2017 Stem is bidding 1,050 kW in PG&E, 645 kW in SDG&E, and 350 kW in SCE.

### Southern California Edison (SCE)

Stem was a major component of SCE's historic energy storage procurement and has contracted with SCE to provide 85MW of distributed storage to serve as flexible capacity in the West Los Angeles Basin. Stem began dispatching these resources earlier this year.



### Consolidated Edison (ConEd)

Stem is providing 3.4 MWh of energy storage-driven demand response services to ConEd in 2017 and 2018 as part of its Brooklyn Queens Demand Management (BQDM) program. Stem is helping ConEd and its more than 3 million ratepayers defer investment in a \$1.2 billion substation and distribution system upgrade. The project is expected to save ConEd's customers nearly \$1 billion.



### Hawaiian Electric Company (HECO)

Stem has sited 1MW of distributed energy storage across 30 customer locations in priority areas to be aggregated and used by HECO as a dispatchable resource for capacity firming. In addition, Stem's real-time monitoring systems have been installed across 400 schools to help provide visibility at the grid edge.



### Austin Energy

Stem will deploy up to 1 MWh of battery capacity at commercial locations in Austin Energy's service territory. The project shows the growing demand for software-driven storage, which makes it easier for electric companies to manage the variable energy from solar and wind power plants. It is funded in part through a \$4.3 million U.S. Energy Department grant aimed at reducing the cost of solar + storage systems to less than 14 cents a kilowatt-hour.