

Stem

Energy Storage and Resiliency

Lake Arrowhead Community Services District

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Stems world class hardware + artificial intelligence

Industrial grade batteries paired with artificial intelligence to help building operators and energy managers automatically lower costs, provide back up resiliency, and enhance renewables while supporting a reliable, sustainable electric grid

Real-time Energy Optimization Service

Automate energy savings

Seamless power back up
resiliency

Enhance renewable
investments

Guard against changing
energy rates



Athena: The world's first
AI for energy storage



Energy storage hardware
from leading suppliers



IoT edge computing and
communications

Storage benefits include savings, sustainability, and resiliency



Optimizes energy dispatch for utility bill savings & market revenues



Reduces need for fossil fuel power and enables greater penetration of renewable energy



Provides resilient power to guard against power disruptions

Benefits

Applications

- Demand charge reduction
- Time-of-Use energy arbitrage
- Demand response
- Wholesale market participation

- Storage
- Peaker plant replacement
- Grid efficiency improvements (Non-Wires Alternatives)

- Backup power & microgrids
- Voltage support
- Frequency regulation

SGIP Equity provides a rich incentive for energy storage projects

What is SGIP?

- The Self Generation Incentive Program (SGIP) has supported energy storage projects for almost 10 years in CA
- SGIP is administered by PG&E, SCE, SoCalGas, SDG&E
- Projects receive 50% of the SGIP incentive when the project goes live; the remaining 50% of the incentive over five years. Funds are guaranteed.
- The funding comes from existing rate payers under line item “Public Purpose Program” on their bill.

What is SGIP Equity?

- SGIP Equity is a specific category of incentives reserved for state & municipal government agencies and nonprofits that serve low-income communities
- The SGIP Equity Resiliency incentive level of \$1000/kWh makes it the richest energy storage incentive available in CA today.
- Funds are limited.
- LACSD has been approved for funding, and has reserved incentives for the project.

Stem Overview



Company Overview

- Stem, Inc. (“Stem”), headquartered in Millbrae, California, is the industry leader in intelligent energy storage solutions
- Stem has built and operates the largest digitally-connected energy storage network that benefits grid operators, optimizes the value of customers’ energy assets and facilitates customer participation in energy markets
- Stem’s platform addresses challenges facing both utilities and their customers by creating an integrated energy partner network designed to meet both participants’ needs
- By managing the world’s largest energy storage platform, Stem is continually improving its optimization software, thereby increasing the value it delivers to new customers and putting Stem even further ahead of the competition

Leading Customers Throughout the Fortune 500



Key Statistics

- 6
- 1000+ sites / 12,000 MWh deployed or under contract
- Operations in CA, HI, NY, TX, MA, Japan, ONT
- 10M+ device hours
- 8 utility contracts
- 11 yrs, 500,000 person-hours software experience

Distinguished Honors & Awards



Stem’s mission is to build and operate the largest digitally connected energy storage network for our customers. Our world class AI platform optimizes the value of our customers’ energy assets and facilitates their participation in energy markets, yielding economic and resiliency benefits while accelerating renewable adoption.