



## ENGIE + NRTC Energy Storage Solutions

ENGIE Distributed Renewables offers customers integrated energy solutions and customized technology and service applications. We specialize in evaluating how our customers use and distribute energy, and we find the best way to maximize operational efficiency through a combination of smart energy storage and distributed generation.

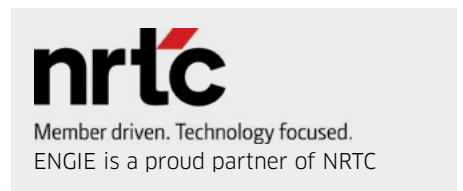
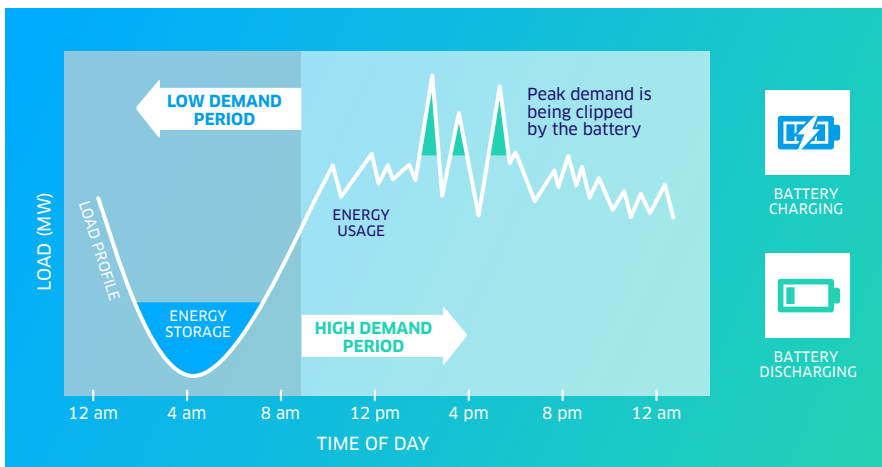
### About ENGIE's Storage Solutions

Our **battery energy storage systems (BESS)** are designed to capture and store solar or off-peak electricity and discharge it at the time and manner that creates the most value. Grid-facing or behind-the-meter BESS installations can address a variety of needs in electrical transmission and distribution systems: shaving peak demand, deferring infrastructure investments, smoothing ramp rates, integrating renewable energy, and regulating voltage and frequency.

ENGIE can also assist in **technology recommendations, product development, and system integration**. Because the technical and regulatory landscape is rapidly evolving, ENGIE prioritizes technologies and applications that can adapt to new conditions as they evolve.

### Indicative Peak Reduction

Achieve a more efficient demand profile through the implementation of storage



### Energy Storage Use Cases for Co-ops

- Peak Demand Management
- Defer T&D Investments
- Super Fast Ramping (>1 sec)
- Voltage Regulation
- Demand Response
- Renewables Firming
- Capacity
- Spinning/Regulating Reserves
- Frequency Regulation
- Islanding/Microgrids

#### WHY ENGIE?

ENGIE Distributed Renewables serves as a one-stop shop to help clients maximize cost savings through clean energy solutions. ENGIE and NRTC are focused on solar + storage installations that are easy to implement, are cost efficient and support local economic development.

**With hundreds of installations across 21+ states** and the strong support of our parent company, ENGIE North America, we have earned a reputation for delivering innovative, high quality projects and great service for our customers.

## Project Financing Options

ENGIE offers financing options to meet our clients' needs and maximize the cost-effectiveness of each energy investment. Our primary financial structure options for storage or solar plus storage installations include:

\*PPAs only available for sites with ENGIE installed solar PV installations

Use Case	Customer Owned	ENGIE Owned	Other Concept
<b>Coincident Peak Reduction</b>	Build Transfer/EPC	Equipment Lease	Frequency Regulation Voltage Regulation
<b>Renewable Energy Integration</b>	Build Transfer/EPC	Solar PPA adder*	Capacity Market Participant Voltage Regulation
<b>Distribution Upgrade Investment Deferral</b>	Build Transfer/EPC	TBD-Case Specific	TBD-Multiple Opportunities
<b>Distribution Upgrade Investment Deferral</b>	Build Transfer/EPC	Equipment Lease	Voltage Regulation Ramp Rate Control
<b>BTM Partnerships with Critical Load Customers</b>	Build Transfer/EPC	Site Lease	Microgrid/Islanding Demand Response

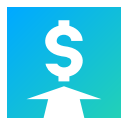
## ENGIE's Energy Storage Services



**Analysis:** We use customized modeling tools to evaluate energy storage value propositions



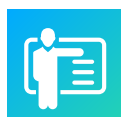
**Development:** Our team can provide a quote for full project development



**Financing:** We can provide project financing and/or identify third party partners



**EPC:** Our engineers can oversee the EPC process for your pilot



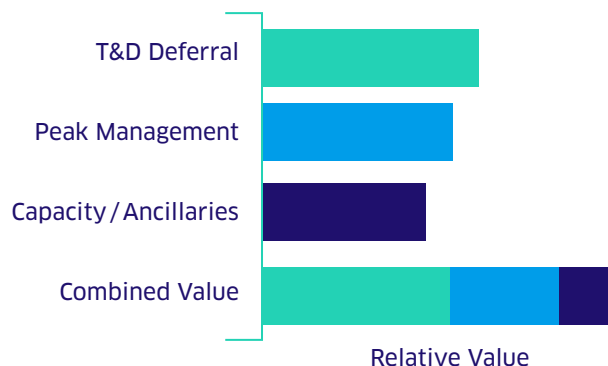
**Training:** We are able to provide storage training to your staff

“Our members expect us to innovate and they want a cleaner, more reliable grid. ‘Community batteries’ are the next big trend.”

### Jerry Marizza

New Business Director  
United Power

## Illustrative Energy Storage “Value Stack”



### IS ENERGY STORAGE RIGHT FOR MY CO-OP?

ENGIE's integrated energy storage solutions are tailored to each co-op to identify system-specific opportunities to maximize cost-savings, create system value and revenue generation opportunities.

For more information on our energy storage solutions, please contact your NRTC Regional Business Manager or get in touch with ENGIE directly:

#### Laura Caspari

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