



# Commercial solar plus storage

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Turn these challenges into opportunities with an integrated on-site solar and battery storage solution from Enel North America. We can help you increase your facility's consumption of solar power and enable more energy flexibility so that you can take full advantage of various market and utility flexibility incentives. By leveraging our extensive market access and expertise, you can unlock the full value stack of your system's benefits.

Integrating solar and battery storage amplifies the benefits of both technologies, and organizations can see far greater benefits than with each technology alone. A solar PV system by itself produces intermittent power and sometimes wastes valuable renewable energy when it generates more than is used. A battery energy storage system by itself, when charging from the grid, does not add additional sustainability value.

Leveraging our 20+ years of experience in demand response and energy market participation, we offer the best market and development expertise to help customers capitalize on the full stacked value of on-site solar and battery storage. We can help you layer on value streams by understanding the participation rules of market-operator and utility-based programs and implementing a co-optimized asset dispatch.

Enel is supporting the creation of a domestic solar supply chain and accelerating solar adoption by building one of the largest solar manufacturing facilities in the United States - to be located in Inola, Oklahoma. The facility will produce 3 GW and scale up to 6 GW of solar components annually to add to the country's domestic manufacturing capacity. Our 3Sun panels are the future of solar technology, delivering significant efficiency improvements with a record-breaking certified efficiency of 26.5%.

Enel's proprietary operating platform utilizes market-based pricing signals and manages the operation of battery storage assets to maximize value for the asset owner. Unlike other providers that design dispatch algorithms for peak shaving only, our battery storage software is designed to optimize multiple value streams simultaneously - and is already supporting global markets across the United States, Canada, Europe, and Australia.

As a part of The Enel Group, Enel North America has the backing of more than \$150 billion in annual revenue and an investment grade credit rating of BBB+ from Fitch for our parent company. Our scale in the energy industry combined with our financial strength enable us to navigate the uncertain supply chain environment, identify the best available hardware solutions, and secure best-in-class terms.

Enel North America provides decarbonization solutions and long-term sustainability partnerships that are tailored to your specific needs. Our strong financial profile enables us to offer flexible financing options to access on-site solar and battery storage solutions with a tailored approach to risk exposure - and customized commercial terms can be optimized to suit market needs, even during periods of economic uncertainty.



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Our robust regulatory and governmental affairs team has been instrumental in defining regulations and advocating for policy to encourage and incentivize the adoption of advanced energy solutions across North America. As members of various organizations and regulatory bodies, we influence policy decisions that impact our customers, allowing us to capitalize on new revenue opportunities for our customers while understanding potential regulatory risks.

One of the biggest challenges with solar generation is that it's intermittent - you can't generate solar energy when the sun isn't shining. Another challenge is that at certain times of day, your solar generation may be greater than the amount of electricity you can actually use in real-time. What happens to that excess energy?

Fortunately, there's a third option that solves both the intermittency and excess solar generation challenges - you add storage. Adding energy storage to your solar system can maximize your investment, and we think it's pretty genius. Here's why.

As you probably guessed, a solar-plus-storage system includes a solar array that's co-located with an energy storage solution. This setup allows you to bank the excess energy generated by your solar array for future use - giving you energy flexibility and independence.

Most storage systems used by commercial and industrial operations include lithium ion batteries, but there are other options. We'll delve into the different types of battery storage in a bit, but first, let's look at how storage can maximize your solar power investment.

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