



# Case Study: Electrodes Holdings Athena Improves Investor Storage Portfolio Performance by 30%

Electrodes Holdings LLC is a joint venture that specializes in clean energy infrastructure investments. In 2019, Electrodes bought a stake in a large commercial battery fleet in the Los Angeles area totaling 345MWh of distributed energy storage capacity.

The portfolio serves 25 large commercial and municipal customers, including office buildings, water treatment plants, university campuses, local government buildings, food processing plants, medical facilities, and retail superstores. It also operates as a “virtual power plant,” providing controllable capacity to the local utility. Optimized software operation of the fleet would deliver energy savings to customers, on-demand capacity to the utility, and economic returns to Electrodes while supporting California’s clean energy transition.



Stem stood out among the companies we evaluated in a highly competitive RFP process. We were extremely impressed with the company’s technical and operational capabilities as well as the superiority of its software and services solution.



**Daejin Choi**  
Senior Vice President, Electrodes Holdings



## Challenge

Electrodes needed a new expert energy software provider to optimize the battery storage portfolio after the original provider announced it was exiting the business. To select one, Electrodes issued a competitive Request for Proposals (RFP) and conducted extensive due diligence.



## Solution

Electrodes chose Stem for our extensive energy storage management experience, track record of success in the utility space, and best-in-class software. After seamlessly onboarding all systems within two months, Stem’s Athena software now provides the intelligence to optimize them in real time.



## Results

After six months of successful Athena control, customers are now realizing more than 30% greater monthly energy savings compared to the previous software provider. And when rolling blackouts hit California during the changeover, Stem worked closely with customers and the utility to prevent outages at customer facilities and local communities.

### Location

Southern California

### Customer Sites

86

### Solutions

Energy Storage, Utility  
Bill Optimization, Demand  
Response

### Stem Operational Date

Aug-Sept 2020

### Total Storage Capacity

345MWh

### Performance Improvement

30%

**To learn more about Stem’s solutions, contact [stem.com/contact-us](https://stem.com/contact-us).**