



Case Study: SunGreen Systems With Stem, SunGreen Delivers Higher Value Solar + Storage Solutions

Southern California-based SunGreen Systems offers commercial solar PV, energy storage, LED lighting, and cool roof systems. With roots in real estate development, the 10-year-old firm has the knowledge and experience to handle large commercial solar plus storage construction projects.

Over the last few years, SunGreen has focused on solar super structures on parking garages. The company recently installed a 400kW solar parking garage in Irvine, and it is currently completing a 1MW solar parking garage at Irvine's Atrium Building. To deliver more value to customers at lower costs, SunGreen continues to seek out new technologies and strategies, partnering with industry-leading firms such as Stem.

“ Many businesses are worried about how changes in the utility industry will impact their solar investment. Thanks to Stem, we are able to offer our customers a solar + storage strategy that ensures they can easily adapt to these shifts and continue to derive optimal value from their solar projects. ”

Alex Deeter
Sales & Marketing Engineer, SunGreen Systems



Challenge

Changes in the utility industry can mean that expensive, on-peak rates don't align with the sunniest part of the day, when solar is most effective. This means less savings for companies with standalone solar systems that must rely on utility power in the evenings.



Solution

As a turnkey energy storage provider, Stem supports SunGreen throughout all phases of the project lifecycle. A key benefit is Stem's procurement expertise and buying power: Stem can negotiate a better price on batteries and then warehouse the batteries to ensure on-time delivery to job sites.



Results

SunGreen's Stem-powered solar + storage strategy has led to accelerated uptake by customers. Project payback for customers has improved by 6-12 months compared to standalone solar projects, while the increased customer savings has resulted in higher SunGreen revenues.



Location

Irvine, CA

Facility Type

Commercial Office,
Manufacturing, Light Industrial

Solutions

Solar Plus Storage,
Utility Bill Optimization

Energy Storage System Size

3.1MWh, 440kWh, 220kWh

Annual Savings

\$645K

Commercial Operation Date

2019-20

To learn more about Stem's solutions, contact stem.com/contact-us.