

## Case Study: Altus Power

# Stem Helps Altus Optimize State Incentive and Capture Wholesale Market Revenue



Altus Power, based in Connecticut, is creating a clean electrification ecosystem. It serves commercial, public sector and community solar customers with locally sited solar generation, energy storage and EV-charging stations across the U.S. Since its founding in 2009, Altus has developed or acquired distributed solar generation facilities from Vermont to Hawaii totaling more than 265MW.

Altus's leadership team brings extensive experience in finance, construction and alternative energy. When it wanted a similarly expert partner in Massachusetts' energy storage market, it chose Stem.

This front-of-meter project, located in the state's rural southwestern corner, will contribute solar energy when it's generated and during evening peaks. It will also provide multiple wholesale market services to the regional grid operator, ISO New England.

“Partnering with a leading integrator like Stem allows us to provide our customers with energy storage systems in an adaptable and efficient manner. We look forward to a continued partnership with Stem and further delivery of clean energy to our customers.”

**Tony Savino**

Co-Founder and Chief Construction Officer, Altus Power

### Location

New Marlborough, MA

### ISO Region

ISO New England

### Solutions

Solar Plus Storage, SMART and Clean Peaks Program Optimization, Wholesale Energy Markets

### Energy Storage System Size

1MW / 2MWh plus 2.9MW solar PV

### Commercial Operation Date

3Q21



### Challenge

Altus needed an expert storage partner that not only understood Massachusetts' solar and storage incentives, but also offered industry-leading software that could maximize incentive payouts and comply with program requirements. Altus also wanted to deploy a DC-coupled system, which improves project efficiency but adds installation complexity.



### Solution

Altus chose Stem partly for our proven Athena® software, which already optimizes solar plus storage systems across Massachusetts under the SMART program. Stem also worked closely with the utility during deployment to smooth integration with the utility's system and increase the speed at which solar can provide power to the grid.



### Results

In addition to SMART program optimization, the New Marlborough project will capture revenues from Massachusetts' Clean Peaks program, a generous incentive that compensates energy provided in the peak hour of each month. The project will also earn wholesale market revenues by providing energy, capacity, reserves, and regulation services to the grid operator, ISO New England.

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