




Energy Storage Partner Checklist

Being informed about your energy storage solution options pays off

At Enel X, we recognize that choosing the right energy storage partner can be challenging, in part because the partner you choose today will have a direct impact on long term financial results. This guide is designed to help you ask the right questions and easily track the answers—so that you can make the best decision for your business.

	Enel X	Partner A	Partner B
FINANCING			
Do you offer a variety of financing options, such as cash purchase, shared savings, power purchase agreement, or lease, so I can find the one that is right for me?	Yes		
Is your partner a bankable entity capable of backstopping warranty obligations and lowering finance costs?	Yes		
Does your company have the financial resources and stability to withstand economic fluctuations — to be a reliable partner for the long term?	Yes		
INDUSTRY EXPERTISE & MARKET LEADERSHIP			
Do you have the proven experience and market access to stack multiple revenue streams simultaneously to maximize my financial results?	Yes		
Are you actively working with policymakers, utilities, and grid operators to enhance existing programs and create opportunities for customers with distributed energy resources?	Yes		
Do you offer expert and unbiased advice on other distributed energy resources opportunities, energy sourcing, and overall advisory?	Yes		
BUSINESS PRACTICE & CREDIBILITY			
Do you offer a seamless, turnkey solution with no surprise charges or fees?	Yes		
Do you provide your customers with clear and timely access to system performance including dispatches, savings, revenues, and financial summaries? Do you have sample summaries for me to review?	Yes		
Do you have both breadth and depth of energy market experience across the globe?	Yes		

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 TECHNOLOGY			
Are you able to integrate other types of distributed energy resources such as solar, fuel cells, and wind?	Yes		
Do you have an optimization-based software that can optimize across multiple value streams simultaneously and adapt over time to maximize my savings and revenue?	Yes		
Is your solution able to adapt to changing regulatory conditions and market incentives without new fees and delays?	Yes		
 CUSTOMER SERVICE & SUPPORT			
Does your service include a customer portal to track battery and financial performance?	Yes		
Does your company have a Network Operations Center (NOC) to provide proactive and expert support often before I even know there is a problem?	Yes		
Do you have a certified field service team that is capable of providing timely site support across the globe?	Yes		
 VALUE-ADDED SERVICES & SUPPORT			
Can you provide me with additional revenue stream by enrolling our facilities into local demand response, capacity and resource adequacy program(s)?	Yes		
Can you help me procure energy for my business at the best available price (in regions where available)?	Yes		
Do you offer energy analytics services to help me manage energy consumption more efficiently at my site(s)?	Yes		
Do you also offer electric vehicle charging solutions if we choose to electrify our vehicle fleet?	Yes		
Can you help promote our sustainability efforts among employees at our company or within our community?	Yes		

Have more Questions?

There may be additional information you need to make your decision. Please contact your Enel X Business Development Manager, who is available to answer any question(s) you may have.