

Add Energy Storage to Your Toolkit as an Enel X Partner

Earn referral payments and increase your solar projects' profitability by working with Enel X

Energy storage represents a massive opportunity for large commercial and industrial (C&I) energy users. Whether as a standalone asset or in combination with solar PV or other on-site generation resources, energy storage enables large energy users to transition load on and off the grid without disrupting site-level productivity—resulting in lower energy spend and increased resilience and power quality. The ability to incorporate energy storage into your toolkit is a significant competitive advantage. To fully capitalize on this opportunity, you need a simplified option to deliver an energy storage solution that minimizes the burden on your team and maximizes the benefits for your end users.

Simplifying and Optimizing Energy Storage and Solar PV Through the Enel X Partner Program

Enel X provides turnkey energy storage and solar+storage solutions designed to maximize the financial and resilience value for your end users.

We help our partners connect their customers to the benefits of energy storage technology by:

- > Modeling the right system for their facilities that aligns with their operational and financial priorities.
- > When needed, providing financing options and installation and maintenance services.
- > Optimizing the assets with Enel X's DER Optimization Software, which is designed to help customers avoid grid outages and maximize cost savings and incentive earnings.

What Kinds of Organizations Partner with Enel X?

Consultants, Advisors, and Other Trusted Partners Providing Value-Added Services

Trusted partners to C&I energy users are increasingly looking to offer their customers access to optimized energy storage and other distributed energy resources. As an Enel X Referral Partner, you can provide your customers with access to the value of energy storage solutions and earn compensation for our mutual success.

Solar EPCs, Solution Providers, and Other Project Developers

Project developers recognize the value of energy storage, particularly when combined with solar PV and other distributed generation solutions. These partners are embracing energy storage to offer their customers a turnkey solution, with full support from Enel X to simplify and oversee the integration, operation, and optimization of the assets.

AT A GLANCE



Marcus Garvey Village: A Breakthrough New York City Solar + Storage Microgrid

Building details

- > 625-unit residential complex in Brooklyn, NY
- > Shared savings model ensured no upfront cost for building owner
- > Project completed in 2017

DER assets

- > 400 kW solar PV
- > 400 kW fuel cell
- > 300 kW/1,200 KWh energy storage
- > First lithium-ion battery system approved for use in a multi-family building in New York City
- > Complied with BQDM requirements to self-consume all power it creates without exporting to the grid

Microgrid benefits

- > Earns incentive payments via NYISO demand response, Con Ed's BQDM demand management program
- > Reduce energy spend through demand charge management and energy arbitrage on day-ahead hourly pricing
- > Provides backup power for critical facilities in the event of grid outages

Partnering with Enel X also offers your customers access to a comprehensive suite of energy solutions, including:

Demand Response

Enel X offers access to more demand response programs worldwide than any other provider, enabling customers to earn incentive payments through DERs and curtailment practices.

Energy Efficiency

Eliminate unnecessary energy consumption and costs with a full suite of energy efficiency services and software tools to monitor and control equipment operations.

Energy Supply Management

Enel X provides expert advisory services and technology-enabled solutions to develop and execute an energy purchasing strategy to reduce costs, create more accurate budgets, integrate renewable energy, and manage risk on the markets.

Demand Management

Reduce energy spend by automatically deploying DERs at times when utilities calculate costly demand charges.

Utility Bill Management

Enel X offers the only solution capable of processing bills from more than 100 countries, enabling businesses to reduce time spent processing large volumes of utility bills, avoid paying late fees and erroneous charges on the bill, and access data for easy reporting and visibility into financial and sustainability performance.

Sustainability

Enel X helps businesses develop a strategy to improve sustainability performance and streamline reporting to regulations and industry standards, such as RE100, CDP, ENERGY STAR, and GRESB.

Renewable Energy

Whether your customers' goals involve purchasing renewable energy from offsite sources or integrating renewable generation assets on-site, Enel X can navigate a complicated vendor landscape to develop the right solution to meet their specific needs.

Electric Vehicle Charging

Enel X offers high-power level-2 charging stations and a suite of control software applications so businesses can integrate electric vehicle charging with minimal impact on operational costs and sustainability performance.