

SolarInvert Energy Solutions

Real income from selling energy storage batteries





Overview

How do battery storage systems make money?

Several sources of revenue are available for battery storage systems that can be stacked to further increase revenue. Typically, price arbitrage is used to gain revenue from battery storage. However, additional revenue can be gained from participation in ancillary services such as frequency response.

Does revenue stacking affect battery degradation?

A breakdown of market revenue and value of investment is presented for five operating strategies. The value of availability revenue and response energy revenue are distinguished for frequency response services. Finally, the impact of revenue stacking on battery degradation is assessed.

Can a project owner sell a battery?

Under many of these contracts, the project owner retains operational control of the storage facility and the right to collect and retain revenue from sales of electricity discharged from the battery. The project may be able to sell electricity to the same buyer of the resource adequacy attributes or to another buyer in the market.

How do I evaluate potential revenue streams from energy storage assets?

Evaluating potential revenue streams from flexible assets, such as energy storage systems, is not simple. Investors need to consider the various value pools available to a storage asset, including wholesale, grid services, and capacity markets, as well as the inherent volatility of the prices of each (see sidebar, "Glossary").

How can energy storage be profitable?

Where a profitable application of energy storage requires saving of costs or deferral of investments, direct mechanisms, such as subsidies and rebates, will be effective. For applications dependent on price arbitrage, the existence



and access to variable market prices are essential.

What is a battery energy storage project?

A battery energy storage project is a system that serves a variety of purposes for utilities and other consumers of electricity, including backup power, frequency regulation, and balancing electricity supply with demand.



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