Storage Contracting Checklist:
# Key Considerations Beyond Price

## Capacity & Nameplate Alignment

☐ Have you verified required capacity including Round Trip Efficiency (RTE) at the point of delivery?

☐ Are guaranteed vs. nameplate capacities clearly defined in the contract?

☐ Do you know how capacity commitments change over the warranty term (5—10 years)?

☐ Have you modeled degradation/augmentation and long-term performance expectations upfront?

## Technical Performance Metrics

☐ Are able to actively tracking Depth of Discharge (DoD), RTE, SOH, and availability?

☐ Do warranties and SLAs account for real-world environmental and operational conditions?

☐ Have you calculated the financial impact of short-term downtime or derating events comparing it against your upfront CapEx savings??

## Energy Management System (EMS)

☐ Can your EMS automate dispatch and integrate tariff data for optimal ROI?

☐ Can it deliver predictive insights not just reactive alerts?

☐ Is your EMS hardware-agnostic, able to manage mixed OEM fleets?

☐ Does it include obligation and warranty tracking to ensure compliance?

## Operations Management

☐ Is there a dynamic O&M layer that prioritizes and routes alerts intelligently?

☐ Can the system or team resolve multi-site issues in real time?

☐ Are vendor tasks and performance tracked through automated workflows?

☐ Are all operational decisions tied to financial and compliance outcomes?

## Business Goals Alignment

☐ Does the solution align with your revenue objectives - arbitrage, peak shaving, ancillary services, SLA compliance?

☐ Can your reports and dashboards turning technical data into actionable financial insights?

☐ Are predictive analytics and performance tracking in place to hit both contractual and profit targets?

## Continuous Review

☐ Can you regularly audit performance vs. obligations?

☐ Can you use data-driven insights to adjust dispatch and avoid penalties?

☐ Have you established a process to reassess technology and operations as you scale?

## Next Step

Book a call to see how enSights' EMS connects contracts, tech, and ops ensuring performance and profitability go hand in hand.