



Why sourcing DC-integrated BESS is better than AC-integrated and how Anza helps you determine if it is right for you.



You may see the value in buying and integrating your energy storage solution directly from suppliers but struggle to take the leap. We don't blame you – individually sourcing a battery cabinet (DC), power conversion system (PCS) and energy management system (EMS) requires extensive research, relationship-building, and negotiation, usually only possible with in-house engineering and supply chain teams.

Buying and integrating direct is often associated with various challenges, including:

- Non-existent supplier relationships
- Long lead times
- Outdated or incomplete data for total life cycle modeling
- Analog calculations completed by hand
- Missing out on the components you want
- Wondering if you got the best value, or knowing you didn't
- Lacking in-house technical resources and/or bandwidth to diligence many products

Relying on integrators has been the traditional approach to navigating these challenges, but there are disadvantages to this strategy, too.



Markups and ongoing fees impact project profitability. Expect up to a 30% surcharge, no small fee when energy storage margins are already tight.



Inefficiencies will cost you time and resources. Most integrators continue to own relationships with suppliers, making it difficult for you to quickly and efficiently resolve potential issues with the source.



Higher costs with fewer options.

Legacy integrators typically rely on relationships with only a few manufacturers or produce products themselves, restricting your purchasing power and limiting access to the best value or performance solutions. This also means limited options for O&M, replacement parts and even augmentation down the line.

It doesn't have to be this way...

Anza ranks, compares and negotiates prices from the top battery suppliers in energy storage to help you buy direct without the headache. By matching containerized DC-integrated battery products from the world's leading cell manufacturers with the most appropriate PCS and EMS, Anza ensures maximum savings for your use case.

[Our platform](#) pairs robust energy storage system data with an innovative technology engine from decades of procurement and

implementation expertise, empowering you to see every option and make better procurement decisions.

From a risk perspective, the DC block providers that are part of the Anza platform have stronger balance sheets than legacy integrators, making warranty claims and long-term service agreements much more meaningful. In addition, Anza's technical team supports you from sourcing to commissioning; mitigating risk from a product, integration and implementation perspective.

Interested in an aggregated model regardless? We've got you covered. Anza also provides AC-integrated options, guaranteeing every customer walks away with a solution that works for them.

Here's what you'll get working with Anza:

Better prices, start to finish:

Anza won't burden you with egregious mark-ups. Our pricing is approximately 20-30% less compared to legacy integrators. BESS configurations are ranked by lifecycle costs, so you know upfront that you're getting the best long-term value before signing any papers.

Direct procurement, without the risk:

Anza offers more options on major components, which reduces overall supplier concentration risk.

Our engineering team conducts a comprehensive design review to confirm every component – DC block, PCS and EMS – operates efficiently as a unit.

We only work with trusted EMS vendors who offer advanced predictive technology that detects problems before they start and can pinpoint issues when they occur within the battery system. Then they'll collaborate with other vendors to determine a solution.

A team of technical experts advocating for you:

Our expert technical team sits on your side of the table. Our team of procurement and engineering professionals strategically source, engineer, oversee and commission the entire procurement

integration process to ensure you receive a battery system that works best for you.

It's our responsibility to make sure initial contract terms are negotiated to align with complex commercial, technical and service requirements for your use case. The relationships we have with our suppliers, coupled with the high flow of projects through our platform, grants us access to a superior quantity and quality of degradation and capacity curve data and better payment terms, long-term service agreements, warranties and more.

Help when you need it:

We create master supply agreements with pre-negotiated terms and custom-negotiated warranties, then transition it over to you. We ensure you have a direct line of recourse and communication with the manufacturers from the get-go.

Anza functions as an extension of your team, not a middleman. We believe in the power of direct ownership and relationships with OEMs. By giving you control, you can effectively navigate each phase of your project, from sourcing to commissioning, through to operation.