anza

DC-integrated BESS

What it is and how Anza helps you discover more value while mitigating risk, helping you buy direct without the headache.

Historically, legacy integrators handle buying energy storage components directly from manufacturers (or making some themselves). In theory, this should be easier, but it has instead introduced various challenges, like reduced supplier options, expensive surcharges and removing direct lines of communication with vendors.

It doesn't have to be this way.

Buying direct doesn't need to be overwhelming or more risky.

Anza is the partner you need to improve energy storage project profitability and efficiency. Our platform pairs robust energy storage system data and analysis with a personalized team with decades of procurement and technical storage expertise and established supplier relationships, empowering you to find the best product for each project so you can confidently check every box for financial, technical and risk criteria.

How does it work?

We evaluate unique project specs with individual BESS components so you can make the optimal purchasing decision for the best long-term value. By matching containerized DC battery products from the world's leading cell manufacturers with the most appropriate power conversion system (PCS) and energy management system (EMS), we help you compare and rank a wide range of suppliers for each project. A thorough analysis determines the best (technology-agnostic) products to source based on total lifecycle costs and the ideal capacity maintenance, offering product flexibility and choice for enhanced energy performance.

Our partnership doesn't end there. The Anza storage team is with you every step of the way as your strategic advisor and problem solver. From sourcing to integration services and from EPC oversight to commissioning, we ensure you have a safe, successful and profitable project.

The scopes between legacy integrators & Anza model show no gaps

Category	Offering	Integrators	Anza
Project Design	Usable power and energy	✓	✓
	Equipment compliance and communicating design limitations	✓	✓
	DC short-circuit currents selectivity, islanding detection, insulation monitoring, physical cable interfaces, harmonics/noise mitigation	✓	✓
	Communication and control for operating limitations	✓	✓
Testing	Lead or review the product factory acceptance tests (FATs)	✓	✓
	Integration and Controls FAT: Pre-deployment testing on a per-project basis	✓	✓
Preventive and Corrective Maintenance	Pre-negotiated operations and maintenance (O&M) pricing and terms	✓ Provides full preventive and corrective on equipment provided, and may charge more for third-party O&M providers	✓ Offers this from DC Block and PCS providers. Provides connections to full-scope, third-party O&M providers, who contract for the full facility at a lower cost
Flexible Energy Guarantee	Works directly with cell manufacturers to provide degradation profiles based on customer input	✓ Integrators may provide more flexible degradation curves backed by their own balance sheet and not by the cell manufacturers	✓ Models can be fixed or variable based on customer requirements
Commissioning	Develops test plan	✓	✓
	Carries out/supervises cell balancing	✓	✓
	Points mapping & communication check out	✓	✓
	Coordinates between OEMs	✓	✓
	Supports utility tests	✓	✓
	Conducts performance tests	✓	✓