



Advisory Services for BESS Buyers

Anza offers advisory services to offer support throughout the BESS project lifecycle; from development and procurement to systems engineering and commissioning. Coupled with our data and analytics subscription, these services provide clients the support they need to save time in product diligence, design, and procurement to focus on higher value work, reduce risk in development and operations, and ultimately increase project profit. **Learn more about the package options available to fit your company's needs.**

Product Strategy

Anza helps you refine and maintain a product strategy and AVL aligned with your goals, incorporating market intel and domestic content analysis, saving you months of time and mitigating risk.

Requires Anza Beta Pro Storage Subscription. Available for a flat, annual fee.

Service Benefits

- Receive guidance from the Anza team on what questions to ask during requirements gathering to be comprehensive from a risk-reward perspective
- Gain support using Anza's data & analytics platform to put an optimal product strategy and AVL together when you are lacking time or resources
- Understand the cost-benefit analysis of domestic content, including domestic and international blending
- Benefit from Anza's market, supply chain, regulatory, supplier, and product knowledge
- Keep your product strategy & AVL up-to-date through Anza's intel to mitigate risk & maximize value
- Increase the speed of product due diligence with product, safety, and compliance documentation provided by the Anza team

Scope from discovery through product strategy & AVL formation includes:

- Product & counterparty requirements defined that are aligned with your goals:
 - Technical or site limitations & risk elements
 - Commercial terms & requirements
 - Domestic content criteria
 - Quantify risk and preference of AC or DC-integrated systems
- Anza platform & custom analysis:
 - Market-wide options assessed
 - Policy & supply chain risks identified
 - Optimal products & suppliers identified in AVL based on custom criteria and risk-reward analysis
 - AVL recommendations delivered in report & customer meeting
 - Data room with product & safety documentation
 - Quarterly update to keep AVL product strategy up-to-date with any trade risk, pricing, or technology changes

Project Shortlist Optimization

Planning for your upcoming procurement? Anza helps you optimize your shortlist based on total lifecycle costs and your criteria requirements. We also incorporate our negotiated supplier pricing as well as in-depth supplier experience to help you get the best deal and terms. This saves you months of time, mitigates risk, and helps increase project profit.

Requires Anza Beta Pro Storage Subscription.

Available for a project-based fee and is executed one time.

Product Strategy discovery & requirements scope included in this service.

Service Benefits

- Receive guidance from the Anza team on what questions to ask during requirements gathering to be comprehensive from a risk-reward perspective
- Gain support using Anza's data & analytics platform when you are lacking time or resources to identify the ideal vendors to solicit bids from for your upcoming procurement
- Understand the cost-benefit analysis of domestic content, including domestic and international blending
- Benefit from Anza's market, supply chain, regulatory, supplier, and product knowledge
- Incorporate Anza's negotiated supplier pricing data & contract terms in your equipment selection process to get the best deal
- Keep your product strategy & AVL up-to-date through Anza's intel to mitigate risk & maximize value
- Increase the speed of product due diligence with product, safety, and compliance documentation provided by the Anza team
- Support producing product layouts and evaluating product integration risk

Scope from discovery through project shortlist includes:

- Product Strategy discovery scope (unless already purchased):
 - Product & counterparty requirements defined that are aligned with your goals:
 - Technical or site limitations & risk elements
 - Commercial terms & requirements
 - Domestic content criteria
 - Quantify risk and preference of AC or DC-integrated systems
 - Optimal products & suppliers identified in AVL based on custom criteria and risk-reward analysis
 - Quarterly update to keep AVL product strategy up-to-date with any trade risk, pricing, or technology changes
- Anza platform & custom analysis:
 - Market-wide options assessed utilizing Anza's hundreds of list prices & dozens of custom price quotes per month
 - Policy & supply chain risks identified
 - Anza's in-depth supplier commercial & track record knowledge, negotiated supplier pricing, and contract terms incorporated
 - Anza's lifetime value analytics utilized specific to your project; incorporating total CapEx and OpEx costs for storage, including capacity maintenance
 - Shortlist recommendations based on criteria and risk-reward analysis
 - Shortlist recommendations delivered in report & customer meeting
 - Product layout comparisons
 - Product integration risk assessment

Procurement BAFO & Contract Negotiations

Bring your own shortlist or Anza's optimized shortlist, and we'll help you narrow your selection to your optimal choice with the best deal when buying BESS. This will save you months of time, mitigate risk, and help increase project profit. Get Anza's support to negotiate the best contract terms based on our market understanding and supplier information and experience.

Requires Anza Beta Pro Storage Subscription.

Available for a project-based fee and is executed one time.

Service Benefits

- Gain support managing suppliers, getting final pricing and terms, and negotiating contracts when you are lacking time or resources
- Benefit from Anza's deep supplier experience, contract term data, and SPAs to achieve the most optimal deal and terms
- Utilize Anza's market, supply chain, regulatory, supplier, and product knowledge to mitigate risk
- Easily defend your equipment selection with your board with our Market Benchmark Report
- Complete contract negotiations in weeks, not months

Scope from BAFO process through executable contract includes:

- Suppliers are managed to receive best & final pricing
- Anza's pre-negotiated SPAs available for review
- Anza's in-depth supplier commercial & track record knowledge, negotiated supplier pricing, and contract terms incorporated
- Support in final selection decision making
- Anza provides best deal & terms available through our relationship with supplier for final selection
- Redlined terms and conditions based on your product and counterparty requirements, especially regarding tariff and supply chain risk
- Review & produce technical exhibits needed for the contract
- Ensure that negotiated terms are in line with the market, and show via a benchmark report
- Executable Contract Package





Pro Procure Bundle

Interested in all three services to support your BESS project from development through procurement? Our Pro Procure services bundle brings together our Product Strategy, Project Shortlist Optimization, and Procurement BAFO & Contract Negotiations services at a discounted rate, along with complimentary Order Fulfillment services.

*“ Anza was instrumental in helping us finalize the PO and LTSA for our most recent standalone storage project. As a small team, we faced tight deadlines, but Anza’s experts worked hand in hand with us to deliver a high-quality contract **covering over 60 exhibits and technical requirements in just two weeks**—a process that typically takes two months. Their exceptional contracting support and dedication ensured the project’s success, and we couldn’t have achieved it without them. ”*

Gemy Thomas, Director of EPC
Alpha Omega Power

Additional Services

Order Fulfillment

Anza’s Order Fulfillment service includes support coordinating with suppliers through product delivery. Our dedicated Customer Success team will work with you to promptly solve problems and leverage our extensive relationships when needed to help ensure your project schedule stays intact.

Order Fulfillment is included complimentary as part of our Pro Procure bundle and as a flat fee add-on per project for the Procurement BAFO & Contract Negotiations Service.

Warehousing & Final Mile Delivery

Anza offers Warehousing & Final Mile Delivery for clients needing additional support with warehousing, inventory management, order fulfillment, and logistics. Our team will coordinate and manage the supply chain headaches, freeing up your team to work on other projects. These services are provided for the direct cost of the third-party freight and storage services plus a set handling charge.

Warehousing & Final Mile Delivery is available as an add-on to our Procurement BAFO & Contract Negotiations Service and Pro Procure bundle.



Additional Services

Energy Storage Technical Services

Reduce risk in system construction and operation to limit unforeseen costs and achieve project delivery & safety goals with Anza's BESS technical services. From contract management to engineering reviews and project-specific commissioning plans, our services help set the stage for a fully operational and efficient project.

Available a la carte or in combination with core services.

Contract Performance Management service includes:

- Supplier contract performance management
- EPC and owner coordination
- Battery warranty tracking support from delivery through to commissioning completion

Systems Engineering & Commissioning service includes:

- Engineering support for proper product integration
- Regional and model code compliance review
- Product documentation control and delivery
- Product installation RFI support
- Power systems engineering review for supplier studies
- Facilitate battery, PCS, and EMS intersystem engineering and supplier management
- Oversight of predeployment test plans for hardware and controls model validation
- Review of project commissioning plan by OEMs and inter-party coordination
- Support pre-deployment testing (if 3rd-party EMS deployed)
- Factory Acceptance Test (FAT) witness and review
- Support owner with Utility/ISO and QSE coordination and testing
- Proper documentation, parameter validation, and facility energization oversight
- Cross-team engineering management, technical coordination, and review of best practices for safety
- Engineering support to engage all stakeholders and proactively identify and resolve issues
- Cold commissioning support of EPC and suppliers
- Hot commissioning support per OEM plan
- Site acceptance testing support per facility plan
- Punch list aggregation, tracking, and closeout

Gain an expert team and improve your project outcomes with Anza!

