

SUPPLIER MARKET INTELLIGENCE PROGRAM

BESS SMIP Overview

The Clean Energy Associates' Supplier Market Intelligence Program (SMIP) for energy storage is a half-yearly independent, unbiased market intelligence report of the top and upcoming energy storage system manufacturers in the world, with special interim briefings highlighting market and technology trends on an ad-hoc basis after major events.

Access to timely, accurate information is strategically important, and its absence creates sizable risk. The program brings together objective, high-quality, multi-sourced and verified data to create the supplier market intelligence report. The report includes detailed information and analysis on manufacturing capacities, technology roadmaps, and core product specification.

The Energy Storage Supplier Market Intelligence Program provides market intelligence on industry leaders and newcomers within the battery cell, module, rack, and Energy Storage integration supply chain.

Each report is based on information culled from in-person supplier interviews, on-site audits, supplier documentation, press releases, financial filings, industry workshops and Consultant's extended network of partners.



The Problem: Choosing a reliable energy storage system supplier presents risks

The Solution: Utilize market intelligence data to make an informed decision with confidence

The Logic: Deliver objective, high-quality, multi-sourced and verified data

The Result: Mitigate risk and optimize your energy storage investment



PROGRAM BENEFITS

Make the Right Decision

- Provides timely visibility into the world’s top energy storage system suppliers to support decisions that must be made today.
- Delivers accurate, unbiased information that enables clients to strategically benchmark and select suppliers for upcoming projects.
- Supports decision making processes for procurement strategies and Approved Vendor Lists.
- Delivers detailed information and analysis on capacities, technology roadmaps, and core product specification.
- Actionable market intelligence helps procurement professionals make decisions with confidence.
- Enables developers, EPCs, IPPs, utilities, and financial institutions to maximize their energy storage investment.
- Customizable to meet client needs in an easy to read format.

PROGRAM FEATURES

Reliable Direct Data Sourcing Based On:

- In person interviews with high ranking technical sales employees, R&D personnel, and supplier sales officials.
- On-site factory audits and the execution of quality assurance assignments.
- Documentation provided by suppliers, such as technology roadmaps, capacity expansions, and more.
- Publicly available data from websites, press releases, public databases, news reports and financial reports.
- Information from industry trade shows, conferences, and technical forums.
- Research within CEA’s extended network of partners across the energy storage value chains.
- Critical data points cross-checked against multiple sources to ensure validity.
- Clients can also ensure their voice is included in CEA’s research agenda.

PROGRAM METHODOLOGY: Delivering Reliable Data

The Supplier Market Intelligence Program methodology is based on making the right purchasing decision to eliminate risk. The Market Intelligence report will contain info including:

Pricing Trends	<ul style="list-style-type: none">• Pricing breakdowns and trends based on project data and CEA’s participation in energy storage value chains.
Manufacturing Capacity	<ul style="list-style-type: none">• Supplier capacities and future expansion plans.
Technology Roadmap	<ul style="list-style-type: none">• New technologies explained in simple terms, with a focus on battery cell chemistry, energy density, and other potentially disruptive technologies.• Current and projected status of the new technology roadmaps.
Core Product Specifications	<ul style="list-style-type: none">• Detailed product catalogues provided for each supplier including product codes, technology specifics, and power classes.
Continuous In-person Communication	<ul style="list-style-type: none">• The issues that matter to you, matter to us and will guide our research endeavors.• CEA will also offer its own opinions on which topics and trends should be top of mind.

Clean Energy Associates (CEA), a solar and storage technical advisory firm, provides quality assurance and independent engineering solutions worldwide. We serve financial institutions, project developers, EPCs, IPPs, and power plant owners. From our base in China, CEA’s quality control engineers travel worldwide to conduct upstream in-factory technical evaluations, including factory audits, production monitoring and pre-shipment product inspections. Our US-based product management and engineering (IE/OE) teams provide support throughout the project life cycle, from upstream supply chain management and supplier benchmarking, to downstream system design, construction, commissioning, performance assessment, re-power and optimization as well as warranty support. We serve the solar and storage industries through our expertise in PV modules, racking, inverters and energy storage systems. Since 2008, CEA has reduced buyers’ risks and improved returns on investments via quality assurance, technical and financial due diligence, engineering services and supply chain management globally.

As technical advisors, we provide procurement and investment confidence through risk mitigation to key stakeholders in solar and storage projects worldwide.