# Battery Storage Commercial Opportunities Analysis Course

14 – 18 March 2027
Nairobi

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**Ref:** 985_174945 **Date:** 14 – 18 March 2027 **Location:** Nairobi **Fees:** 4500 Euro

## Overview

Battery Storage Commercial Opportunities Analysis Course is a one-week intermediate course for investors, developers, commercial managers, utility strategists, and analysts who leave with a Battery Storage Opportunity Case. Participants connect battery energy storage systems with revenue stacking, market participation, contracting, cost drivers, dispatch assumptions, degradation, risk, and sensitivity analysis. The course converts technical services into traceable commercial evidence without relying on one market design. Agile Leaders Training Center delivers intermediate learning in battery storage commercial analysis.

## Who Should Attend

- Teams responsible for screening energy investment opportunities and capital allocation
- Professionals responsible for developing storage projects and commercial structures
- Managers responsible for contracting, partnerships, and revenue strategy
- Utility staff responsible for flexibility planning and market participation
- Analysts responsible for project economics, sensitivities, and risk evidence

The course assumes participants can interpret basic project costs and commercial terms; it leaves out detailed electrical design, trading authorization, legal advice, and jurisdiction-specific regulation.

## Departments and Industries

The course supports departments that evaluate flexible energy assets and commercial investment cases.

- Utilities, power markets, and renewable energy developers
- Investment, project finance, and infrastructure funds
- Industrial energy management and large electricity users
- Strategy, business development, and commercial teams
- Engineering advisory, procurement, and risk functions

## Learning Objectives

By the end of this course, participants will be able to:

- Apply a battery storage value and service taxonomy
- Analyze revenue streams and market access conditions
- Build cost, dispatch, and degradation assumptions
- Compare contracted, regulated, and merchant revenue structures
- Evaluate bankability, sensitivities, and commercial risks
- Prioritize opportunities through an investment screening case

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## Course Agenda

## Day 1: Storage Services and Commercial Boundaries

- Battery Storage Power, Energy, and Duration Definition Sheet
- IRENA Electricity Storage Valuation Framework Map
- Energy Shifting, Capacity, and Ancillary Service Taxonomy
- Network Deferral, Resilience, and Customer Value Matrix
- Stakeholder, Market Role, and Decision Boundary Canvas

## Day 2: Revenue Streams and Market Access

- Energy Arbitrage Revenue Logic Model
- Frequency Response and Reserve Service Qualification Screen
- Capacity Value and Availability Obligation Table
- Renewable Hybrid and Curtailment Reduction Value Map
- Revenue Stacking Compatibility and Constraint Matrix

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## Day 3: Costs, Dispatch, and Project Economics

- Capital, Operating, Augmentation, and Replacement Cost Sheet
- Charge-Discharge Efficiency and Auxiliary Load Model
- Cycle, Calendar, and Throughput Degradation Register
- Dispatch Strategy and Opportunity Cost Scenario
- Cash Flow, Coverage, and Break-Even Assumption Model

## Day 4: Contracts, Bankability, and Risk

- Tolling, Availability, Lease, and Merchant Contract Comparison
- Revenue Certainty and Counterparty Risk Matrix
- Grid Connection, Permitting, and Delivery Dependency Log
- Price, Volume, Performance, and Degradation Sensitivity Table
- Commercial Due Diligence and Bankability Checklist

## Day 5: Opportunity Screening Practice

- Exercise on Storage Service and Market Fit
- Exercise on Revenue Stack Construction
- Exercise on Cost and Dispatch Assumption Testing
- Exercise on Contract and Risk Prioritization
- Capstone Exercise: Battery Storage Opportunity Case

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## Practical Exercises

The course uses suggested activities that turn market and project inputs into decision evidence.

- Suggested activity: map one storage asset to compatible services and buyers
- Suggested activity: construct a revenue stack with operating and contractual constraints
- Suggested activity: test project value against price, degradation, cost, and dispatch changes
- Suggested activity: produce an opportunity case with assumptions, risks, and next actions

## FAQs

### Who suits battery storage commercial opportunities analysis, and what does it assume?

Investors, developers, commercial managers, utility strategists, and analysts suit the course. It assumes basic familiarity with project costs and commercial decisions but does not require detailed battery engineering or electricity trading experience.

### How does battery storage commercial analysis differ from battery system design training?

Commercial analysis focuses on services, revenues, contracts, costs, dispatch assumptions, bankability, and risk. Battery system design training concentrates on sizing, electrical integration, protection, controls, thermal management, and engineering specifications.

### What revenue streams can battery energy storage systems earn?

Potential streams include energy shifting, capacity, frequency response, reserves, network services, renewable integration, demand-charge reduction, resilience, and contracted availability. Actual access and compatibility depend on market rules, asset location, technical capability, and contract terms.

### What is revenue stacking in battery storage projects?

Revenue stacking combines compatible services from one storage asset across time or operating states. A credible stack accounts for service conflicts, state-of-charge limits, performance obligations, degradation, dispatch priority, and the risk of double counting value.

## How are battery storage commercial risks tested?

Commercial risks are tested through scenarios and sensitivities for price, volume, availability, degradation, efficiency, cost, connection timing, contract duration, counterparty strength, and dispatch. Assumptions should remain traceable to evidence and operating constraints.

## Conclusion

Participants leave with a Battery Storage Opportunity Case containing services, revenue logic, costs, dispatch assumptions, degradation, contracts, sensitivities, risks, and decision gates. The case changes an attractive concept into a traceable commercial screen. Teams can reuse it to compare opportunities and commission deeper technical, legal, and financial diligence.