

Growing a solar portfolio with certainty, speed and trust

Company	Madison Energy Investments
Type	Asset manager, developer, EPC, owner and operator
Location	Tysons Corner, Virginia, and New York, New York
PowerTrack	160 operating assets, nearly 140 MW
AlsoEnergy Solution	Full edge-to-cloud platform
Beginning of partnership	2019

With offices in New York, Virginia and Alabama, asset manager Madison Energy Investments (MEI) serves public and private entities and capital partners looking to add or invest in distributed energy resources across the U.S. MEI’s knowledgeable team works to structure financing and develop, construct and own/operate onsite solar, storage and solar-plus-storage projects, as well as offsite community solar generation and electric fleets with associated charging infrastructure.

Driven by its motto of “Certainty. Speed. Trust.,” MEI employs best practices across all phases of the industry, from origination to asset management. Quality partnerships and an execution mindset have made MEI a leader in renewables.



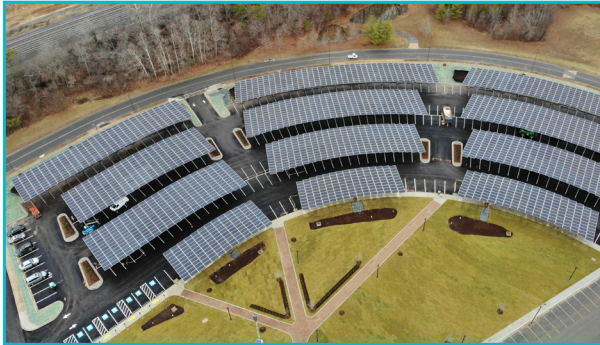
1.1 MW Ohio | Activated in 2020

“Our ability to maximize energy production and provide a return on investment starts with understanding what’s happening across all of our sites... PowerTrack serves as our eyes and ears throughout our portfolio to provide us with that clarity.”

— Ben Hunter, Vice President of MEI



Scaling quickly for customers



1.2 MW Maryland | Activated in 2020

MEI is among the fastest growing asset owners in distributed energy resources. The company works to identify and create opportunities that offer savings and certainty to its customers, and stable returns to its investor partners, so its team knew that having an asset management platform to accommodate its constant scaling into new technologies and markets was critical from the start. Determining site production for accurate PPA billing was also a challenge because some utilities use their own revenue meters.

“We knew the importance of having good data on all of our sites for optimal monitoring and maintenance,” said Ben Hunter, Vice President of MEI. “Our ability to maximize energy production and provide a return on investment starts with understanding what’s happening across all of our sites.”

Since the company’s founding in 2019, MEI has worked with AlsoEnergy to enable speedy bidding and commissioning and reduce underperformance risk to save costs and create budget certainty.

Smart insights for informed decisions



2.0 MW Delaware | Activated in 2022

By standardizing on AlsoEnergy’s edge-to-cloud optimization platform, MEI has confidently accelerated project development and portfolio growth. AlsoEnergy enables MEI to manage data from a variety of projects in different locations, and then analyze it to gain insights, allowing better decision making to increase uptime and control expenses.

MEI requires that its EPC partners use AlsoEnergy edge solutions on all of its assets to simplify and accelerate the bidding and commissioning of projects. This is because AlsoEnergy’s edge solutions are the starting point for MEI’s entire revenue model, helping MEI determine site production for accurate PPA billing.

“AlsoEnergy’s solutions have enabled us to continue to complete monthly billing on time while maintaining 100% collections across hundreds of offtakers,” Hunter said.

Additionally, AlsoEnergy’s edge-to-cloud platform allows comparing actual production versus expected production under current site conditions.

“We do a lot of analysis at the inverter level to determine if inverters have ‘left the pack,’ gone offline, or are not producing as much as others,” he said. “Having all our data in one place allows us to use it in smart ways.”

This helps MEI optimize its O&M and reduce truck rolls.

Reminder	Name	Today vs 7-Day Average	Most Recent	Expected kW	Past 24h Actual vs Expected	This Month	Site Type	Site Capacity (AC)	Last Upload
✓	Lord Phillips - Building C		62.1 kW	30.9 kW	174%	9,720.4 kWh	112 kW	160.2 kW	5 minutes
✓	Lord Phillips - Building E		43.8 kW	34 kW	153%	9,837.4 kWh	111 kW	160.4 kW	5 minutes
✓	Lord Phillips - Building G		54.2 kW	34.5 kW	144%	9,557.2 kWh	115 kW	134.4 kW	5 minutes
✓	Lord Phillips - Building D		61.8 kW	39.5 kW	144%	9,494.6 kWh	119 kW	160.3 kW	5 minutes
✓	Lord Phillips - Building F		59.7 kW	38.9 kW	135%	9,972.1 kWh	119 kW	160.3 kW	5 minutes
⚠	Madison Boulder - 63rd WTP		15.4 kW	0 kW	131%	91,020.3 kWh	650 kW	715.3 kW	a few seconds
✓	126 MacArthur		89.1 kW	36.3 kW	121%	12,796.8 kWh	150 kW	215.4 kW	a few seconds
✓	Blue Hen		1,275.3 kW	30.8 kW	124%	171,459.8 kWh	1,500 kW	1,985.3 kW	4 minutes
✓	Litchfield Intermediate School		95.3 kW	68.8 kW	122%	18,262.1 kWh	233.2 kW	315.5 kW	a few seconds
⚠	Litchfield High School		176.9 kW	138.7 kW	121%	27,630.9 kWh	355.3 kW	475.2 kW	4 minutes
✓	RIC-AMC (NJ)		289.3 kW	87 kW	119%	40,761.1 kWh	468 kW	353.3 kW	3 minutes
✓	PF-Chicago 2		472.4 kW	405.8 kW	118%	111,402.8 kWh	1,033 kW	1,395.6 kW	a few seconds
✓	180 New Boston		302.5 kW	128.8 kW	117%	42,239.5 kWh	480 kW	480 kW	2 minutes
✓	Preferred Freezer (NJ)		482.9 kW	361.3 kW	116%	75,228.8 kWh	780 kW	780 kW	3 minutes
✓	St. Therese		52.9 kW	22.8 kW	115%	7,519.2 kWh	86.4 kW	101.8 kW	a minute
✓	128 Singleton (RI)		132.1 kW	135.7 kW	109%	18,188.1 kWh	199.8 kW	230.5 kW	a few seconds

A trusted partner for new technologies

“We typically do 50+ deals each year,” Hunter said. “PowerTrack serves as our eyes and ears on our assets to provide us with the clarity we seek. Having a technical specification to standardize on AlsoEnergy’s edge solutions means that our EPC partners know what to expect, eliminating any guesswork or confusion that could hinder progress. They can work directly with AlsoEnergy’s customer success team to efficiently commission assets while our analysts have the reporting they need right at their fingertips. If they see something unexpected, they can work with AlsoEnergy’s support team to quickly troubleshoot and solve the problem.”

MEI has found a partner it can trust moving into the future, enabling customers to achieve their resiliency and ESG initiatives. With more than 35 projects in its pipeline for Q3 and Q4 2022, it will be taking on more energy storage assets, which will involve a great deal of data.

Having been acquired by Stem, AlsoEnergy is strongly positioned to support the growing solar-plus-storage market. AlsoEnergy’s storage expertise and familiarity with MEI’s business gives Hunter and his team confidence that AlsoEnergy can continue to provide the support required to meet their goals.

“With storage, there are more moving parts so it’s going to be critical that we understand what’s happening with those systems because more hardware means more decisions, such as deciding when to charge and discharge,” Hunter said. “We know that AlsoEnergy’s products and services are up to the growing needs of MEI’s business goals, and its professional services team is readily available to make sure everything is set up correctly so that MEI and its customers are getting what they need and expect.”