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You are invited

BESS entials

Battery Storage Lifecycle

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Hermitage Prague

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www.bessentials.eu



Thematic areas, divided into panels according to the individual phases of the project:

I. PANEL - PHASE: Project Development

01 – FROM IDEA TO PROJECT: Why It Fails Right from the Start

Description:

The most common mistakes in BESS project preparation: regulatory hurdles, insufficient documentation, and poorly chosen location.

Speaker: Ogrez - Confirmed

Key Takeaways for Participants:

- Overview of permits and steps in project preparation
- A checklist of the most common development mistakes
- How to prepare a project with a real chance of success

02 – A BANKABLE PROJECT ≠ “JUST” GOOD TECHNOLOGY

Description:

Technological quality is not enough. Banks assess the project as a whole — including revenues, contracts, and risks.

Speaker: Česká spořitelňa - Confirmed

Key Takeaways for Participants:

- What banks actually evaluate during financing applications
- Examples of critical factors for bankability
- How to prepare documentation that convinces lenders

03 – HOW TO CREATE A PROFITABILITY MODEL THAT CONVINCES INVESTORS (includes technology sizing)

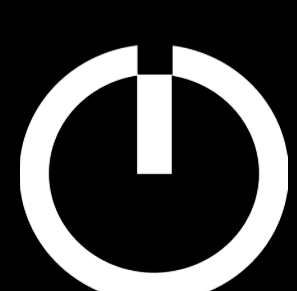
Description:

The basics of BESS financial appeal: revenue = availability × volume × price.

Speaker: Volthein EAM

Key Takeaways for Participants:

- Key principles for building a financial model
- Metrics that truly matter to investors
- How to realistically present a project's economics



Thematic areas, divided into panels according to the individual phases of the project:

II. PANEL - PHASE: Implementation and Construction

04 – BESS IS NOT JUST A BATTERY: WHAT THE PROJECT REALLY INCLUDES

Description:

From transformers to civil works – what you must include in the budget and timeline.

Speaker: Volthein

Key Takeaways for Participants:

- Complete list of BESS system components
- Most commonly underestimated costs and elements
- How to reduce construction delay risks

05 – EMS: THE BRAIN OF BATTERY STORAGE

Description:

Without intelligent control, a BESS has no real value. EMS connects batteries, PCS, and SCADA into a secure and flexible system, ready for future markets.

Speaker: Volthein

Key Takeaways for Participants:

- EMS as the “brain” of battery storage
- Vendor-agnostic solution for seamless integration
- Cybersecurity (NIS2) and continuous monitoring
- Higher reliability, availability, and bankability

06 – “SIMPLY THE BESS Austria & Germany” (Experiences with Operating Commercial Battery Storage Systems in the Austrian & German Market)

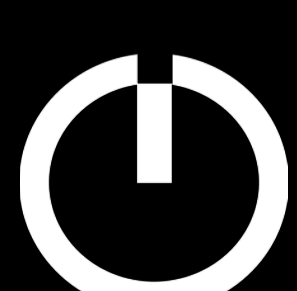
Description:

Practical insights from operating commercial battery storage systems in Austria and Germany. What challenges and opportunities does this market bring? Which technologies and operational models have proven to be the most effective?

Speaker: VERBUND - Verbaly agreed

Key Takeaways for Participants:

- Overview of operational experience from the market
- Key technical and regulatory specifics of operation
- Examples of successful projects and main lessons learned



Thematic areas, divided into panels according to the individual phases of the project:

III. PANEL - PHASE: Operation and Revenues

07 – SLAs AND GUARANTEES: TRUST IS BUILT IN CONTRACTS

Description:

Without performance guarantees, a project cannot be bankable. What exactly must contracts cover?

Speaker: Volthein EAM

Key Takeaways for Participants:

- Examples of SLAs and their structure
- How to contractually guarantee performance and availability
- The link between SLAs, insurance, and revenues

08 – TECHNOLOGY INSURANCE: RISKS THAT CAN COST MILLIONS (Beyond the construction phase)

Description:

Battery systems come with specific risks — how do insurers view them and what safety requirements must be met?

Speaker: Ariel Green - Confirmed

Key Takeaways for Participants:

- Minimum safety standards for BESS
- How system design affects insurance and premiums
- Tips for negotiating with insurance companies

09 – MARKET POTENTIAL OF FLEXIBILITY: WHERE ARE THE FUTURE REVENUES?

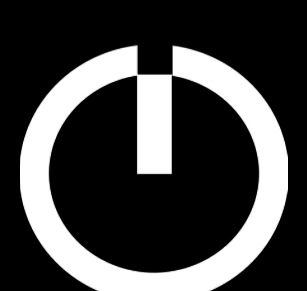
Description:

What will flexibility trading look like? Which services will dominate, and what do you need to provide them?

Speaker: Terraverse - Confirmed

Key Takeaways for Participants:

- Which markets are emerging and what services are attractive
- Technical and commercial requirements you must meet
- The relationship between installation type and revenue potential



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