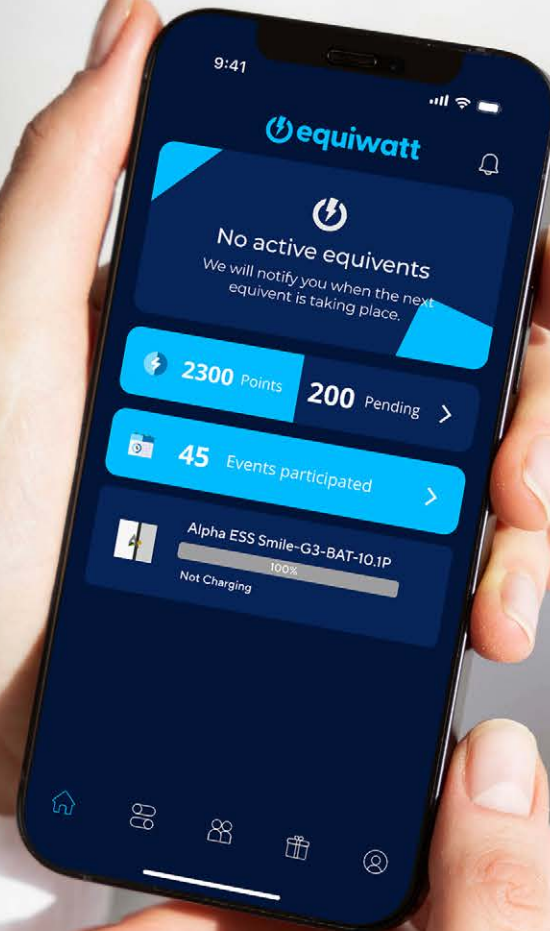


AlphaESS UK with equiwatt now offers Flexibility Services

EXPLORE OUR STRATEGIC
PARTNERSHIP WITH EQUIWATT



Improve Your
Sales Opportunity



A Virtual Power
Plant in Your Hands



Unlock Rewards Through
Automated Participation
in Flexibility Events



Accelerated Customer
ROI and BESS Payback

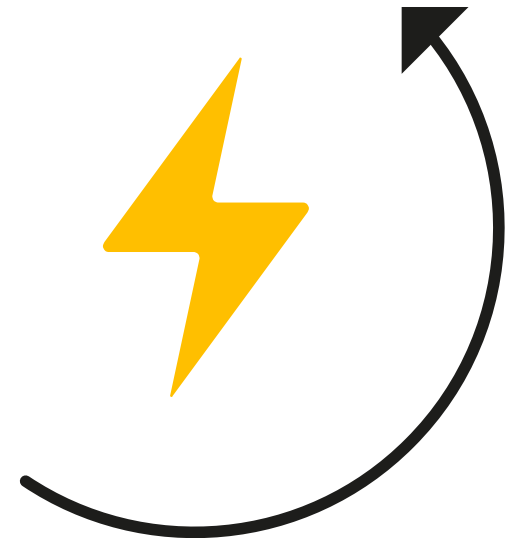
Unlocking New Sales Opportunities and Revenue Streams

DISCOVER HOW YOU CAN GET INVOLVED.

As Distributor Partners and Authorised Installers of AlphaESS UK Battery Energy Storage Solutions (BESS), you're integral to the delivery of our innovative, sustainable, and future-ready energy storage systems. Together, we're ensuring affordable and sustainable energy storage, empowering homes and businesses across the UK to take control and be energy-independent.

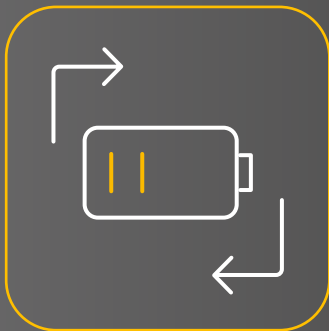
Now, we're taking our value proposition to the next level; through our strategic partnership with equiwatt, we're unlocking new opportunities for you to sell AlphaESS products, adding new value for your customers.

equiwatt's Energy Management System is an innovative and powerful way for customers to embrace flexibility programmes, including NESO's Flexibility Services, creating a smarter, more dynamic energy ecosystem. This integration enables customers to automate energy savings, optimise battery usage, and participate in grid services—all while reducing their energy costs and accelerating their return on investment (ROI).

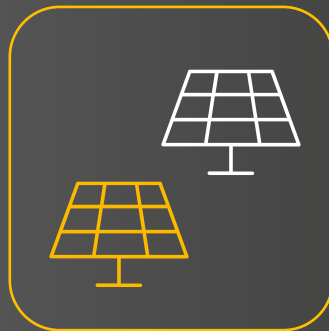


WHAT IS **EQUIWATT** AND WHY DOES IT MATTER?

equiwatt further enhances the power of AlphaESS BESS intelligent generating assets by taking advantage of flexibility services. It connects seamlessly with home and commercial energy systems, working automatically to:



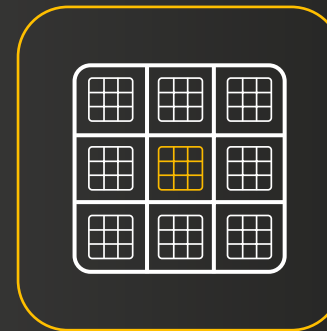
Shift battery usage during event times
– reducing costs and payback period



Optimise self-consumption of stored solar energy – improving efficiency



Unlock flexibility market incentives
– earning users and installers rewards



Integrate into a Virtual Power Plant (VPP) – contributing to a smarter, more resilient energy grid



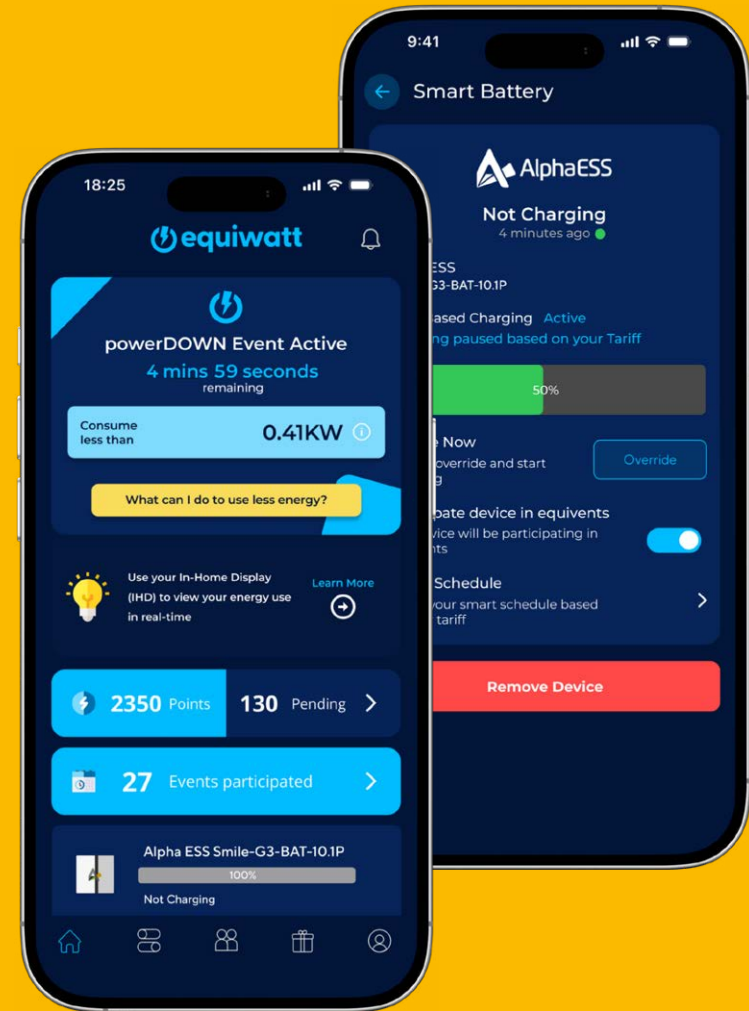
Reduce grid stress and carbon footprint
– supporting the transition to a low-carbon future

A Powerful Advantage for You & Your Customers

As an AlphaESS UK Distributor Partner or Authorised Installer, this partnership strengthens your sales proposition, creates new business opportunities and gives you a 5% share of the rewards your customers earn from every event.

Whether you are selling new AlphaESS BESS systems with equiwatt integrated or setting up equiwatt on existing installations, this provides another compelling reason for customers to choose AlphaESS UK - enhancing their energy independence, security, savings, and sustainability.

With AlphaESS UK & equiwatt, you're not just installing batteries - you're delivering intelligent, flexible energy management that pays for itself faster and benefits both customers and the grid.



Plus, every time your customer's equiwatt enabled AlphaESS system takes part in a flexibility event and earns payment for exporting via their battery, **you'll automatically receive 5% of that event payment - every single event, for as long as equiwatt remains installed.**

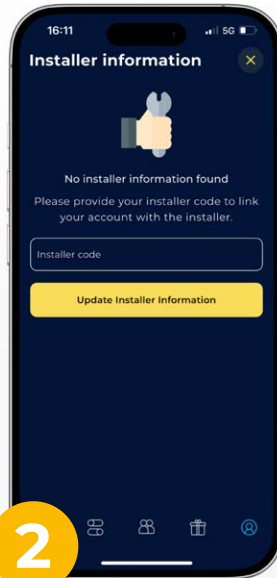
How You Earn Your 5%: Installer Reward Process



1

Add Battery

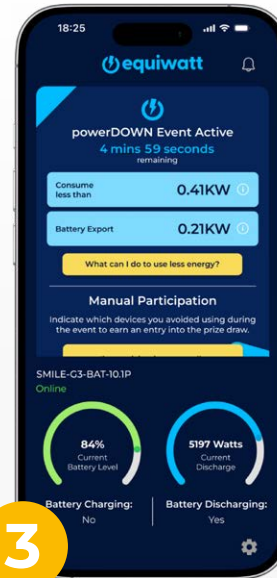
Connect the customer's AlphaESS battery in the equiwatt app.



2

Enter Installer Code

After adding the customer's AlphaESS battery system, open the settings tab and add your unique Installer Code.



3

Customer Joins Event

Customer's AlphaESS battery (and any other devices) automatically take part in flex events to earn rewards.



4

Get Paid Quarterly

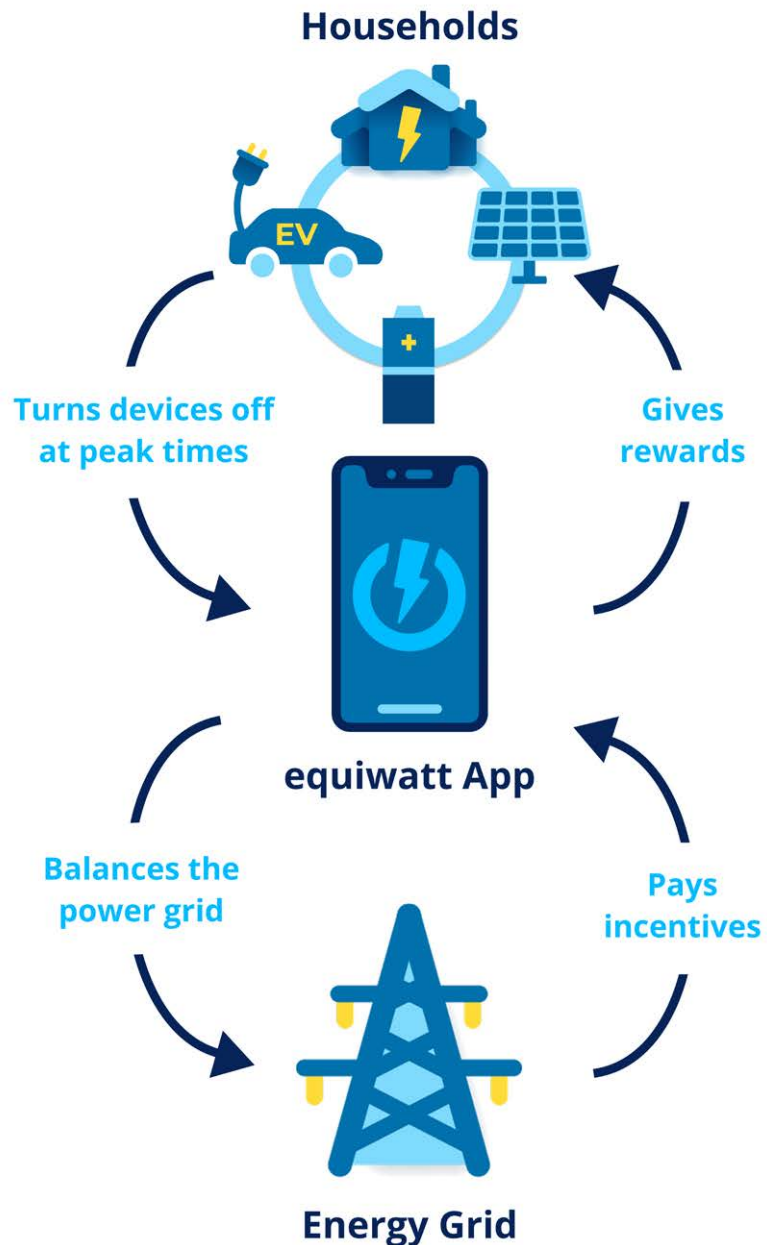
You'll receive a statement of your accumulated 5% earnings every quarter. Submit your invoice to receive payment.

REMEMBER

- You earn 5% of every event reward your customers make.
- Submit your quarterly invoice
- Choose your payment method (BACS, PayPal, etc.) at sign up.

How equiwatt events work

– At a Glance



equiwatt's events, known as powerSmart events, are easy to take part in and to earn rewards - all via the free equiwatt app. Users are notified in advance of scheduled events, and it's simple to participate: reduce electricity usage compared to their typical pattern during that event period. Based on how much energy they save, they earn equiwatt points, which can be redeemed for eGift cards from major retailers or donated to charity.

Proven Data And Results - The Value Proposition

MAXIMISING ROI & ENERGY EFFICIENCY WITH EQUIWATT

Delivering value to your customers is about offering solutions that make energy storage more cost-effective, efficient, and future-proof. With the integration of equiwatt's Energy Management System into AlphaESS UK BESS, you now have a powerful new value proposition that directly benefits both your business and your customers.

By adding equiwatt, an AlphaESS battery system goes beyond simple energy storage—it becomes an intelligent, revenue-generating asset that actively and seamlessly reduces costs, optimises energy usage, and accelerates the payback period for homeowners and businesses.





WE DO MORE
THAN **STORE**
POWER, WE MAKE IT
SMART.



Improved Payback & Annual Savings

To demonstrate equiwatt's impact, we've analysed real-world data from the equiwatt Impact Calculator.

THE RESULTS SPEAK FOR THEMSELVES:



FASTER ROI

Customers recover their investment in significantly less time than a standard BESS installation.



LOWER ANNUAL ENERGY COSTS

Customers save more on their electricity bills with intelligent and automated management of stored energy usage.



DEMAND FLEXIBILITY REWARDS

Users participating in the flexibility programmes can earn financial incentives, further offsetting their energy costs.



ACCELERATE BATTERY SALES AND PAYBACK



Faster Payback

Reduce customer payback from 7-9 years Vs 6-8 years with equiwatt.



Flex Earnings

Customers can earn between £75 - £150 a year from flex events.



New Revenue

Keep 5% of a customers rewards from every flex event they take part in.



Easy Install

equiwatt requires no hardware changes, just a simple easy-to-use app.

Shorter Payback Period

With equiwatt, AlphaESS customers can shorten their payback period by around 15%* - turning a typical 7-9 year^ return into a faster investment recovery.

Earn While You Flex

Customers can earn £75-150 per year* by exporting stored energy during flexibility events. Once paid off, a customer's battery becomes a revenue-generating asset.

	WITHOUT equiwatt	WITH equiwatt
Annual Earnings From Flex Events	£0	£75 - £150
Payback Period (Years)	7 - 9	6 - 8
Reduction in Payback (%)	N/A	15%

PLEASE NOTE:

^Several factors influence the payback time. [See our website for details.](#)

*Figures shown are indicative and assumes customer has export MPAN. Other savings from tariffs or low carbon devices not included. We make no warranties or representations in respect of the same.

A Competitive Edge for Your Sales Conversations

An increasing focus for energy consumers is how to maximise energy efficiency and minimise costs. By offering AlphaESS UK BESS with equiwatt, you're providing a system that doesn't just store energy—it actively works to reduce their electricity bills and generate additional value.



01

For New Installations

Sell AlphaESS UK BESS with equiwatt as a complete energy optimisation package—enhancing the ROI of battery storage.

02

For Existing Customers

Introduce equiwatt as an easy retrofit upgrade, unlocking new financial benefits without requiring a hardware change.

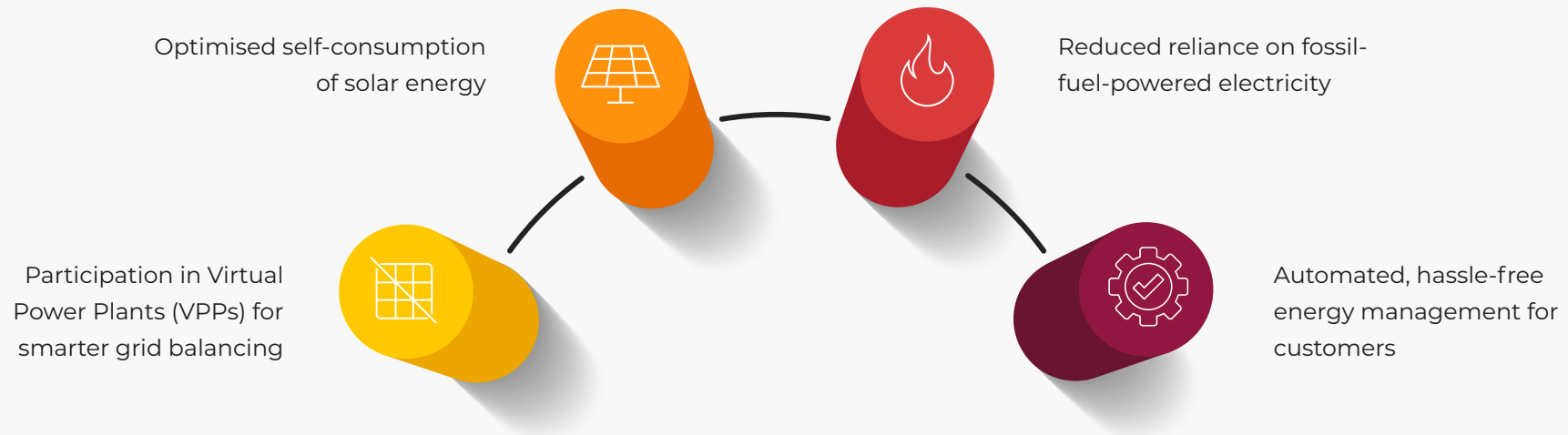
03

For Your Business

Strengthen your market positioning by providing a unique, future-proofed solution that increases customer satisfaction and referrals.

LOOKING AHEAD: MORE THAN JUST ROI

**While annual savings and ROI acceleration are key selling points,
the integration of equiwatt also unlocks broader benefits:**



We will explore these in detail in the following sections, but for now, the message is clear:

AlphaESS UK + equiwatt is a smarter, more profitable choice for you and your customers.

More Than Just Batteries

More Devices = Bigger Rewards

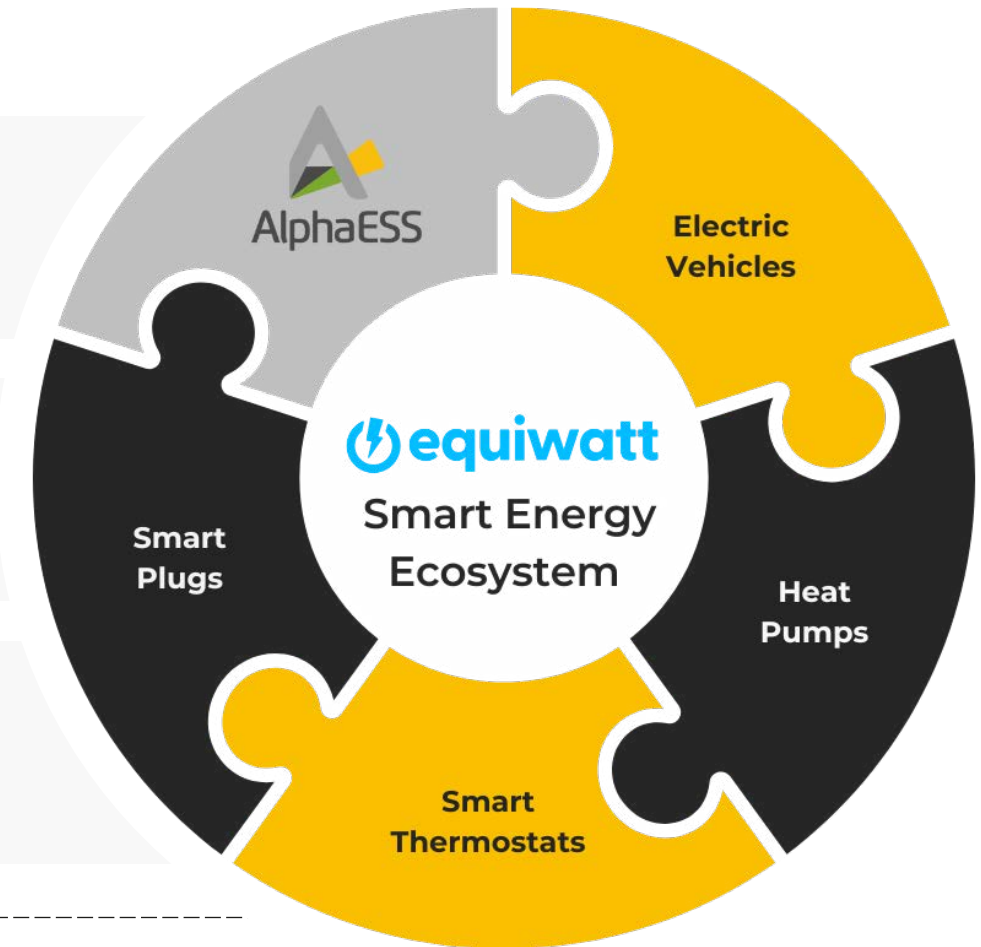
Connecting additional devices to equiwatt adds ££ to your customer's pocket.

Bigger Annual Rewards

Earnings from other low carbon tech stacks on top of battery flex event earnings.

Installer Gets 5%*

Bigger earnings for your customers means more revenue for you automatically paid on all events.

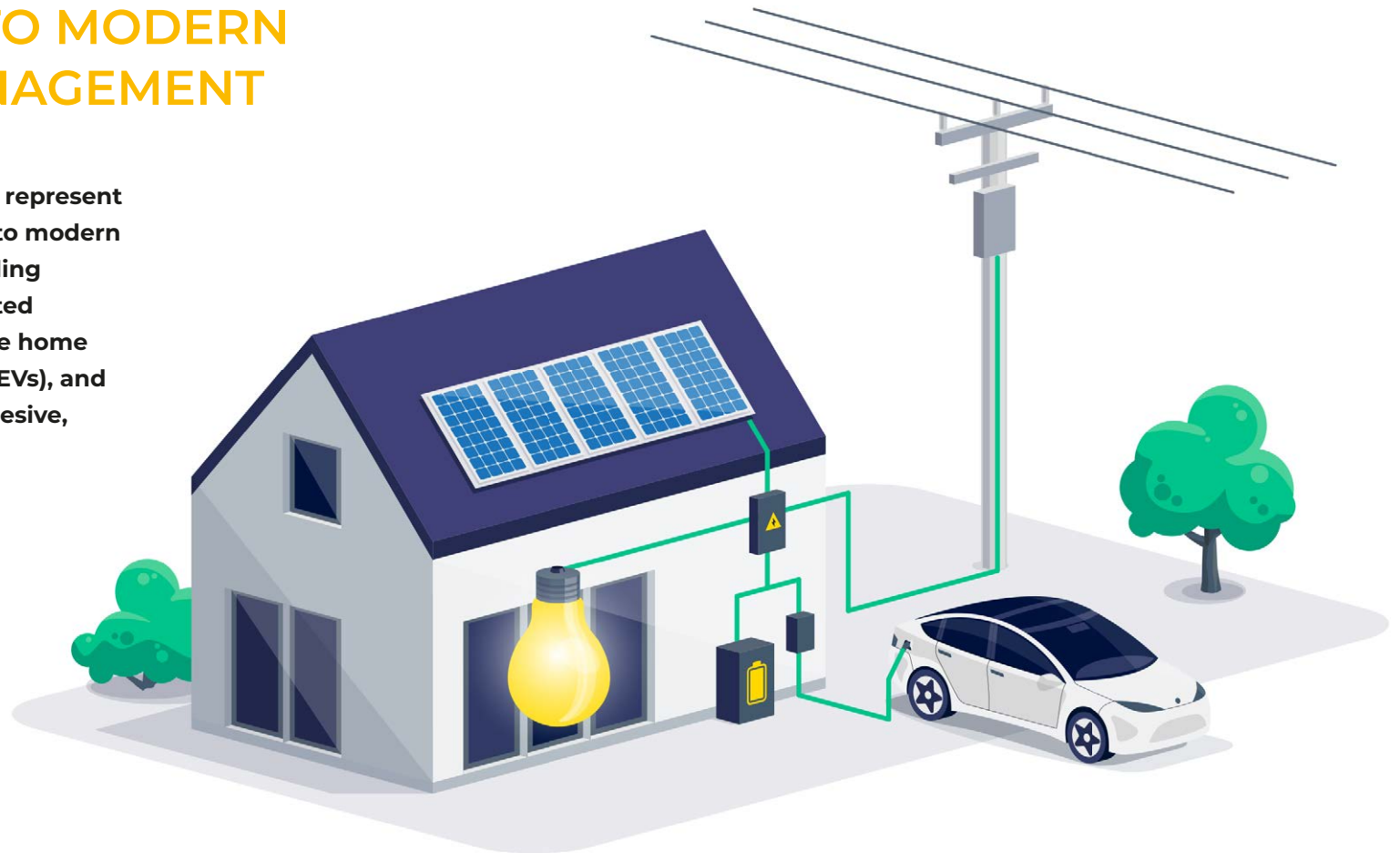


*Installers earn 5% on every Flex-Event reward their customers receive.

VIRTUAL POWER PLANTS (**VPPs**) FOR SMARTER GRID BALANCING

A TRANSFORMATIVE APPROACH TO MODERN ENERGY MANAGEMENT

Virtual Power Plants (VPPs) represent a transformative approach to modern energy management, enabling the aggregation of distributed energy resources (DERs) like home batteries, electric vehicles (EVs), and smart appliances into a cohesive, responsive network.



HOW IT WORKS

Financial Incentives for Participants: Users who integrate equiwatt's system with their AlphaESS BESS can receive monetary rewards for participating in grid-balancing activities. By adjusting their energy consumption or contributing stored energy during critical times, participants support grid efficiency with compensation for their flexibility.

Through our innovative integration with equiwatt, these assets function collectively as a single power plant, providing services traditionally reserved for large-scale energy producers.

equiwatt's Energy Management System seamlessly integrates with AlphaESS UK BESS, enabling participation in VPPs, providing significant advantages for both end-users and the broader energy grid:

Enhanced Grid Stability

By synchronising the operation of numerous small-scale energy assets, VPPs can swiftly respond to fluctuations in energy supply and demand. This responsiveness helps maintain grid stability, especially during peak usage periods or when renewable energy generation varies.

Optimised Renewable Energy Utilisation

VPPs facilitate the efficient use of renewable energy sources by balancing intermittent generation with real-time consumption. This coordination ensures that renewable energy is effectively integrated into the grid, reducing reliance on fossil-fuel-based power plants.

Financial Incentives for Participants

Users who integrate equiwatt's system with their AlphaESS BESS can receive monetary rewards for participating in grid-balancing activities. By adjusting their energy consumption or contributing stored energy during critical times, participants support grid efficiency with compensation for their flexibility.

Discovering powerSmart Events

A TRANSFORMATIVE APPROACH TO MODERN ENERGY MANAGEMENT

powerSmart events are a pathway to participating in energy-saving initiatives and being rewarded. Integrating equiwatt's Energy Management System with AlphaESS products enables users to engage in these events, leading to financial rewards and enhanced energy efficiency.

Understanding powerSmart Events

equiwatt's powerSmart includes both import and export events across the UK, in collaboration with National Energy System's Operator (NESO) and DNO flexibility markets.

Import and export events are designed to encourage households to shift electricity usage during event times. By participating, users help balance the energy grid, reduce reliance on fossil fuels, and earn rewards for their efforts.



How it Works

Participating in **powerSmart** events is straightforward and can be done in four simple steps, seamlessly integrating into your customers' daily routines.

Here's how it works



1

Take Part in Events

- Users receive notifications about upcoming events via the equiwatt app.
- They can opt in to participate or opt out if unavailable.
- Timely notifications ensure awareness of each event in advance.

2

Shift Electricity Usage

- During the event, participant aims to consume less energy compared to their typical usage and export more energy compared to their typical export.
- The app provides insights into their expected usage and export to guide reductions.
- Connected batteries and smart devices, such as smart plugs or EV chargers, can automate this process.

3

Earn Points for Participation

- The smart meter records the reduced electricity usage and export.
- equiwatt calculates the earnings, awarding points based on the energy shifted.
- The greater difference compared to the forecasts results in more points.

4

Redeem Points for Rewards

- Customers can then redeem the accumulated points redeemed for eGift cards from popular retailers, including Amazon, John Lewis, Sainsbury's, Tesco, and Asda.
- Alternatively, customers can donate their accumulated points to selected charities.

A WIN-WIN FOR EVERYONE

equiwatt's system, integrated into AlphaESS BESS and participation in powerSmart events, delivers a significant value proposition for customers looking to embrace or enhance their battery energy storage system. For our distributor and installer network, you position yourself as a provider of effective energy storage solutions and a facilitator of ongoing energy savings and rewards, adding value that can differentiate your offerings in the competitive market, leading to increased customer satisfaction and loyalty.



Getting started with equiwatt, in partnership with AlphaESS UK, and integrating it into your customers' systems couldn't be simpler or more seamless.

To help you with your customer conversations and getting setup with equiwatt, we've developed a customer-facing information brochure that includes some FAQs and directions for people to get started with equiwatt, take advantage, and quickly see the benefits.

You'll find the interactive links to the customer document and other resources below.

- [AlphaESS UK/equiwatt Customer Brochure](#)
- [equiwatt Website: https://www.equiwatt.com/](https://www.equiwatt.com/)
- [Installer Set Up Guide](#)
- [Installer FAQs](#)



Getting started

ENGAGING, EDUCATING
AND SIGNING UP YOUR
CUSTOMERS

The equiwatt integration into AlphaESS BESS Systems in the UK and the equiwatt App are the responsibility of equiwatt and Installers. All enquiries should be directed to equiwatt at the contact details here.



hello@equiwatt.com



www.equiwatt.com