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COURSE BROCHURE

Battery Storage Revenue Stacking in Power Markets Training Course

22 – 26 November 2027
Dar es Salaam

Battery Storage Revenue Stacking in Power Markets Training Course

Ref: 2754_105303 **Date:** 22 – 26 November 2027 **Location:** Dar es Salaam **Fees:** 7900 GBP

Battery Storage Revenue Stacking in Power Markets is a 1-week training course for commercial, trading and business development staff in power companies, built around a storage revenue stack and commercial case. As wholesale prices grow more volatile and system operators buy more fast flexibility, the value of a battery depends on how its revenue streams are combined without overcommitting the asset. Jupiter Prime Training presents battery storage revenue stacking as a commercial discipline grounded in physical limits.

Why Battery Storage Revenue Stacking Matters Now

Three forces shape the commercial case for grid batteries today. Rising shares of variable renewable output widen intraday price spreads and create demand for fast frequency response. System operators and network owners are opening new procurement routes for reserve, capacity and local congestion relief. Lenders ask for cases that survive falling service prices and cell wear. An organisation that stacks revenues well secures durable margins and financeable contracts; one that stacks them badly double-counts capacity, breaches service obligations or wears out cells early.

Who Gains Most from Battery Storage Revenue Stacking

- Commercial analysts who estimate merchant and contracted income for storage assets
- Trading desk staff who bid battery capacity into day-ahead, intraday and balancing markets
- Business development staff who screen sites and negotiate tolling or offtake terms
- Asset managers who balance dispatch income against warranty limits, availability targets and cell wear
- Investment and finance staff who turn revenue scenarios into cases for lenders and boards

Mixed commercial teams gain most when trading, origination and asset staff attend together.

Battery Storage Revenue Stacking Capabilities

Participants price each service a battery can sell and test how services compete for the same megawatts.

- Calculate energy arbitrage income from historical price spreads and round-trip efficiency — merchant bidding strategy
- Assess frequency response and reserve service income against availability and performance penalties — service tender decisions
- Weigh capacity payments and network support contracts against lost trading flexibility — long-term commitment choices
- Design a degradation-aware dispatch policy that links cycling to warranty and augmentation costs — asset manager approval
- Compare tolling, floor and merchant structures for risk sharing — counterparty negotiation
- Build a stacked revenue case — investment committee and lender review

Key Battery Storage Revenue Stacking Terms

- Revenue stacking — combining several income streams from one battery while making sure no megawatt or megawatt-hour is sold twice.
- Energy arbitrage — charging when wholesale prices are low and discharging when they are high to earn the spread, less losses.
- Round-trip efficiency — the share of energy taken from the grid that a battery returns after charging and discharging.
- State of charge — the stored energy in a battery at a moment, expressed as a share of usable capacity.
- Tolling agreement — a contract in which a counterparty pays a fixed fee to control a battery's dispatch and keep the market income.
- Cycle degradation — the gradual loss of usable capacity caused by repeated charging and discharging.

Battery Storage Revenue Stacking Day by Day

Day 1: Storage Value in Changing Power Markets

- Wholesale Price Shape Analysis — Where Spreads Create Storage Value
- Flexibility Service Landscape Map — Which Buyers Pay For Speed
- Battery Technical Envelope Review — Power, Energy And Duration Limits
- Market Rule Screening Checklist — Access Barriers For New Assets
- Stakeholder Value Mapping — Operator, Network And Offtaker Interests

Day 2: Pricing Individual Revenue Streams

- Arbitrage Back-Testing Model — Realistic Spread Capture After Losses
- Frequency Response Income Model — Availability Fees Versus Penalties
- Reserve And Balancing Bid Curves — When To Hold Back Capacity
- Capacity Payment Valuation — Derating Factors And Duration Rules
- Network Support Contract Pricing — Congestion Relief And Deferral Value

Day 3: Combining Services Without Double Counting

- Service Compatibility Matrix — Which Streams Can Share One Asset
- State Of Charge Headroom Planning — Reserving Energy For Obligations
- Co-Optimised Dispatch Scheduling — Allocating Megawatts Across Markets
- Cycle Degradation Cost Curve — Pricing Wear Into Every Dispatch
- Augmentation And Warranty Planning — Keeping Capacity Over Asset Life

Day 4: Contract Structures and Commercial Risk

- Tolling Agreement Term Design — Fixed Fees, Availability And Control
- Revenue Floor And Collar Structures — Sharing Merchant Downside
- Offtake Counterparty Credit Review — Exposure And Security Packages
- Price Cannibalisation Scenarios — Spread Erosion As Fleets Grow
- Lender Revenue Case Expectations — Contracted Share And Sensitivities

Day 5: Practising the Storage Revenue Stack and Commercial Case

- Stream Valuation Rerun On A Live Case — Testing Day Two Prices
- Stack Conflict Check — Applying The Compatibility Matrix To The Case
- Contract Mix Selection — Choosing Merchant Versus Tolled Exposure
- Peer Challenge Of Downside Scenarios — Stress Testing Assumptions
- Storage Revenue Stack And Commercial Case — Final Board-Ready Version

Applying Battery Storage Revenue Stacking After the Course

- Run a back-test of arbitrage and reserve income for one operating or planned battery against its current business case.
- Lead a review of an existing or draft tolling or floor contract to find capacity sold twice or wear left unpriced.

Battery Storage Revenue Stacking Questions FAQ

What is battery storage revenue stacking and why does it matter now?

Battery storage revenue stacking is the practice of earning several income streams from one battery without overselling its capacity. It matters now because price volatility and new flexibility markets reward batteries.

Which roles gain most from battery storage revenue stacking training?

Commercial analysts, trading desk staff, origination teams, asset managers and investment staff gain most. Each prices, bids, contracts or finances storage capacity.

How does battery storage revenue stacking differ from a battery project sizing course?

Battery storage revenue stacking focuses on markets, services, dispatch and contracts after the asset exists. A sizing and procurement course chooses power rating, duration, site and supplier.

What do you bring back from battery storage revenue stacking training?

You bring back a storage revenue stack and commercial case for a real or sample asset. It values each stream, removes double counting, prices cell wear and compares contract structures.

Battery Storage Revenue Stacking: The Way Forward

The storage revenue stack and commercial case first informs whether to bid an asset as merchant capacity or sign a tolling or floor contract. Trading, origination and finance staff use it. After its first use, the perspective worth revisiting is degradation pricing, because actual cycling data soon shows whether wear was priced realistically.