

FINANCE PROFESSIONALS

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TO OUTFIT

POWER YOUR GROWTH

A Guide to Battery Energy
Storage Systems-as-a-Service
for Finance Professionals





BATTERY ENERGY STORAGE SYSTEM



The Financial Case for BESS-as-a-Service

Electrification is no longer a niche concern for business – it is a mega-trend reshaping global industries. As energy markets shift away from fossil fuels, businesses must navigate rising electricity costs, regulatory pressures, and the increasing need for energy security.

Battery Energy Storage Systems (BESS) are emerging as a strategic asset, allowing companies to optimize energy costs, unlock new revenue streams, and reduce exposure to market volatility.

However, traditional BESS ownership requires significant upfront capital investment, ongoing maintenance, and in-house expertise – barriers that often deter organizations that prefer risk-free, high-ROI solutions. **ABB's BESS-as-a-Service** model eliminates these hurdles, making energy storage more accessible than ever. Unlike conventional models, BESS-as-a-Service enables businesses to deploy a BESS solution without up-front capital expenditure – instead, paying for the service through a predictable, OPEX-based model that in many cases delivers day-one financial benefits.

Beyond cost optimization, electrification is a strategic necessity. As decarbonization policies tighten and businesses face growing ESG scrutiny, BESS provides a tangible way to cut emissions while maintaining operational resilience. In addition, with grid instability and energy price spikes becoming more frequent, BESS helps mitigate risk, ensuring long-term energy independence.

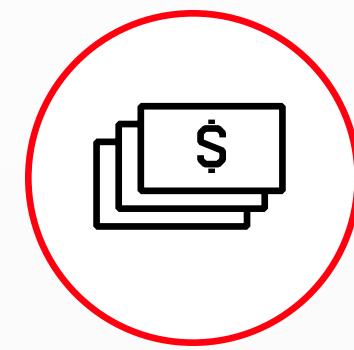
For finance leaders, BESS-as-a-Service represents a low-risk, high-impact opportunity – one that future-proofs business operations, enhances sustainability credentials, and delivers measurable cost savings from day one. This playbook will outline how finance professionals can leverage ABB's industry-leading expertise to turn energy storage into a financial advantage – without capital risk or operational complexity.

Bob Wild 

Chief Financial Officer
ABB Electrification Service

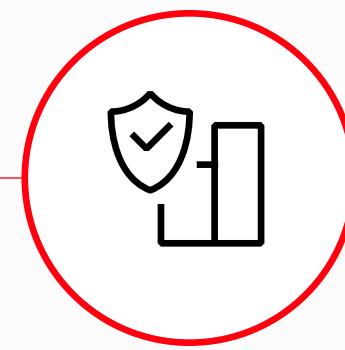


key benefits of BESS



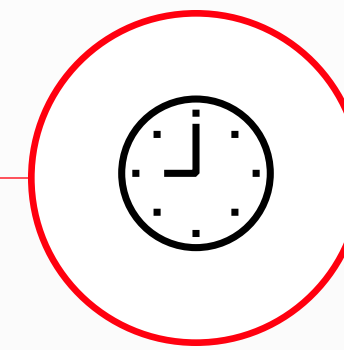
Unlock revenue streams

For sites that have their own renewable energy generation, BESS offers the opportunity to trade clean energy back to the grid. Alternatively, that excess energy can be put to use powering new revenue streams such as EV charging facilities on your sites. In addition, by providing fast-response frequency regulation, voltage support and spinning reserve, a BESS enables businesses to monetize their storage assets.



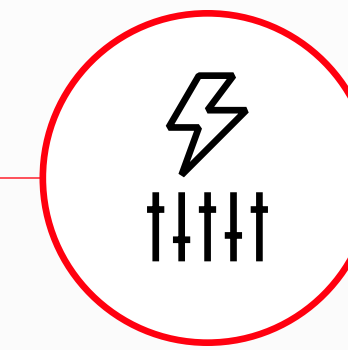
Energy arbitrage

By purchasing and storing electrical energy when rates are low, and trading it back to the grid when prices rise, businesses can simultaneously protect themselves against price volatility while also turning power into profit.



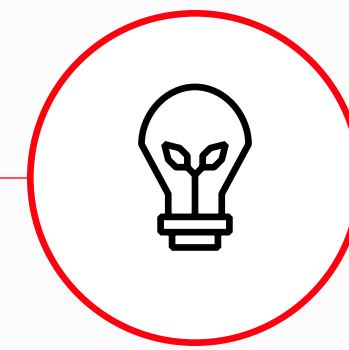
Peak shaving

By storing electrical power in a BESS during off-peak pricing, and using that energy during periods when rates are higher, businesses can reduce energy bills and avoid demand charges.



Power smoothing

A BESS helps absorb voltage spikes and compensate for drops in real time, stabilizing fluctuations in electricity supply and ensuring consistent power delivery to your facility, optimizing efficiency and reducing wear on other electrical assets.



Decarbonization

By maximizing the use of renewable energy, reducing or eliminating the use of diesel-powered back-up generators, and improving tracking and reporting capabilities, a BESS solution helps with ESG and sustainability reporting.

And all this with no up-front costs for your business with ABB's as-a-service offer.

The as-a-service model, and how it works

How can I get a BESS without the upfront costs?

Thanks to our financing partners, we are in the unique position to offer BESS solutions with no up-front capital expenditure. The as-a-service model bundles all the costs associated with traditional BESS implementation – including capital works, implementation, commissioning and ongoing maintenance – and replaces them with predictable, stable operational expenditure.

How long are the contracts?

A typical BESS-as-a-Service contract will last between 10 and 20 years.

How long till I start to see returns?

Thanks to benefits from peak shaving and energy trading, as well as the lack of up-front capital expenditure, the majority of BESS-as-a-Service customers can expect to see a positive return on investment from day one.

What's included in the deal?

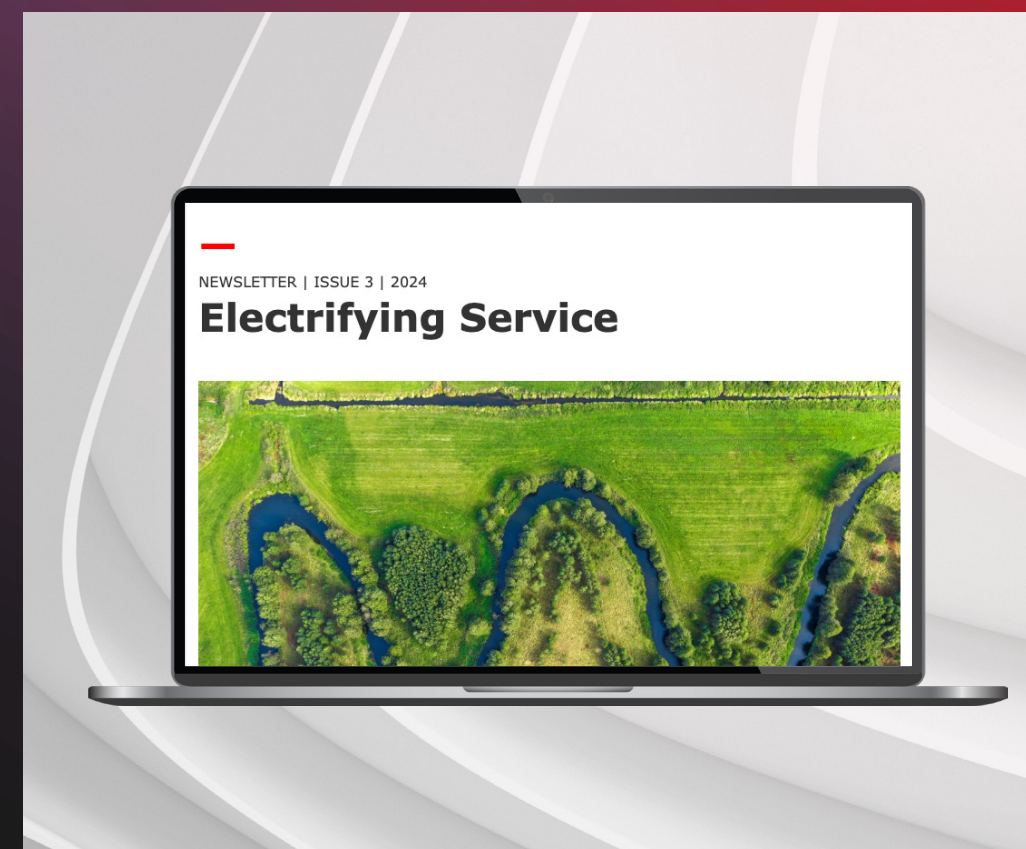
- ✓ BESS hardware, including battery, breakers and switchgear, battery management systems, and power conversion and conditioning systems
- ✓ Software required to monitor performance, manage energy trading and peak shaving, etc.
- ✓ Installation of the BESS on your site, including any required capital works
- ✓ Ongoing maintenance of all BESS equipment by expert ABB personnel for the life of the contract
- ✓ Guarantees and warranties for all BESS equipment for the life of the contract
- ✓ Guarantees of minimum generated income from arbitrage and peak shaving
- ✓ Guarantees of sustainability performance for ESG reporting

NEXT STEPS



Find out more about
BESS-as-a-Service

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