

WEBINAR

How energy storage system operators can benefit from digitalisation

15 Dec 2021



**ARNAUD-GUILHEM
DE LOZE**
ESS Product Manager
Saft



CARLOS HEIN
Director of Global Services,
Energy Storage Solutions
Saft



MICHAEL LIPPERT
Director Innovation and
Solutions for Energy
Saft



STÉPHANE ALAIMO
Digital Software Manager
Saft



KRISTIN SCHUMANN
Deputy Manager,
ESS Storage
Solutions (ESS)
TotalEnergies Renewables



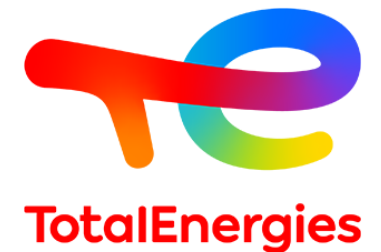
Moderated by
ANDY COLTHORPE
Editor
Energy-Storage.news



SAFT

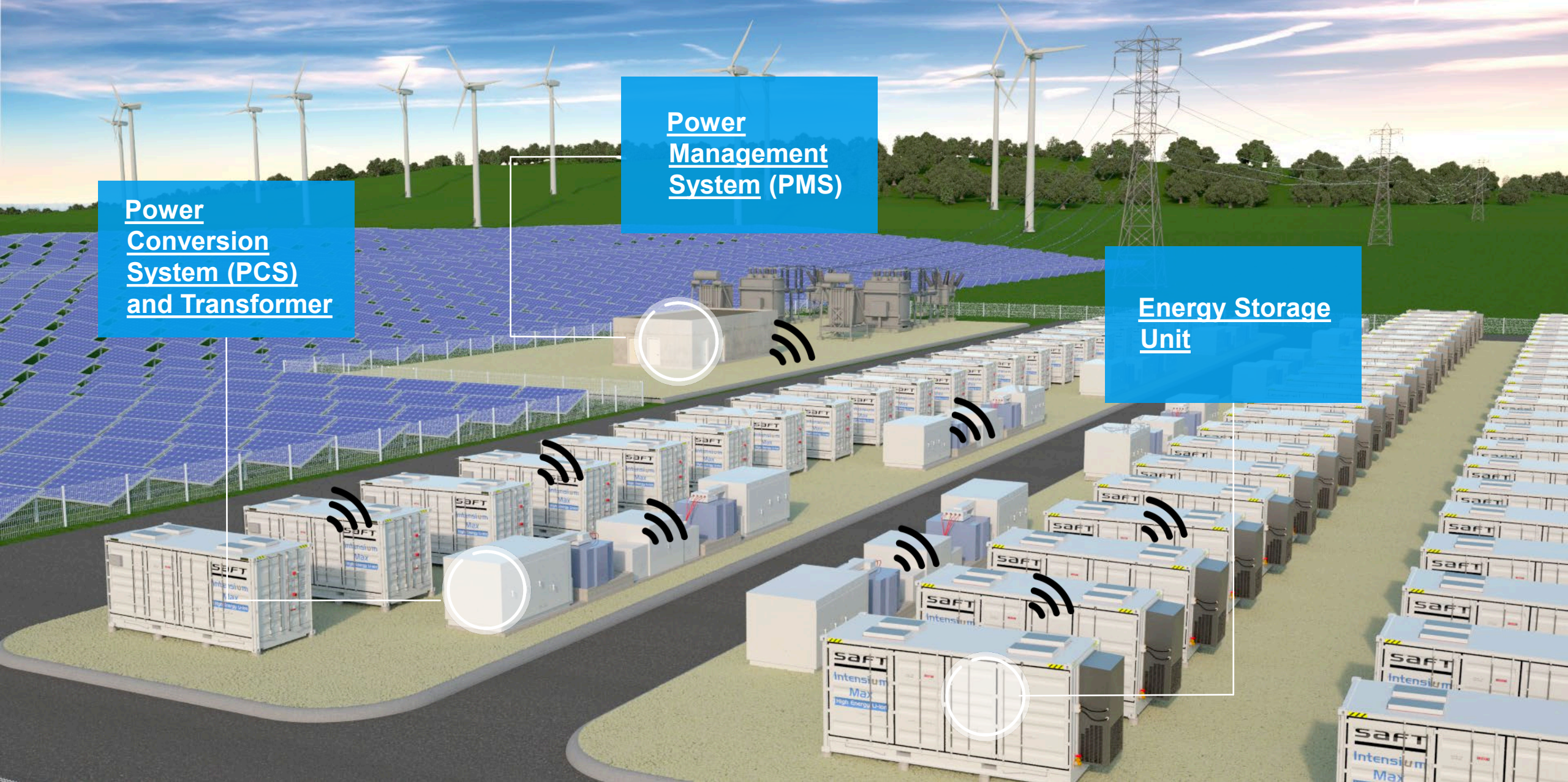
How energy storage system operators can benefit from digitalisation

contact.webinar@saftbatteries.com



Summary

- Why should ESS go digital ?
- Three recommendations to create value
- Data infrastructure and cybersecurity
- Future-proof functionalities
- Use case demonstration



Power
Conversion
System (PCS)
and Transformer

Power
Management
System (PMS)

Energy Storage
Unit



saft

01.

Why should ESS go digital ?

Remoteness

saft

- Distance and time to access unmanned sites
- Management of multiple sites



Avoid travelling



Save time

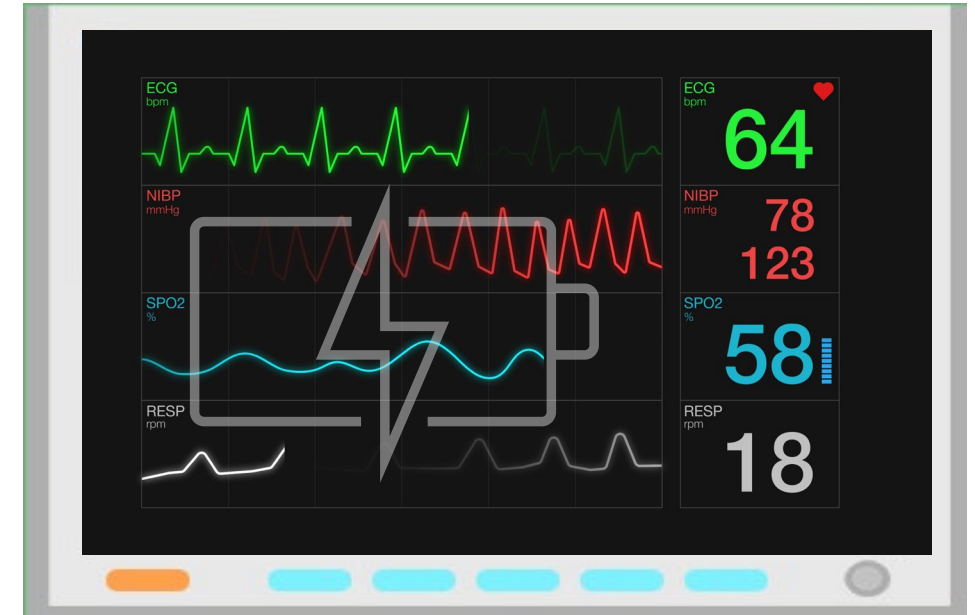


Gain reactivity and effectiveness

Battery Health and Performance



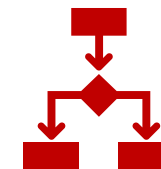
- Multiple operations factors
- Multiple battery parameters determine
 - Health and lifetime
 - Performance
 - Safety
- Ageing behavior specific to each battery technology



Prevent / anticipate failures



Optimize life time



Make informed arbitrage decisions

Flexibility



- Adapt operation pattern of the ESS
 - changing market conditions and rules
 - capture new revenue potential



Assess key parameters
for feasibility



Adapt setpoints



Adapt guarantees

The view of a storage developer

Dunkirk / France

Kristin Schumann
Deputy Manager ESS
TotalEnergies

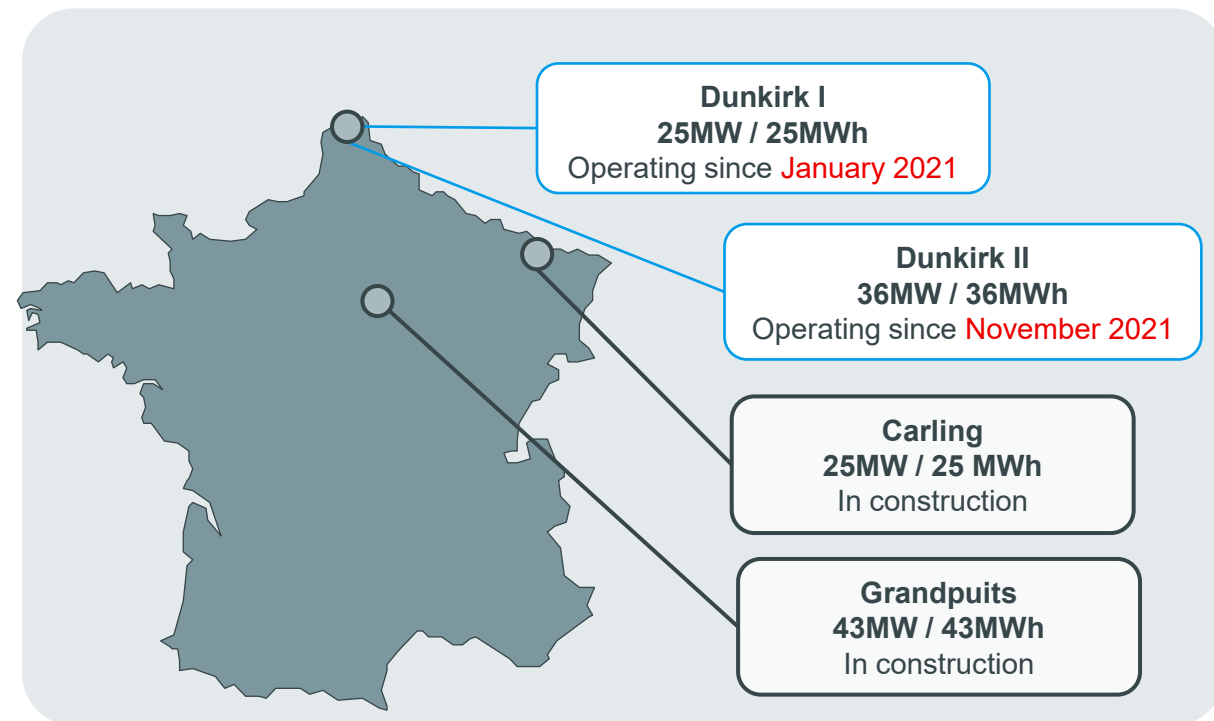




A real case

saft

TotalEnergies 61 MW ESS in Dunkirk



Revenue streams :

Ancillary services (FCR) (70%)

Capacity market (30%)



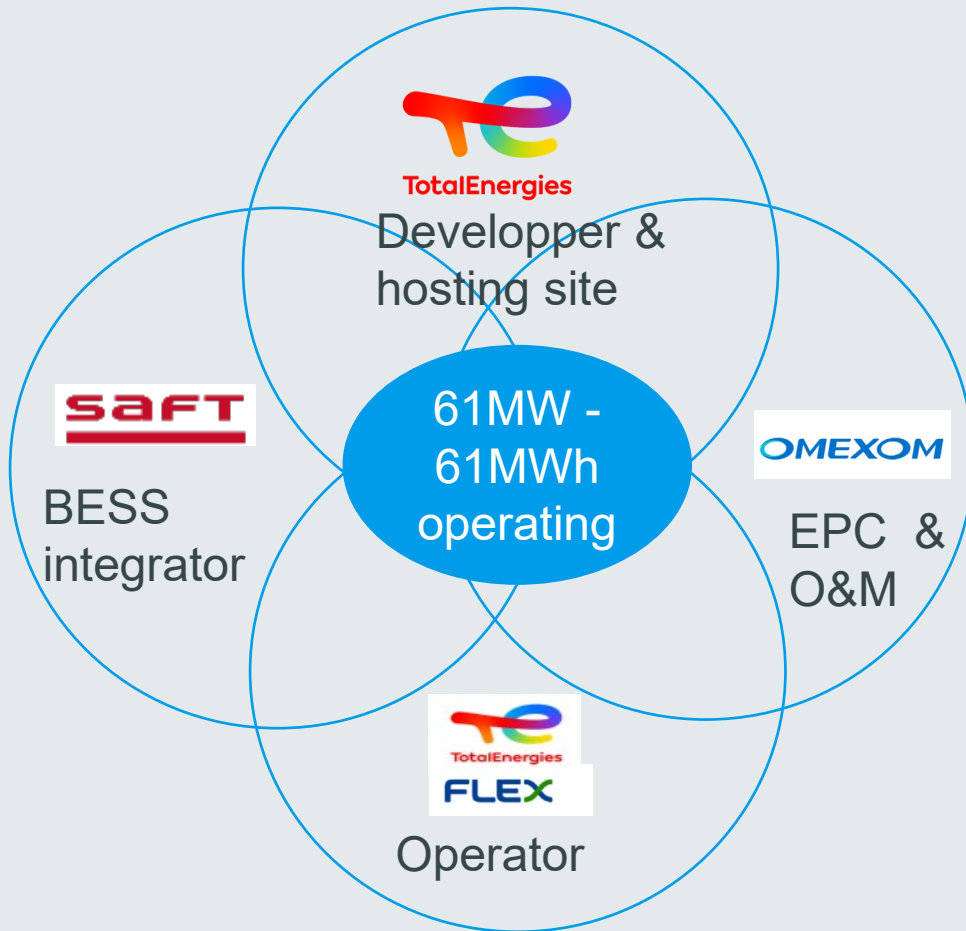
Requirements



- Operation 24/7 for ancillary and grid services
 - Largest installation on French grid
 - → non – availability = heavy impact
- RTE has heavy penalties in case of non-fulfilment of service

Technical requirements:

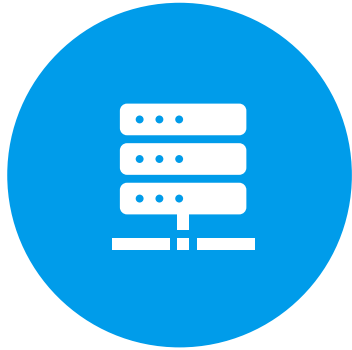
- Fully automated operation, little human monitoring
- 25 data points to RTE every 10 seconds (voltage, frequency, reactive power, ...)
- Reliable, secure, high resolution data & collection in a data center
- Remote, aggregation for multiple sites by Flex
- Instant information to SCADA of BESS system health



02.

Three recommendations to create value

Three recommendations to create value



**Have a consistent,
cybersecure data
acquisition and
management
infrastructure**



**Combine data and models
into analytical functions
in close cooperation with
operators and service teams**

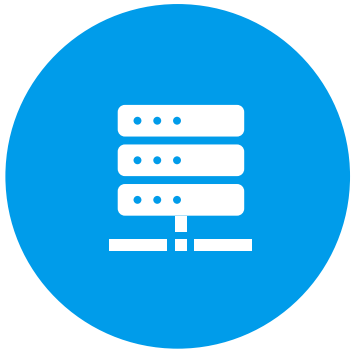


Be future – proof

Three recommendations to create value



Data acquisition and management infrastructure



Parameters

- Nature of data
- Hierachy
- Granularity
- Bi-directionality
- Cybersecurity
- Standards



Benefits

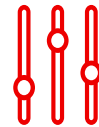
Reliable and high quality information

based on good data

Three recommendations to create value



Develop analytical functions in close cooperation with Operators (O) and Services (S)



Key Points

- | | O | S |
|-----------------|---|---|
| • Dashboard | ✓ | ✓ |
| • History data | ✓ | ✓ |
| • Configuration | | ✓ |
| • Alarms | | ✓ |
| • Health | ✓ | ✓ |
| • Performance | ✓ | |



Benefit

Information matching needs of Operators and Services

- ✓ Availability
- ✓ Perform to spec
- ✓ Minimum Opex
- ✓ Safe operation

Three recommendations to create value



Be future-proof



Parameters

- Data quality
- Platform flexibility
- Data storage capacity
- Models
(chemistry, system, thermal)
- Field experience



Benefits

Anticipate future ESS configurations and usages

Anticipate new analytical, predictive and automation functions

03.

Data infrastructure and Cybersecurity

Stéphane Alaimo

Technical challenges



- **Data quality**



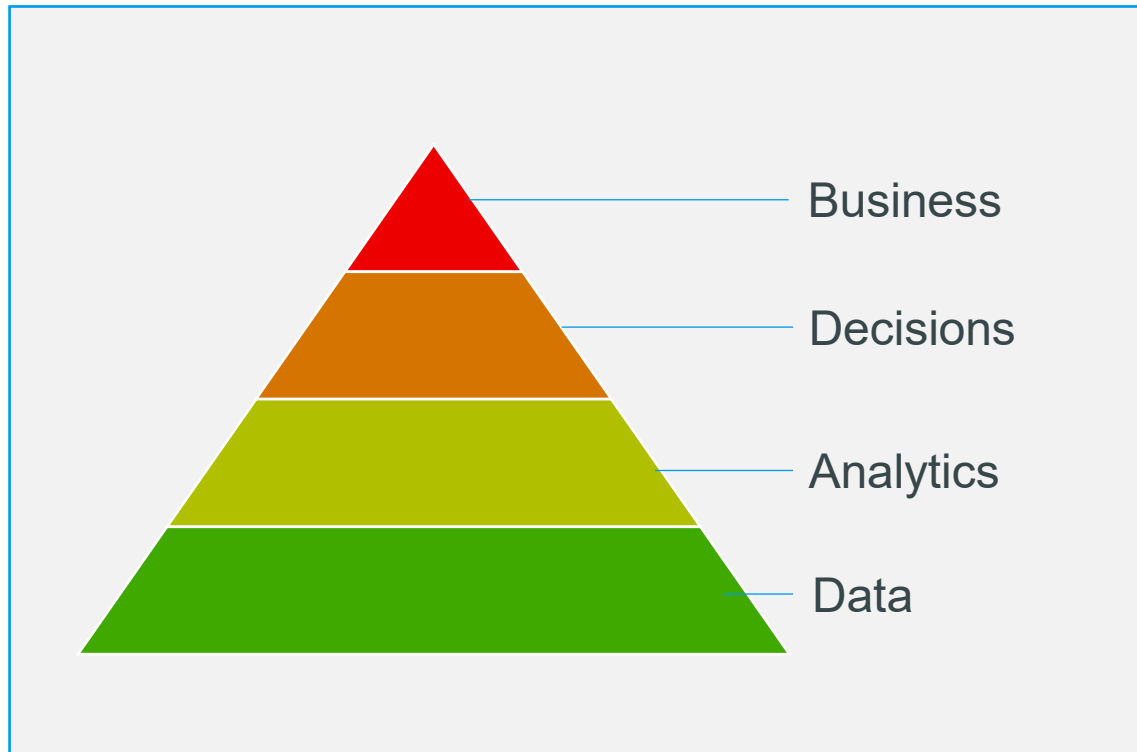
- **Flexibility and scalability**



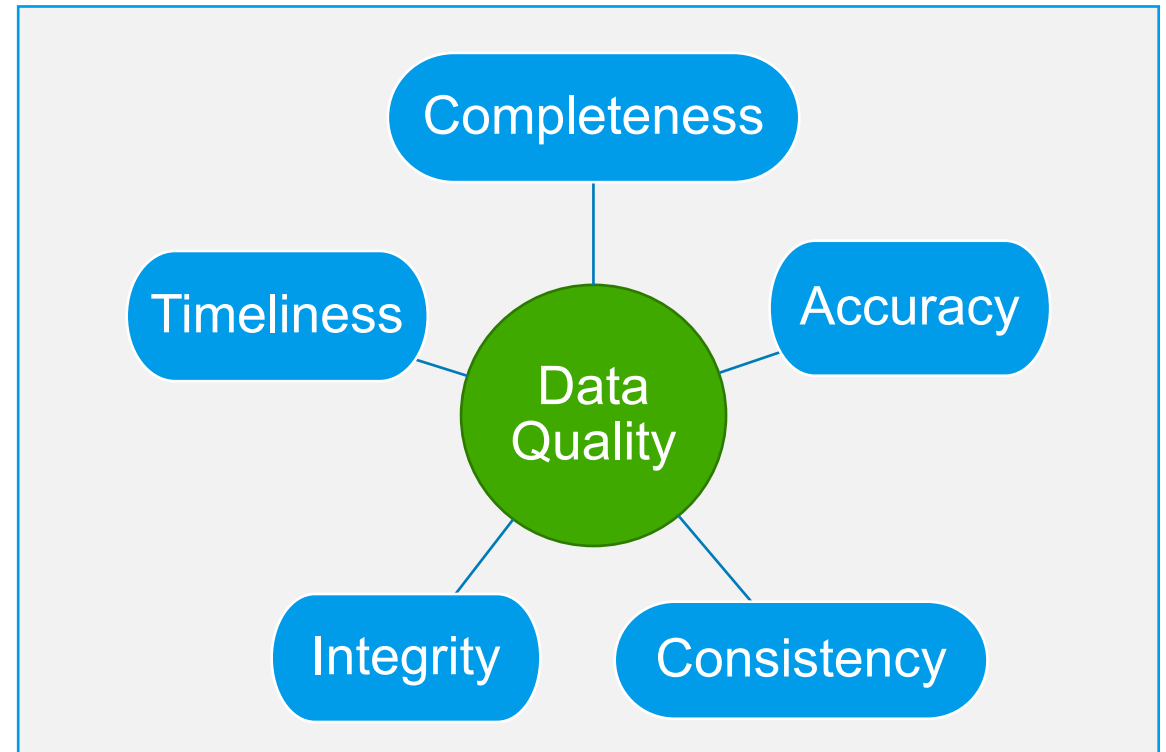
- **Cybersecurity**

Data Quality: Why and what?

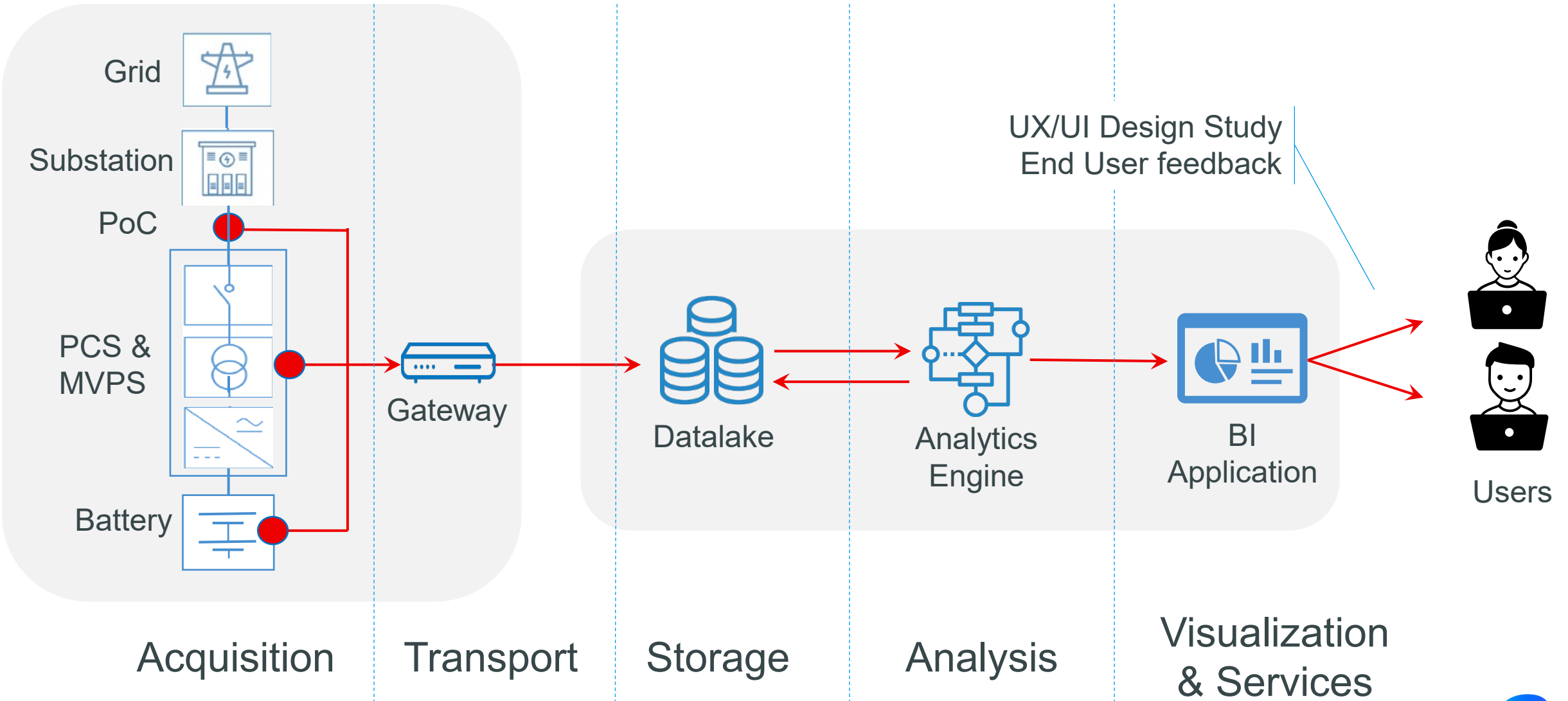
Why is data quality crucial ?



What are the key characteristics?



Data Quality along the Data Pipeline



Digital Platform Flexibility and Scalability



- Data volume explosion



- High availability requirements



- Worldwide installations & users



- Future functionalities and services



- Long lifetime



- Cloud native



- Big data ecosystem



- Open Standards




- Agile & DevOps



63% of organizations surveyed had an industrial cybersecurity incident in the past two years

Source: Dargos

ESS Digital Solution is at the convergence of IT and OT worlds

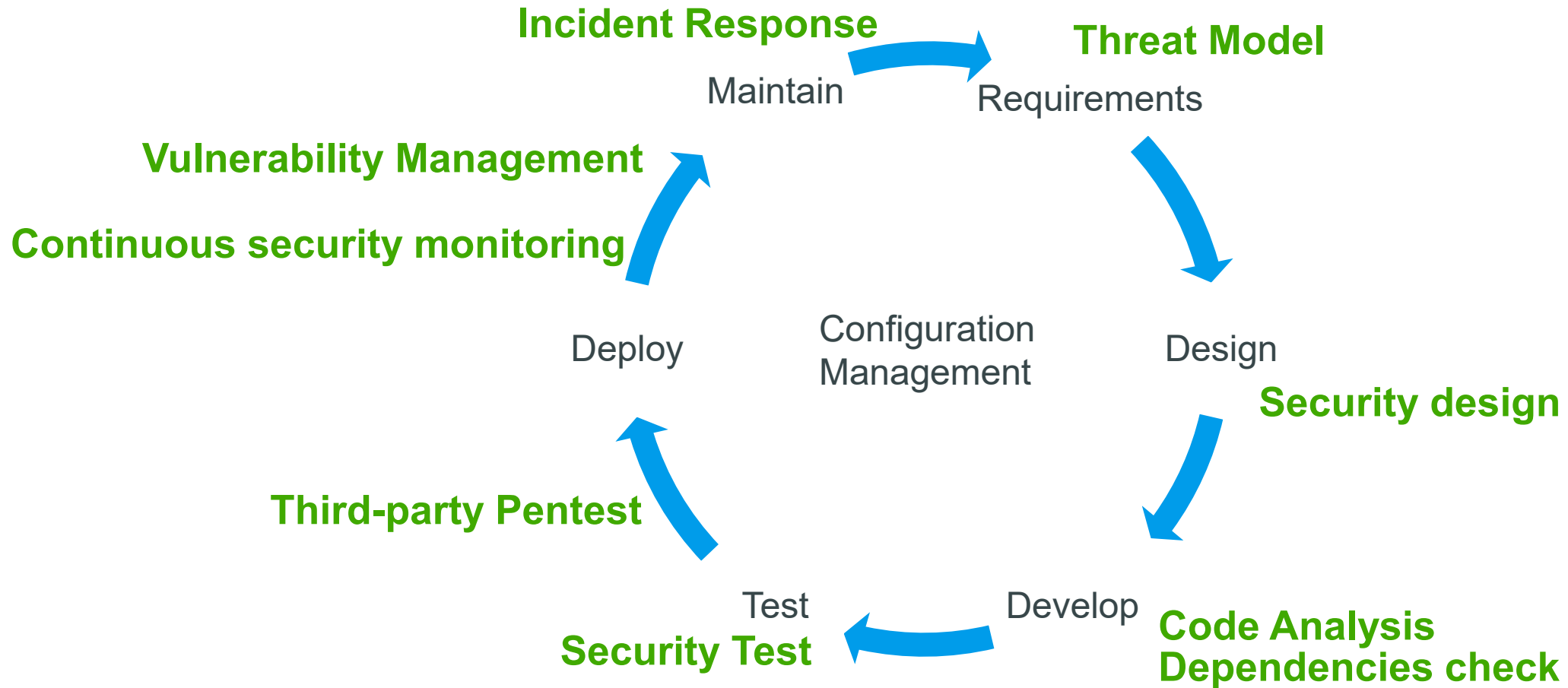
- 
- 1. Confidentiality
 - 2. Integrity
 - 3. Availability

- 1. Availability
- 2. Integrity
- 3. Confidentiality

+Safety!



Secure by design



04.

Future-proof functionalities

Arnaud-Guilhem de Loze

How to build a functional roadmap ?



- Value driven functionalities



- Users oriented interfaces

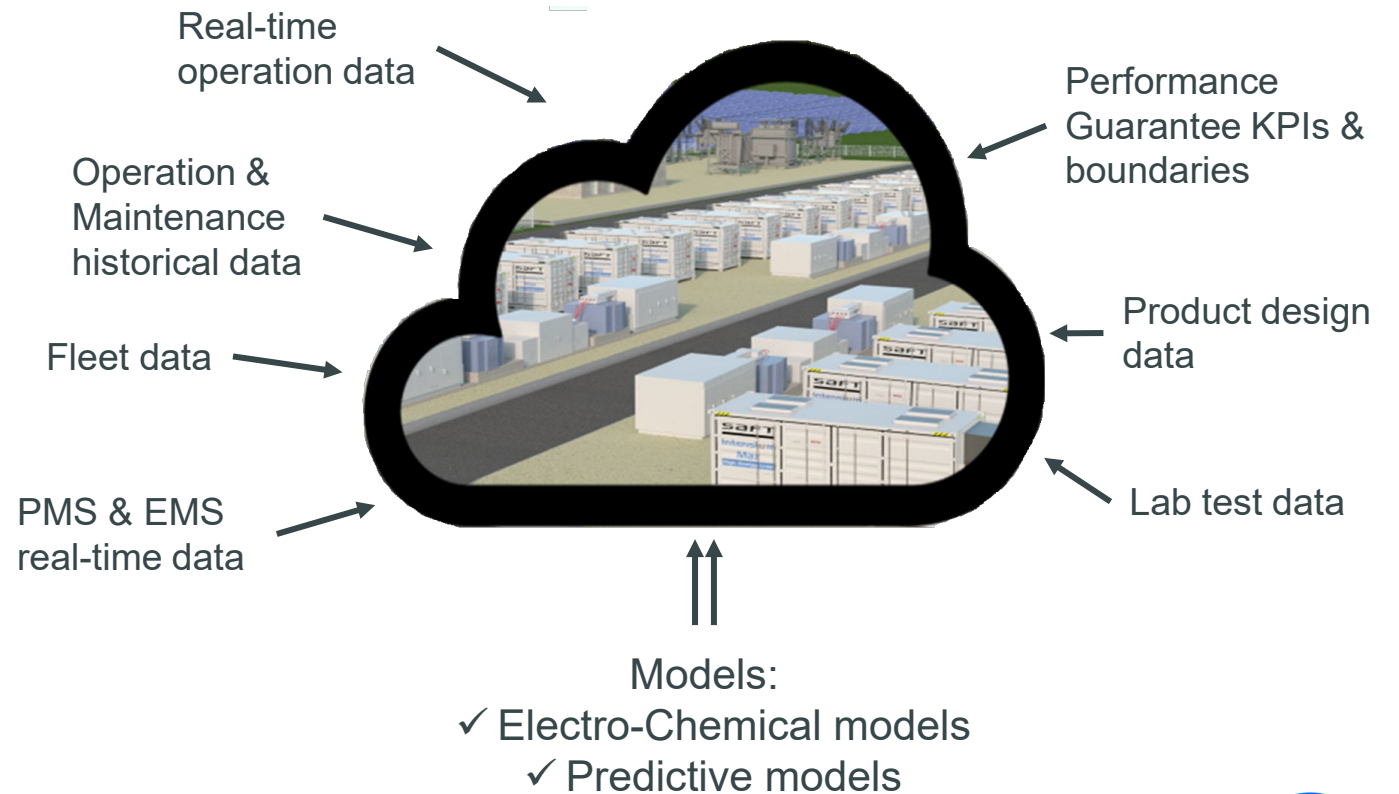


- Iterative development

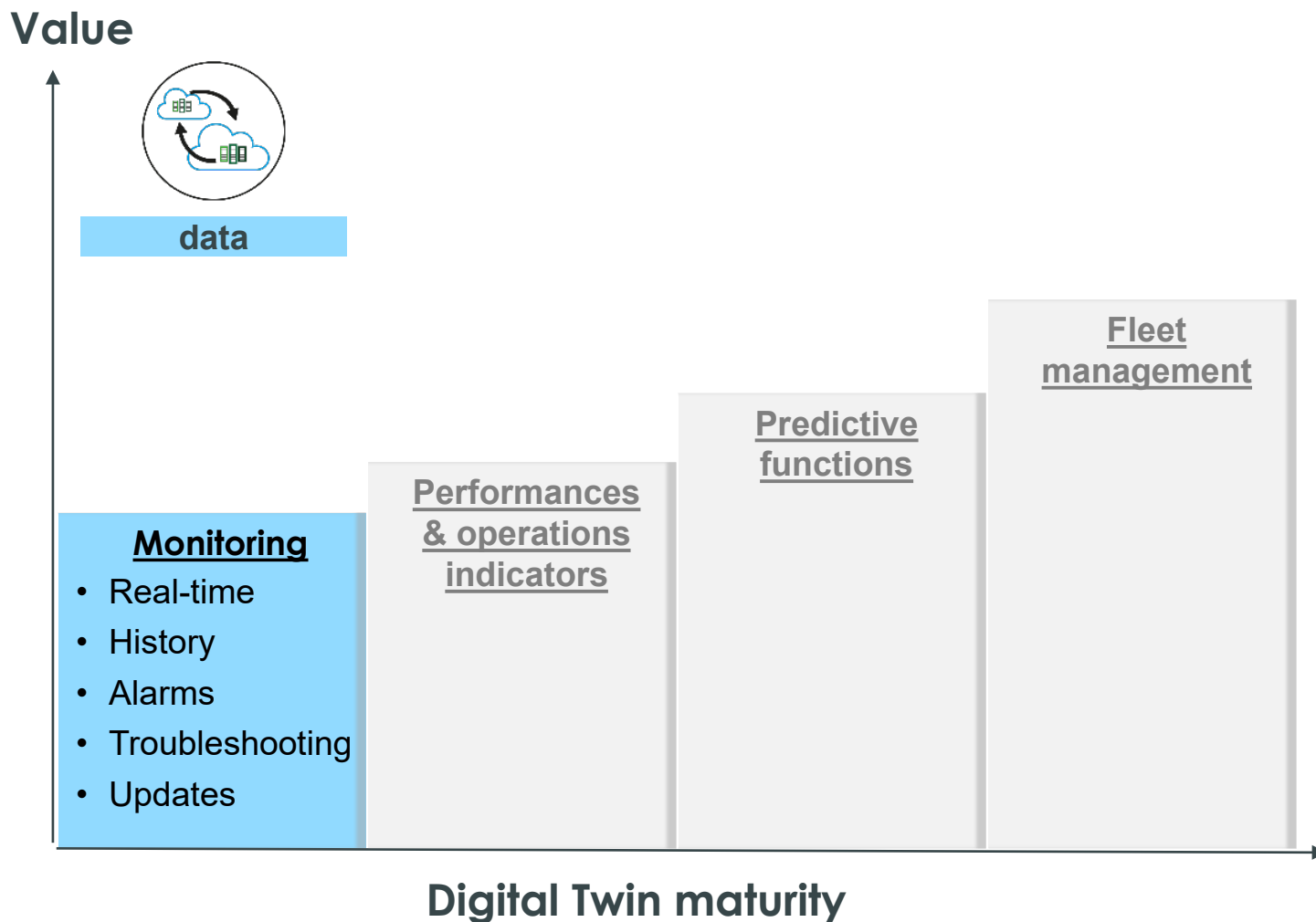


- Future proof ready

What is a digital twin for ESS ?



Digital roadmap based on customer use cases



SAFT						
Site 3		Contractual KPIs	Live status	Historical data		
Event start & end	Alarm ID (1)	Description	Asset type	Asset ID	Site label	Status
22 Jul 2021 12:59	22 Jul 2021 16:00	BANK 1 External Communication Error	Battery	1-1-2-3	AB1	Active
22 Jul 2021 12:59	22 Jul 2021 16:00	BANK 1 External Communication Error	Battery	1-1-2-3	AB1	Active
22 Jul 2021 12:59	22 Jul 2021 16:00	BANK 1 External Communication Error	Battery	1-1-2-3	AB1	Active
22 Jul 2021 12:59	22 Jul 2021 16:00	BANK 1 External Communication Error	Battery	1-1-2-3	AB1	Inactive
22 Jul 2021 12:59	22 Jul 2021 16:00	BANK 1 External Communication Error	Battery	1-1-2-3	AB1	Inactive
22 Jul 2021 12:59	22 Jul 2021 16:00	BANK 1 External Communication Error	Battery	1-1-2-3	AB1	Active
22 Jul 2021 12:59	22 Jul 2021 16:00	BANK 1 External Communication Error	Battery	1-1-2-3	AB1	Inactive
22 Jul 2021 12:59	22 Jul 2021 16:00	BANK 1 External Communication Error	Battery	1-1-2-3	AB1	Active
22 Jul 2021 12:59	22 Jul 2021 16:00	BANK 1 External Communication Error	Battery	1-1-2-3	AB1	Active
22 Jul 2021 12:59	22 Jul 2021 16:00	BANK 1 External Communication Error	Battery	1-1-2-3	AB1	Inactive
22 Jul 2021 12:59	22 Jul 2021 16:00	BANK 1 External Communication Error	Battery	1-1-2-3	AB1	Inactive
22 Jul 2021 12:59	22 Jul 2021 16:00	BANK 1 External Communication Error	Battery	1-1-2-3	AB1	Inactive

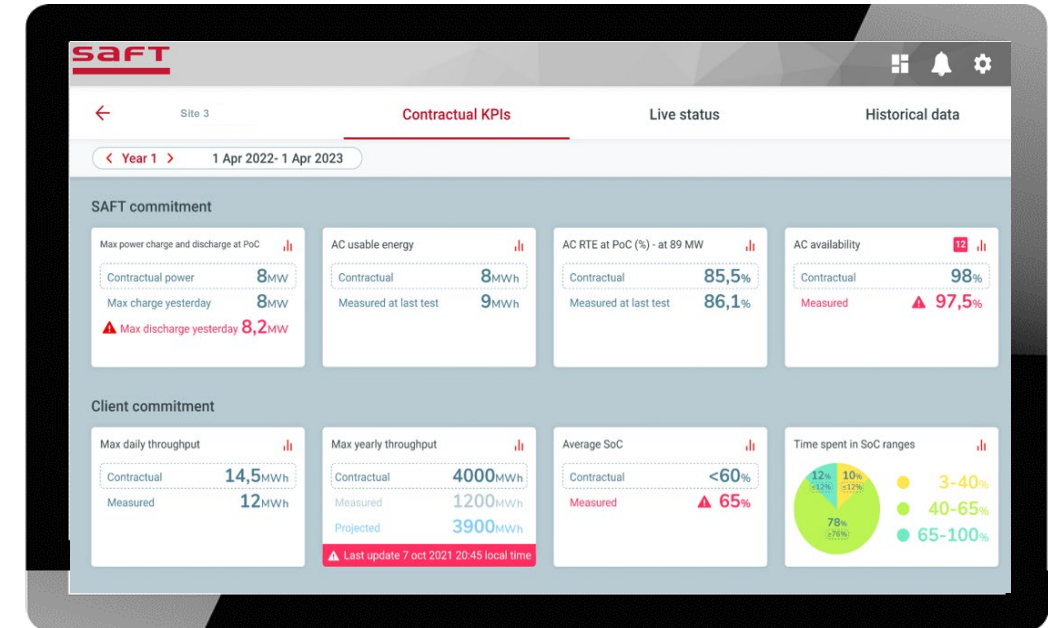
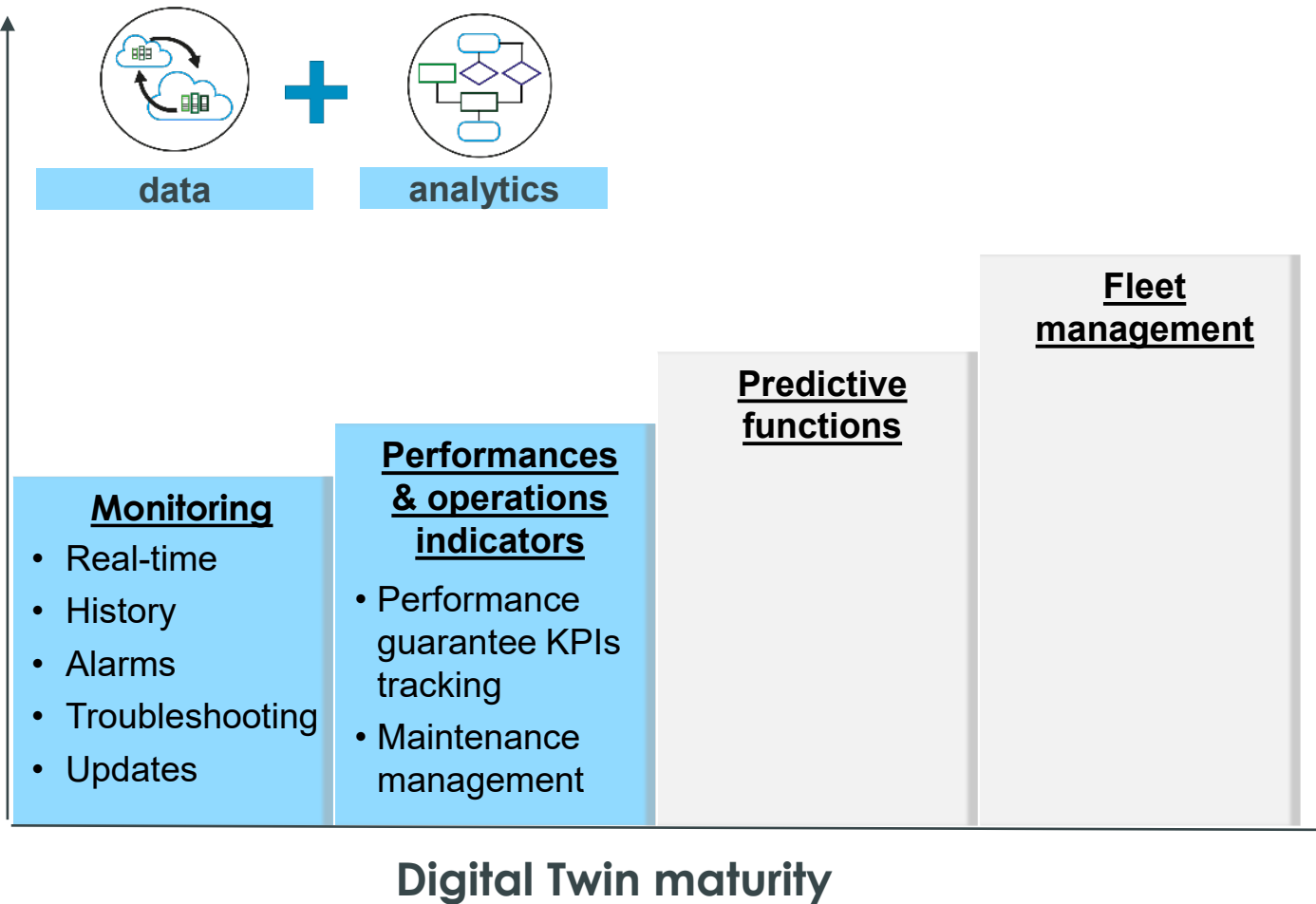
Benefits:

- ✓ Avoid unnecessary travels
- ✓ Save time & increase availability
- ✓ Increase reactivity

Digital roadmap based on customer use cases



Value



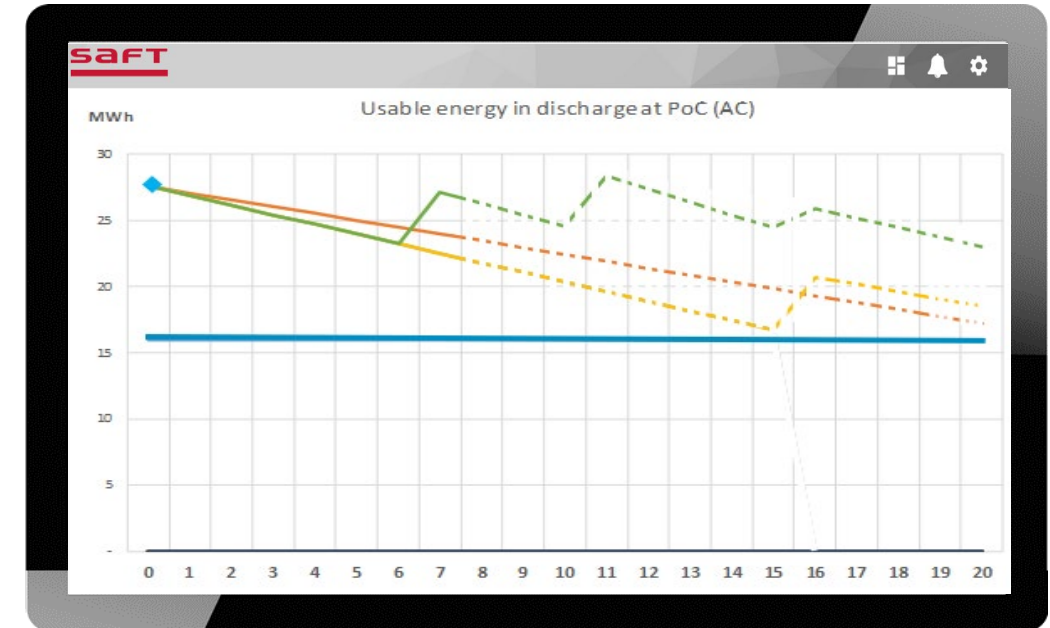
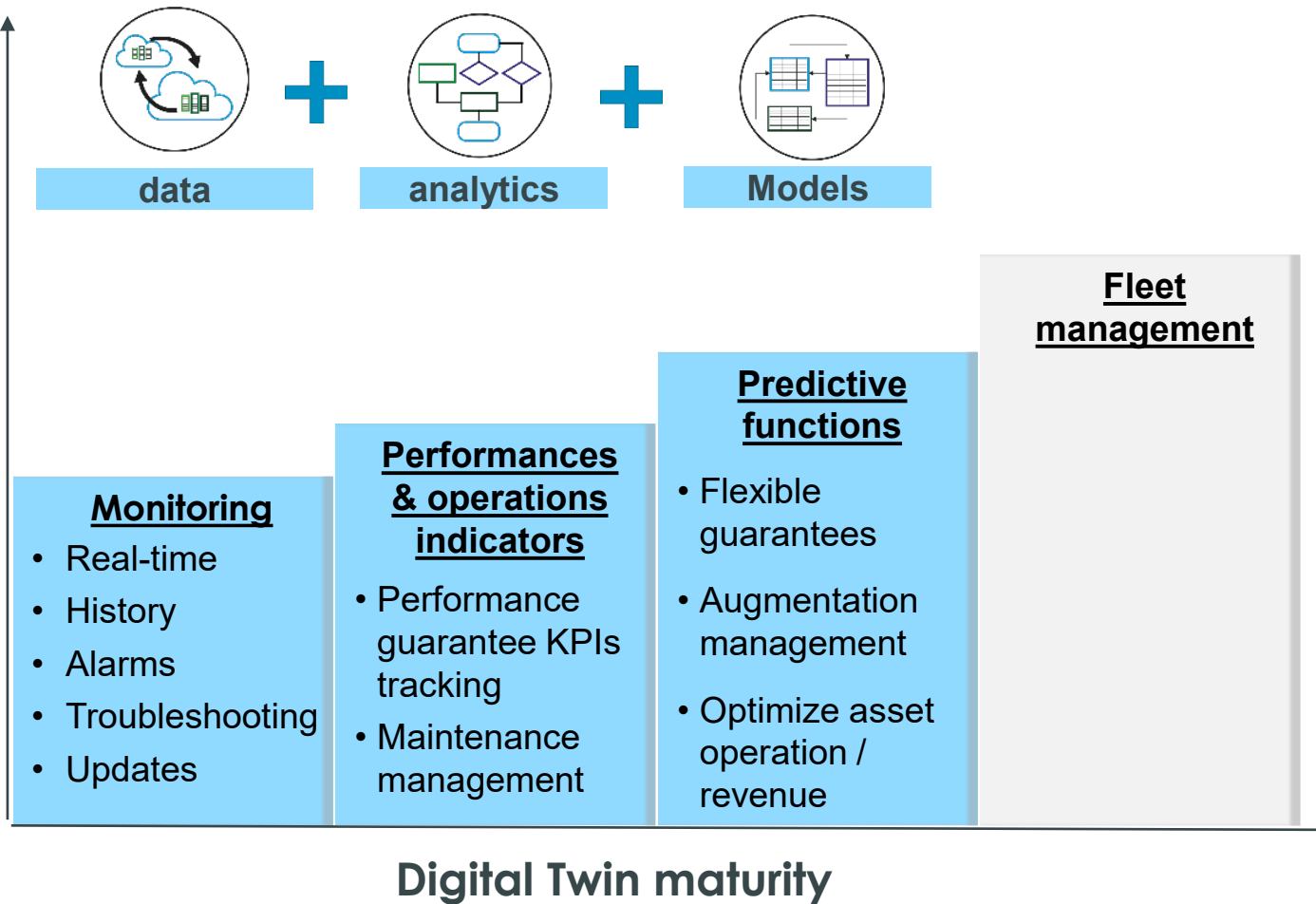
Benefits:

- ✓ Automatize KPIs computation
- ✓ Early identification & correction of performance guarantee deviations
- ✓ Ensure usage within guarantee boundaries

Digital roadmap based on customer use cases



Value



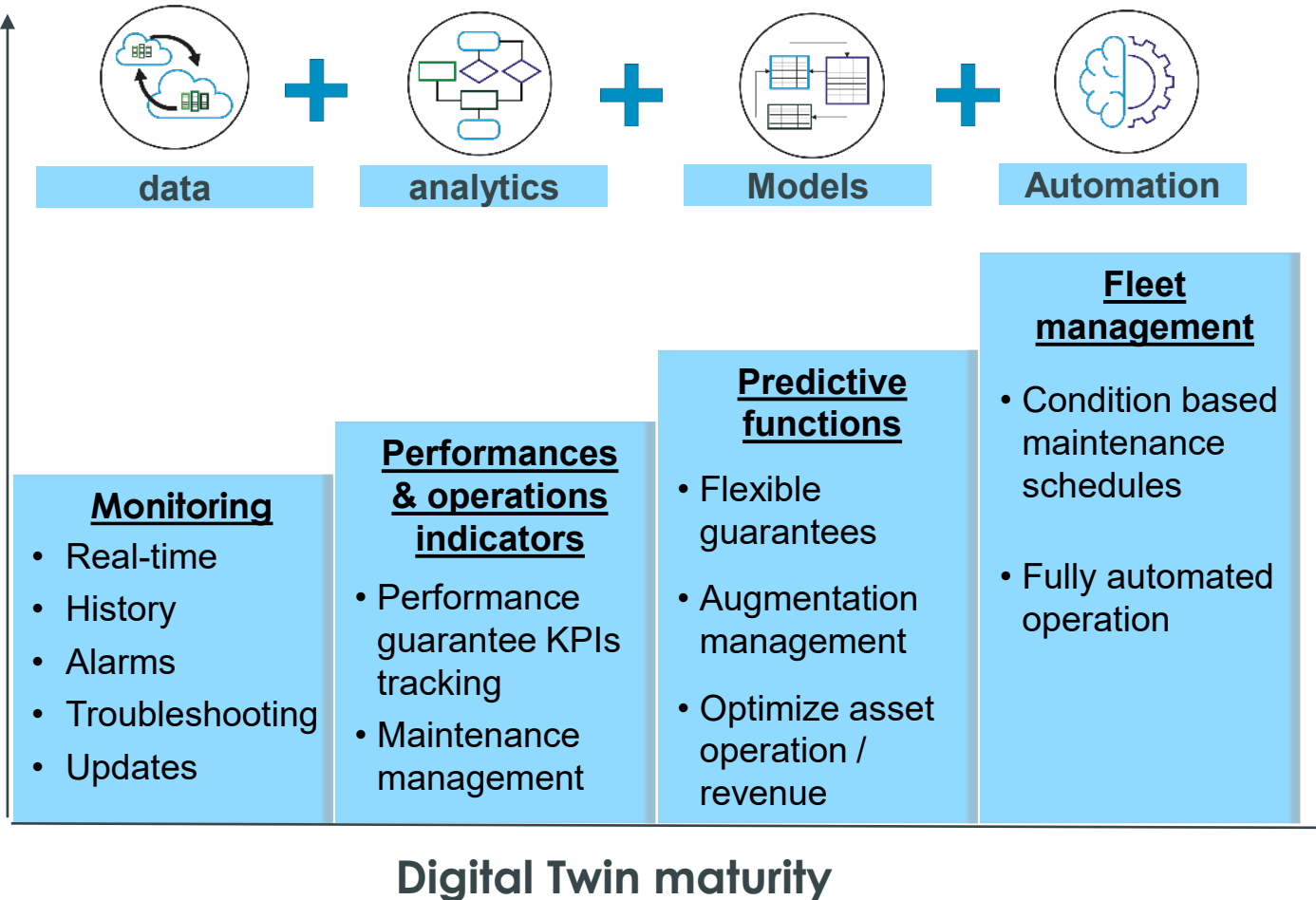
Benefits:

- ✓ Ability to change operation patterns while keeping flexible guarantees
- ✓ Optimize augmentation schedules

Digital roadmap based on customer use cases



Value



Benefits:

- ✓ Optimize maintenance activities & costs
- ✓ Increase availability
- ✓ Optimize battery health

05.

Use case demonstration

Carlos Hein
Director of Global Services

Saft proprietary information

Services Case Study

Solving BESS O&M Issues Remotely with Saft's Digital Tools

Digital Dashboard



ESS Digital Twin

SAFT

Contract Manager ▾



Contractual KPIs

Live status

Historical data

Alerts

< Year 1 > 1 Apr 2021 – 1 Apr 2022

SAFT commitment

AC availability

Contractual 98%

Measured ▲ 97,5%

AC Availability details

Max power at PoC

Contractual power 20MWh

Peak charge power 20MW

▲ Peak discharge power 20MW

% time in excess 3%

AC usable energy

Contractual 20MWh

Measured at last test 22MWh

AC RTE at PoC (%) - at 89 MW

Contractual 85,5%

Measured at last test 86,1%

AC auxiliary consumption

Contractual 700MWh

Measured 500MWh

Projected 600MWh

Client commitment

Max daily throughput

Contractual 25MWh

Measured yesterday 20MWh

Number of days in excess 2days

Max yearly throughput

Contractual 7000MWh

Measured 6000MWh

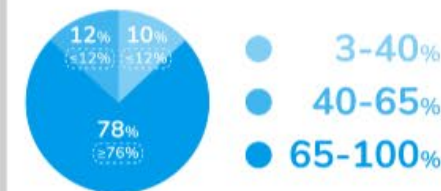
Projected 6500MWh

Average SoC

Contractual <60%

Measured ▲ 65%

Time spent in SoC ranges



Time spent in SoC ranges



Remote Diagnosis



ESS Digital Twin



Contract Manager



Contractual KPIs

Live status

Historical data

Alerts

F 49,98 Hz

P 19,5 MW

Q 22,5 MWaR

U1 25,67 kV

U2 25,67 kV

U3 25,67 kV

I1 1234 A

I2 1234 A

I3 1234 A

Tmin 19°

SOCmin 41%

Tmax 24°

SOCmax 90%

SG1

↓ -1.8MW

SG2

↓ -1.8MW

SG3

↓ -1.8MW

SG4

↓ -1.8MW

SG5

↓ -2MW

SG6

↓ -2MW

SG7

↓ -2MW

SG8

↓ -2MW

SG9

↓ -2MW

SG10

↓ -2MW



Contractual KPIs

Live status

Historical data

Alerts

Event start & end ↓

Alarm ID (1) ↓

Description

Asset type ↓

Asset ID ↓

Site label ↓

Status ↓



20 Sep 2021 12:59

20 Sep 2021 16:00

BANK 22

SOC Calibration Required

Battery

1-1-2-1

SG1

Active



20 Sep 2021 12:59

20 Sep 2021 16:00

BANK 22

SOC Calibration Required

Battery

1-1-2-2

SG2

Active



20 Sep 2021 12:59

20 Sep 2021 16:00

BANK 22

SOC Calibration Required

Battery

1-1-2-3

SG3

Active



20 Sep 2021 12:59

20 Sep 2021 16:00

BANK 22

SOC Calibration Required

Battery

1-1-2-4

SG4

Active



Remote Diagnosis



ESS Digital Twin

saft

Contract Manager ▾



Contractual KPIs

Live status

Historical data

Alerts

Battery Bank 1-1-2-1

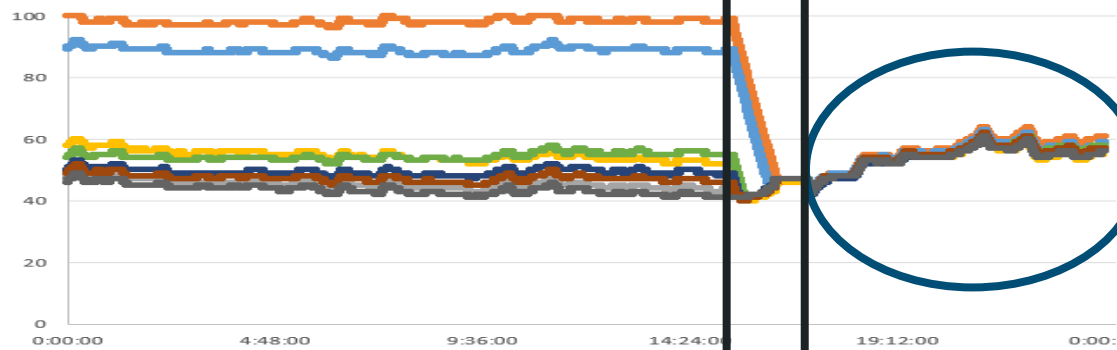
Site Label AB1

Contract year < Year 1 >

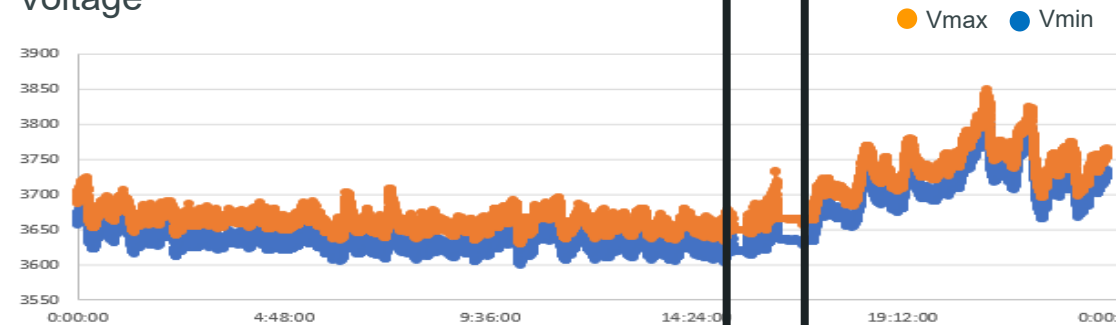
Year 2021

Month September

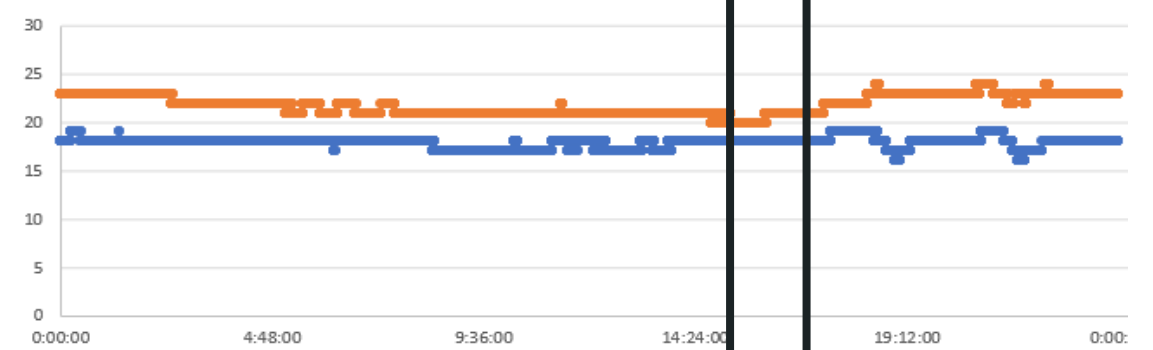
SOC



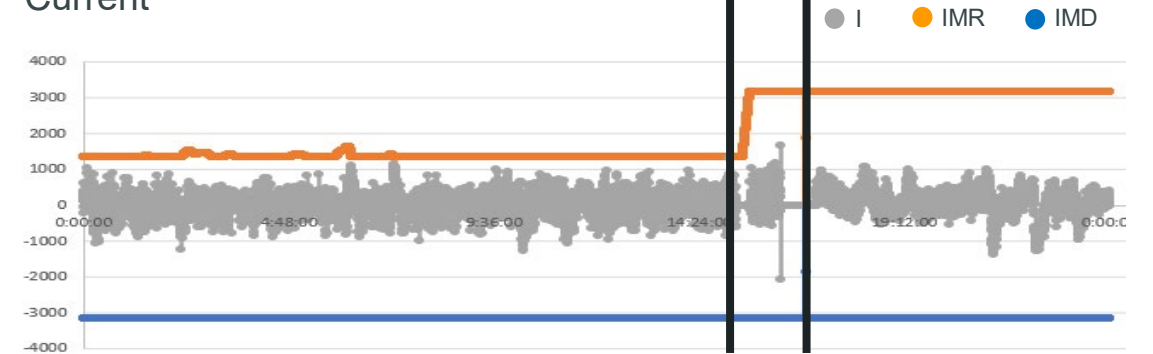
Voltage



Temperature



Current



Remote Solution



ESS Digital Twin



Contract Manager



Contractual KPIs

Live status

Historical data

Alerts

F 49,98 Hz

P 20 MW

Q 22,5 MWaR

U1 25,67 kV

U2 25,67 kV

U3 25,67 kV

I1 1234 A

I2 1234 A

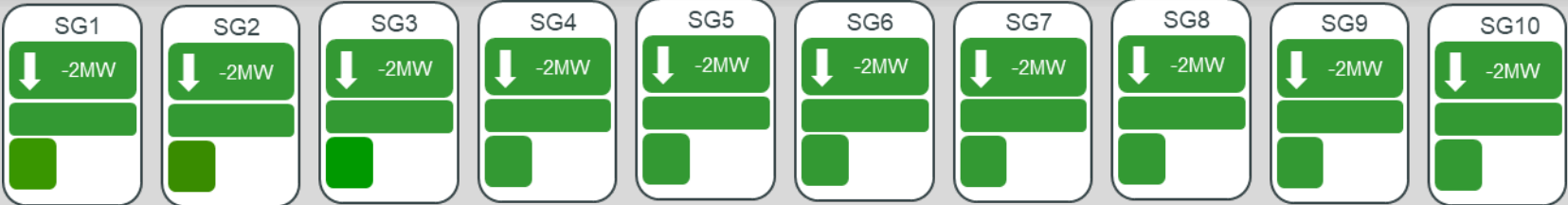
I3 1234 A

Tmin 19°

SOCmin 45%

Tmax 24°

SOCmax 60%



Contractual KPIs

Live status

Historical data

Alerts

Event start & end ↓

Alarm ID (1) ↓

Description

Asset type ↓

Asset ID ↓

Site label ↓

Status ↓

✓	20 Sep 2021 12:59	20 Sep 2021 16:00	BANK 22	SOC Calibration Required	Battery	1-1-2-1	SG1	Resolved
✓	20 Sep 2021 12:59	20 Sep 2021 16:00	BANK 22	SOC Calibration Required	Battery	1-1-2-2	SG2	Resolved
✓	20 Sep 2021 12:59	20 Sep 2021 16:00	BANK 22	SOC Calibration Required	Battery	1-1-2-3	SG3	Resolved
✓	20 Sep 2021 12:59	20 Sep 2021 16:00	BANK 22	SOC Calibration Required	Battery	1-1-2-4	SG4	Resolved





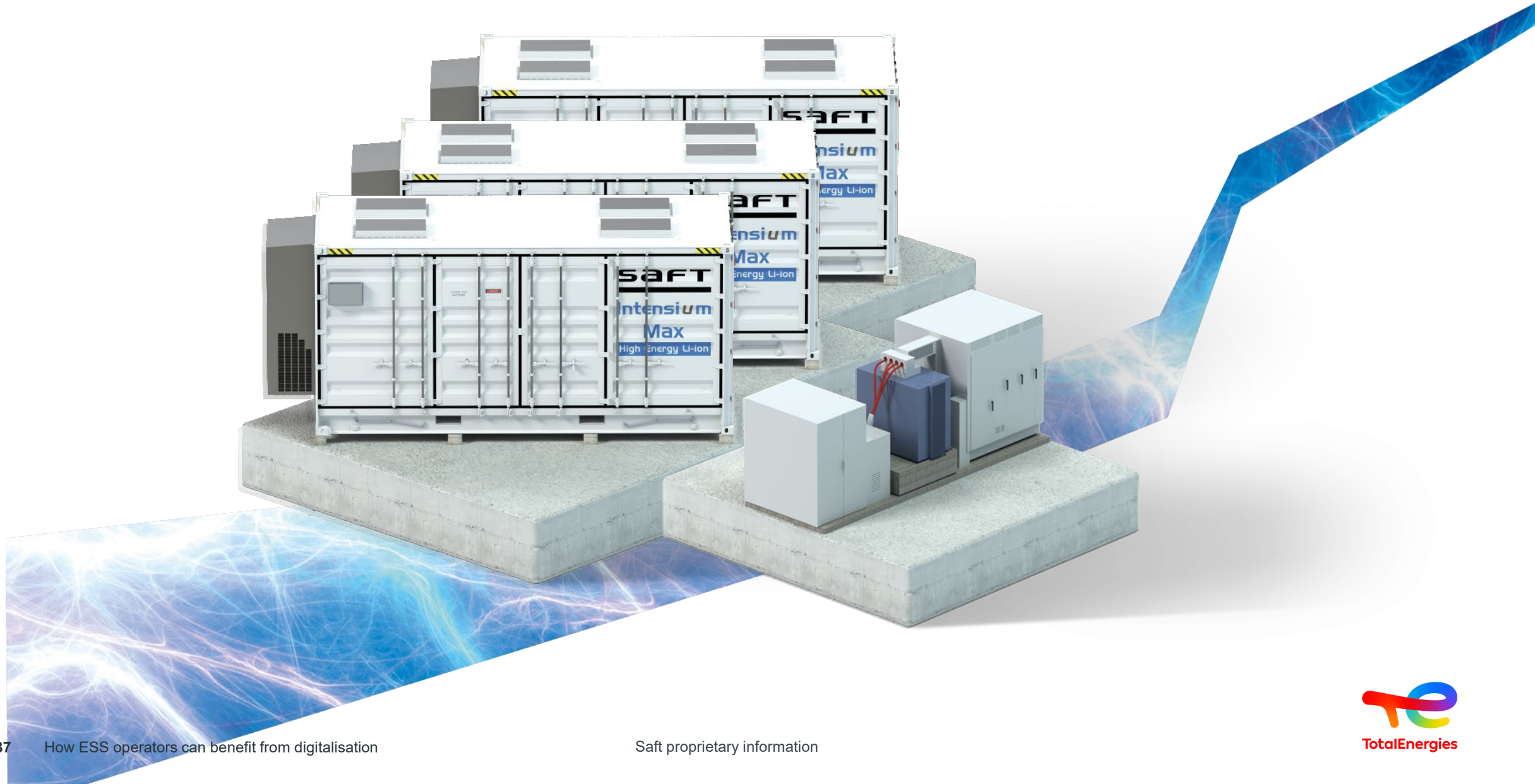
saft

06.

Wrap-up

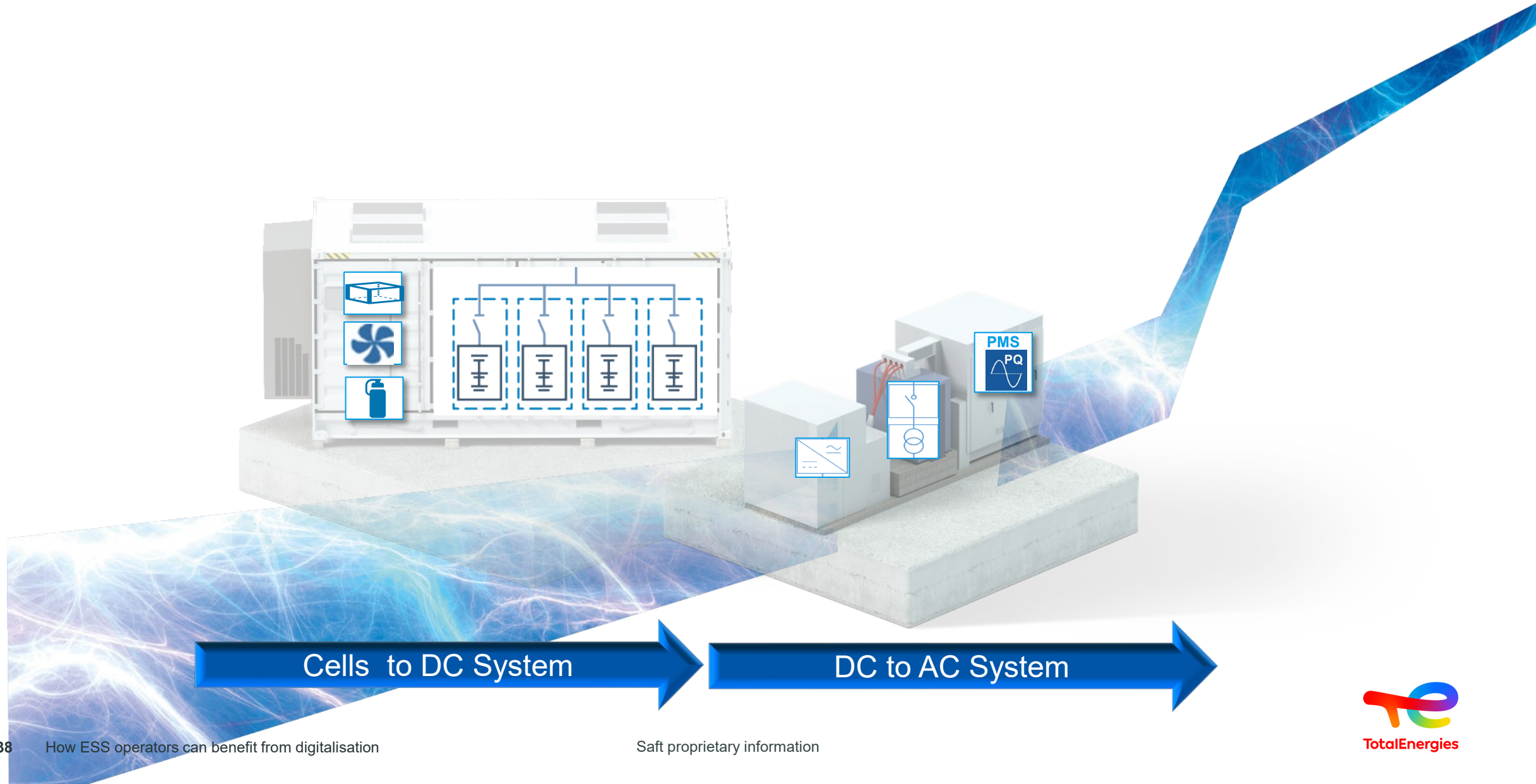
Holistic approach

saft



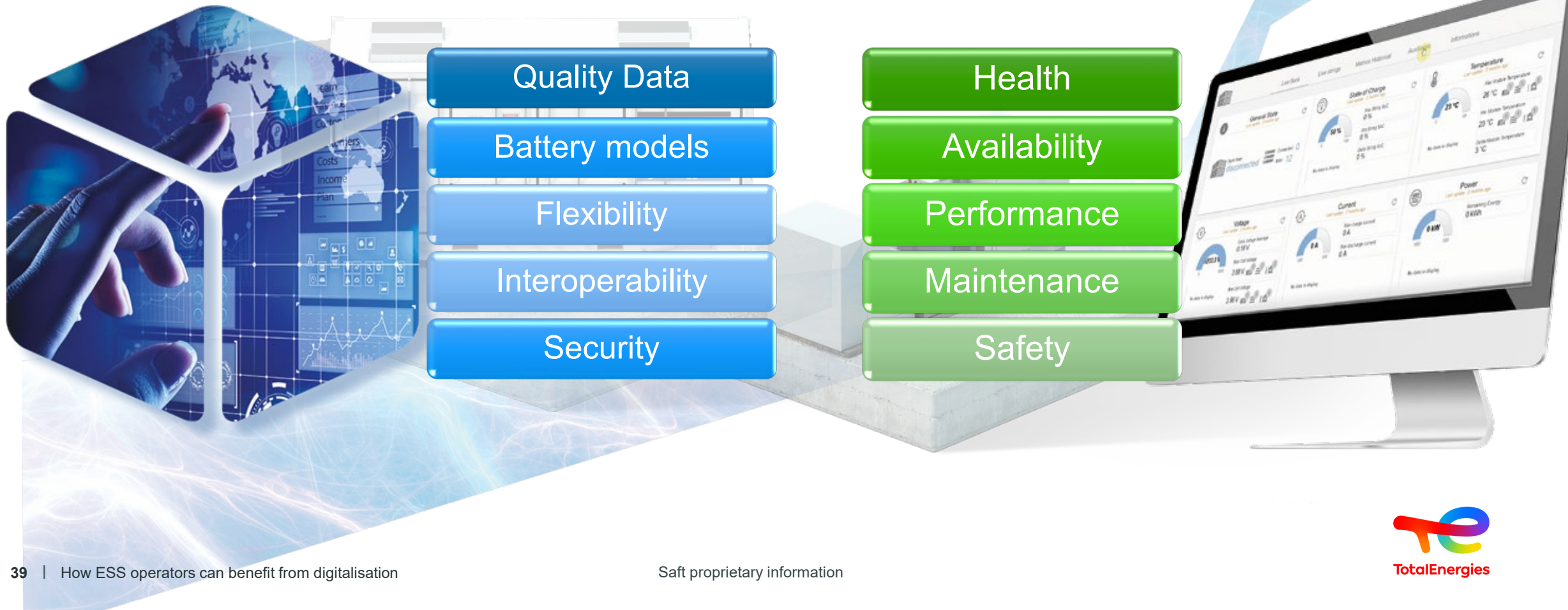
Holistic approach

saft



Holistic approach

saft





saft

Thank You

contact.webinar@saftbatteries.com

saftbatteries.com



Disclaimer and copyright reservation



Definition - TotalEnergies / Company

The entities in which TotalEnergies SE directly or indirectly holds an interest are separate and independent legal entities. The terms "TotalEnergies", "TotalEnergies company" and "Company" used in this document are used to refer to TotalEnergies SE and its affiliates included in the scope of consolidation. Similarly, the terms "we", "us", "our" may also be used to refer to these entities or their employees. It cannot be inferred from the use of these expressions that TotalEnergies SE or any of its affiliates is involved in the business or management of any other company of the TotalEnergies company.

Disclaimer

This presentation may include forward-looking statement within the meaning of the Private Securities Litigation Reform Act of 1995 with respect to the financial condition, results of operations, business, strategy and plans of TotalEnergies that are subject to risk factors and uncertainties caused by changes in, without limitation, technological development and innovation, supply sources, legal framework, market conditions, political or economic events.

TotalEnergies does not assume any obligation to update publicly any forward-looking statement, whether as a result of new information, future events or otherwise. Further information on factors which could affect the company's financial results is provided in documents filed by TotalEnergies with the French *Autorité des Marchés Financiers* and the US Securities and Exchange Commission.

Accordingly, no reliance may be placed on the accuracy or correctness of any such statements.

Copyright

All rights are reserved and all material in this presentation may not be reproduced without the express written permission of TotalEnergies.