

### **SolarInnovate Energy Solutions**

## Guatemala Behind-the-meter Energy Storage Products Company





#### **Overview**

What are the opportunities for battery energy storage systems in Latin America?

The opportunities for battery energy storage systems are growing rapidly in Latin America. Below are some key details for those who want to understand and succeed in the BESS market. In 2010, the IEA projected that the world would reach its 2019 solar penetration only in 2035. Analysts underestimated solar adoption by 16 years.

What is behind the Meter (BTM)?

Behind the Meter (BTM) refers to energy generation that occurs on-site, typically at the point of consumption and behind your electric meter connected to the local power utility. This approach allows businesses and organizations to directly manage their energy needs and reduce reliance on the traditional utility grid.

What is BTM energy storage?

Commercial and industrial customers often face demand charges based on their highest instantaneous power usage. BTM energy storage enables them to discharge stored energy during periods of peak demand, thereby lowering their maximum power draw from the utility and potentially leading to substantial cost savings. 2. Facilitating Energy Arbitrage:.

Are BTM assets regulated in Mexico?

Although there is no regulation against BTM assets, there is also no framework that allows it to be done. Hence, the project is much riskier and subject to the whims of the state utility (CFE) and regulators. Mexico's front-of-the-meter BESS market is practically nonexistent. BESS is not defined by law but rather by the market.

How can BTM energy storage improve grid stability?



Supporting Grid Stability and Enabling Participation in Virtual Power Plants (VPPs): Aggregated BTM energy storage systems can offer valuable services to the grid, such as demand response and frequency regulation, contributing to overall grid stability. Customers can also participate in VPPs, potentially earning revenue for their contribution.

Will Chile pay a capacity payment for energy storage projects in 2024?

Chile passed an energy storage and electromobility bill in late 2022, making stand-alone storage projects profitable for operators. However, the market is still awaiting new rules regarding a capacity payment for storage projects—expected in 2024.



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Nov 11, 2024 · According to Stratistics MRC, the Global Behind The Meter (BTM) Market is accounted for \$8.21 billion in 2024 and is expected to reach \$77.06 billion by 2030 growing at ...

## The state of battery storage (BESS) in Latin America: A ...

May 14, 2024 · Brazil's regulatory framework does not prohibit energy storage solutions, but there are currently no specific regulations on storage. At the end of 2023, most BESS applications in



## A review of behind-the-meter energy storage systems in ...

Aug 1, 2022 · Energy storage systems (ESSs) can help make the most of the opportunities and mitigate the potential challenges. Hence, the installed capacity of ESSs is rapidly increasing, ...



#### From Critical Backup to Mainstream Adoption: The Evolution of Behind

Apr 15, 2025 · The increasing adoption of behind-the-meter (BTM) energy storage has been fueled by a confluence of factors, including the need to address the challenges of increased ...





# ABB expands residential energy management portfolio in ...

Jan 14, 2025 · It also provides deep insights into behind-the-meter consumption and dynamically manages energy loads - such as electric vehicle chargers, hot tubs and heat pumps - paving ...

#### Behind-the-Meter Energy Storage System Market Report: ...

Apr 3, 2025 · The Behind-the-Meter (BTM) Energy Storage System market is experiencing robust growth, driven by increasing electricity prices, grid instability concerns, and the proliferation of ...



#### **Behind-the-Meter Energy**





## Resources & Control, Diversegy

May 13, 2025 · As energy costs rise and grid reliability concerns grow, behind-themeter (BTM) energy resources are becoming an attractive solution for many businesses. Technologies like ...

#### Application Case of GSL ENERGY 60kwh Wall-mounted Battery Home Energy

Feb 11, 2025 · On September 8, 2024, the GSL ENERGY 60kwh wall-mounted battery home energy storage system was successfully deployed in Guatemala, bringing new changes to the ...



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