

***Blanboz***  
*Smart Renewables*



# 01

INTERSOLAR 2025



## UNLOCKING SUCCESS

Mastering Critical Technical & Techno-Commercial  
Elements in BESS Contracts to Mitigate Owner's Risks

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## Technical

- Detailed and concise technical specifications

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## Technical

- Detailed and concise technical specifications
- Detailed division of responsibilities

DOR or RACI Matrix

R	A	C	I
BESS		GRID	MOP
	BOP	OWN	

**R**esponsible  
**A**ccountable  
**C**onsulted  
**I**nformed



## Technical

- Detailed and concise technical specifications
- Detailed division of responsibilities
- Factory acceptance test (ITP, right to witness, data)

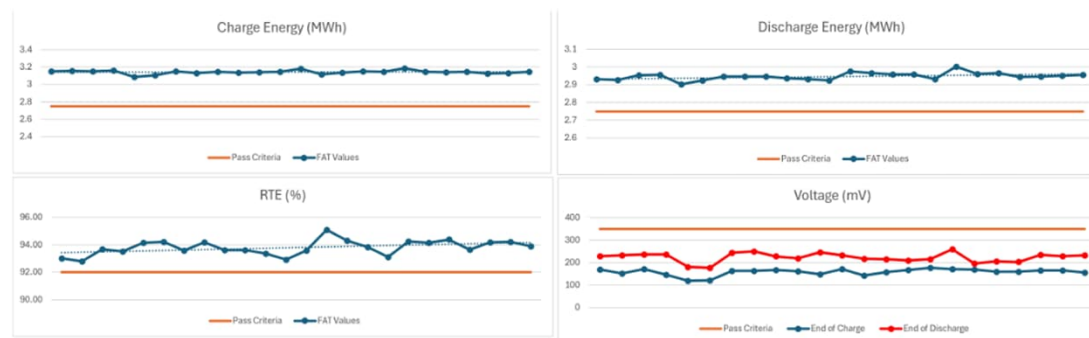
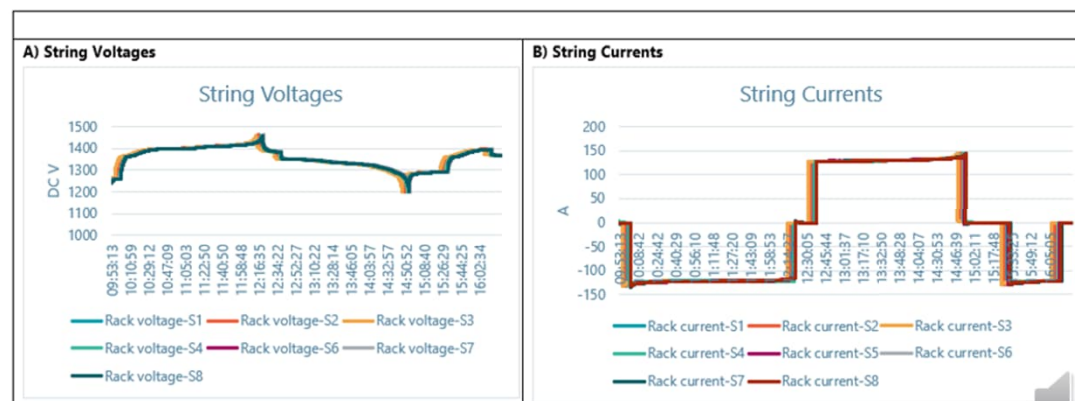
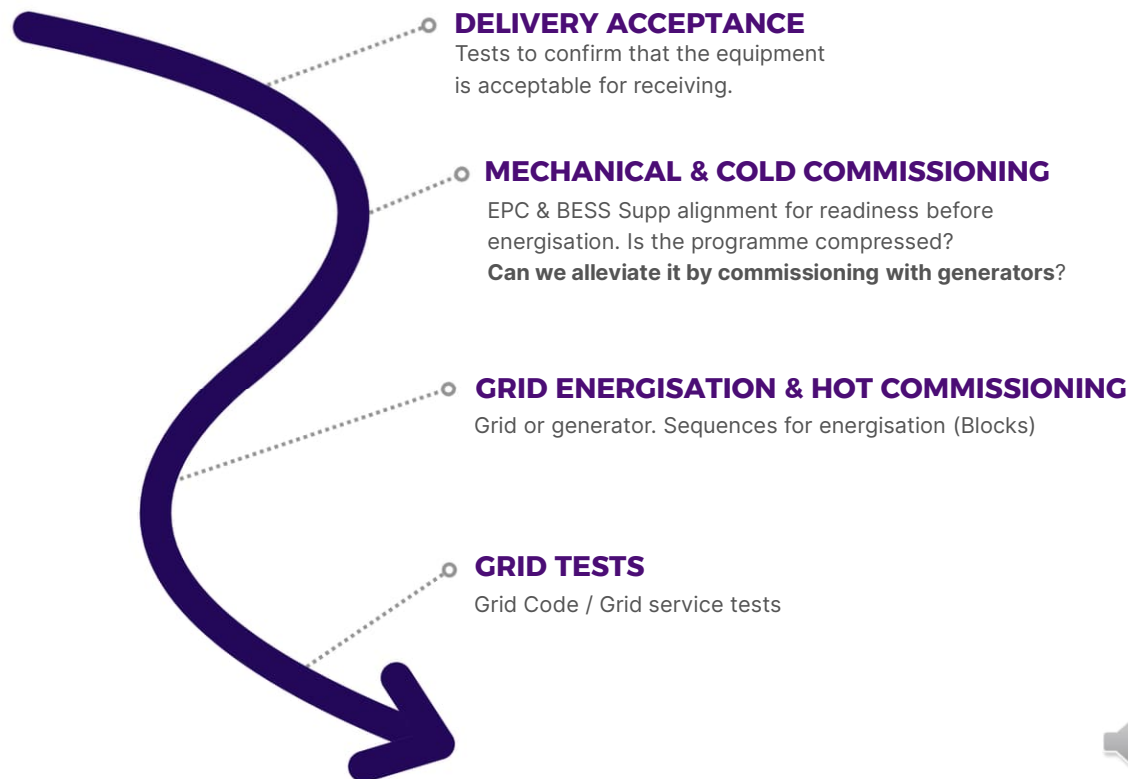


Figure 2-3: String Voltages and Currents



## Technical

- Detailed and concise technical specifications
- Detailed division of responsibilities
- Factory acceptance test (ITP, right to witness, data)
- Detailed commissioning strategy

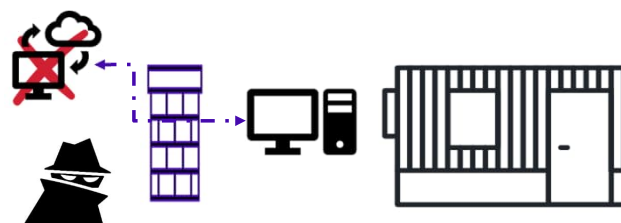


## Technical

- Detailed and concise technical specifications
- Detailed division of responsibilities
- Factory acceptance test (ITP, right to witness, data)
- Detailed commissioning strategy
- Detailed test on/after completion (Taking Over)
- Cybersecurity & In-Country Restrictions
- BESS Data Collection & Owner's risks

### TEST ON / AFTER COMPLETION

- Clear pass/fail criteria
- Clear rejection criteria



NIS2 / IEC 62443






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## Techno-Commercial

- Incoterms
- Delivery acceptance tests
- Payment terms

Incoterm	FOB	DAP	DDP
Owner's Risk			

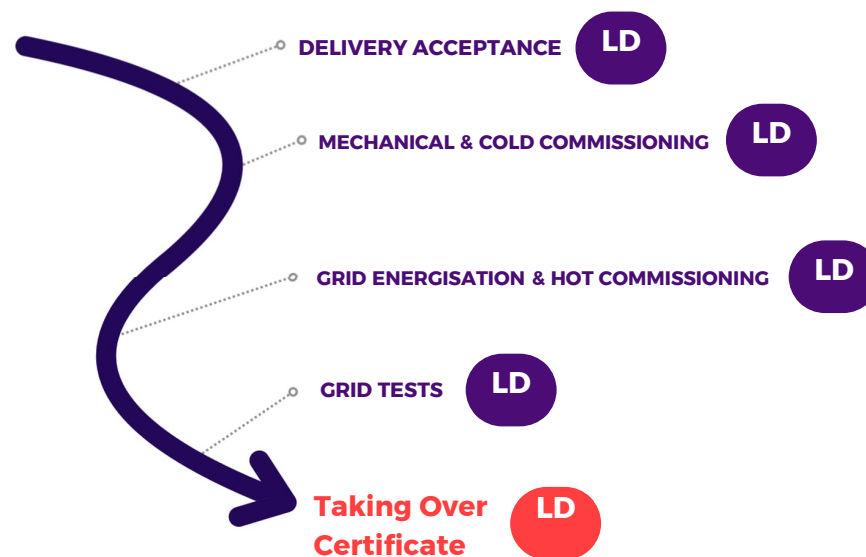
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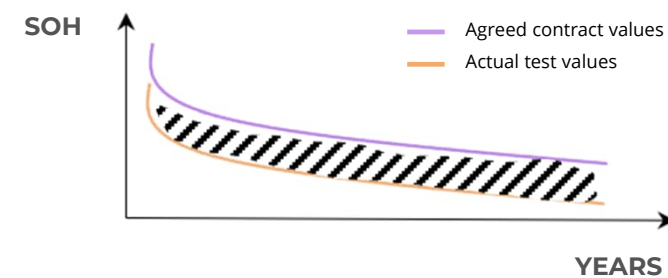


## Techno-Commercial

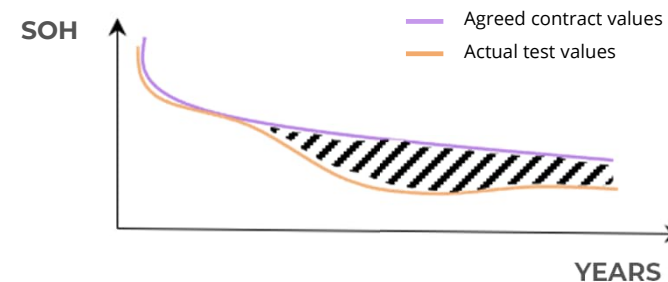
- Incoterms
- Delivery acceptance tests
- Payment terms
- Delay LDs against milestones
- Correction factors (Calendar and cyclic ageing)



### CALENDAR AGEING



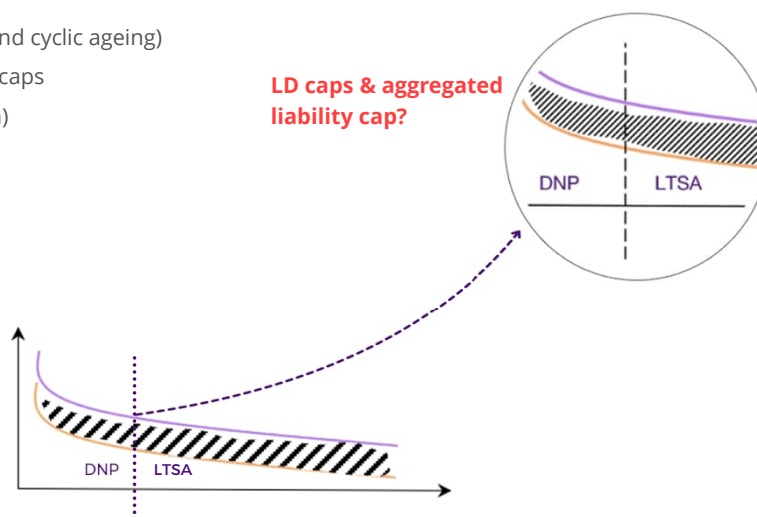
### OPERATIONAL



## Techno-Commercial

- Incoterms
- Delivery acceptance tests
- Payment terms
- Delay LDs against milestones
- Correction factors (Calendar and cyclic ageing)
- Performance & availability LD caps
- LTSA Vs warranty (Termination)

LD caps & aggregated liability cap?



20%-50% of the total OPEX



15%-20% of the total OPEX

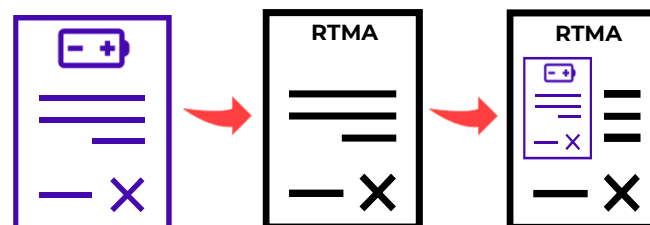
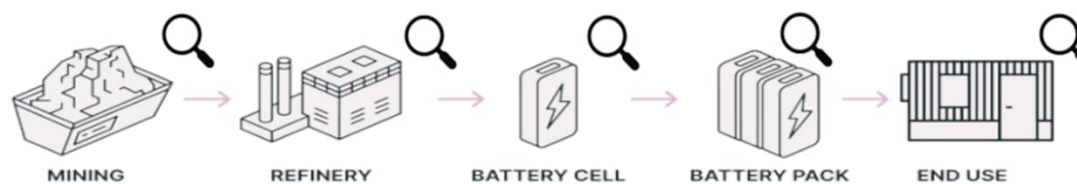


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## Techno-Commercial

- Incoterms
- Delivery acceptance tests
- Payment terms
- Delay LDs against milestones
- Correction factors (Calendar and cyclic ageing)
- Performance & availability LD caps
- LTSA Vs warranty (Termination)
- ESG policies (reporting & supply chain visibility)
- BESS warranties and the operator's agreement



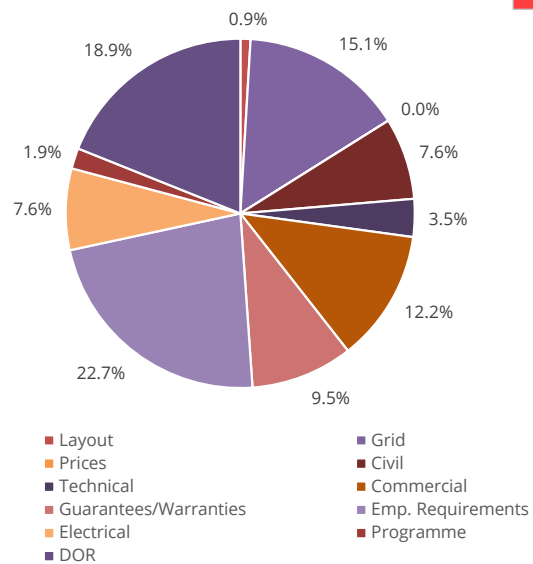
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### Wrapping Up!

Before - BBZ % Risk Weighted Score

Risk Score

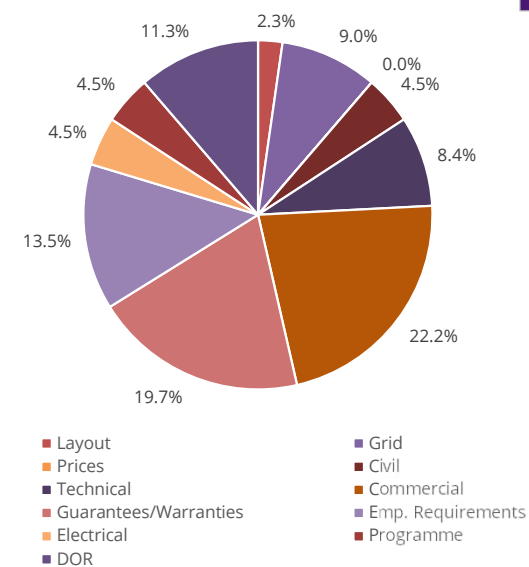
66.0



After - BBZ % Risk Weighted Score

Risk Score

27.7



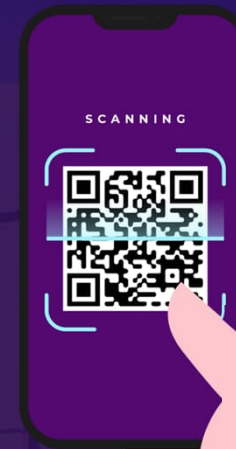
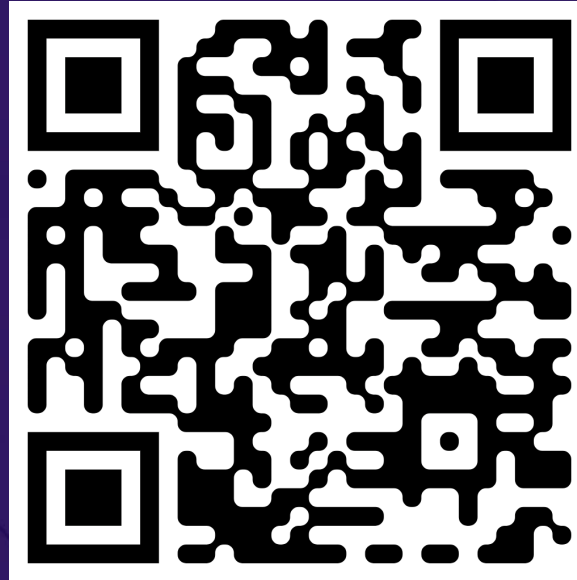
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# THANK YOU!

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