

# ES2: Knowledge development and transfer for Energy Storage in Romania

TIAB & PiXii Collaboration





# AGENDA

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- The project
- About TIAB
- About PiXii
- Project development
- Modular energy storage
- Functions and applications of Battery-Based Energy Storage (BESS)
- Knowledge transfer from Pixii to TIAB
- Developing and deploying knowledge transfer
- Knowledge sharing Business to Business

# ES2Romania: Energy Storage Systems Expertise



START  
05.07.2024

FINISH  
31.01.2025

**TIAB & PiXii partnership**  
Business to Business

Developing own expertise for the use and deployment of battery-based energy storage systems

Compact Energy Storage  
Modular & Scalable  
For applications up to 1MW

Deploying  
Knowledge sharing programme



# Facts and figures



**1949**

Founded in Romania



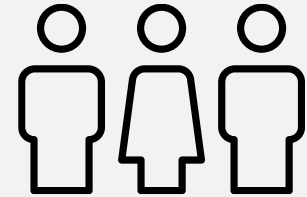
**76 years**

of experience in the design,  
execution and maintenance of  
electrical, plumbing and HVAC  
installations.



**93**

M€  
revenue in 2024



**>800**

Employees

# Facts and figures



**2018**

Founded in Norway



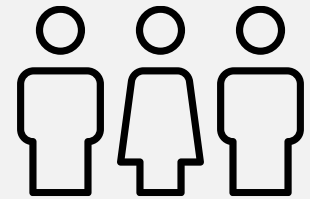
**7 years**

of experience in the power  
conversion industry



**64**

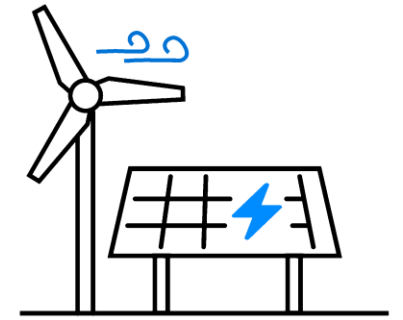
M€  
revenue in 2023



**>160**

Employees  
globally

## PROJECT DEVELOPMENT



### TIAB

- TECHNICAL KNOWLEDGE ABSORPTION  
Travel to Norway

Activity 1  
**KNOWLEDGE TRANSFER**  
**PIXII→TIAB**

### PIXII

- TRAINING FROM PIXII ACADEMY & PIXII RnD  
Training Material

Activity 1  
01.09-01.10.2024

- CUSTOMER CASE  
Identification and Analysis  
a typical application of energy  
storage in Romania

Activity 2  
**JOINT USE CASE**

- MARKET KNOWLEDGE
- CUSTOMER CASE ANALYSIS  
Travel to Romania

Activity 2  
15.09-01.11.2024

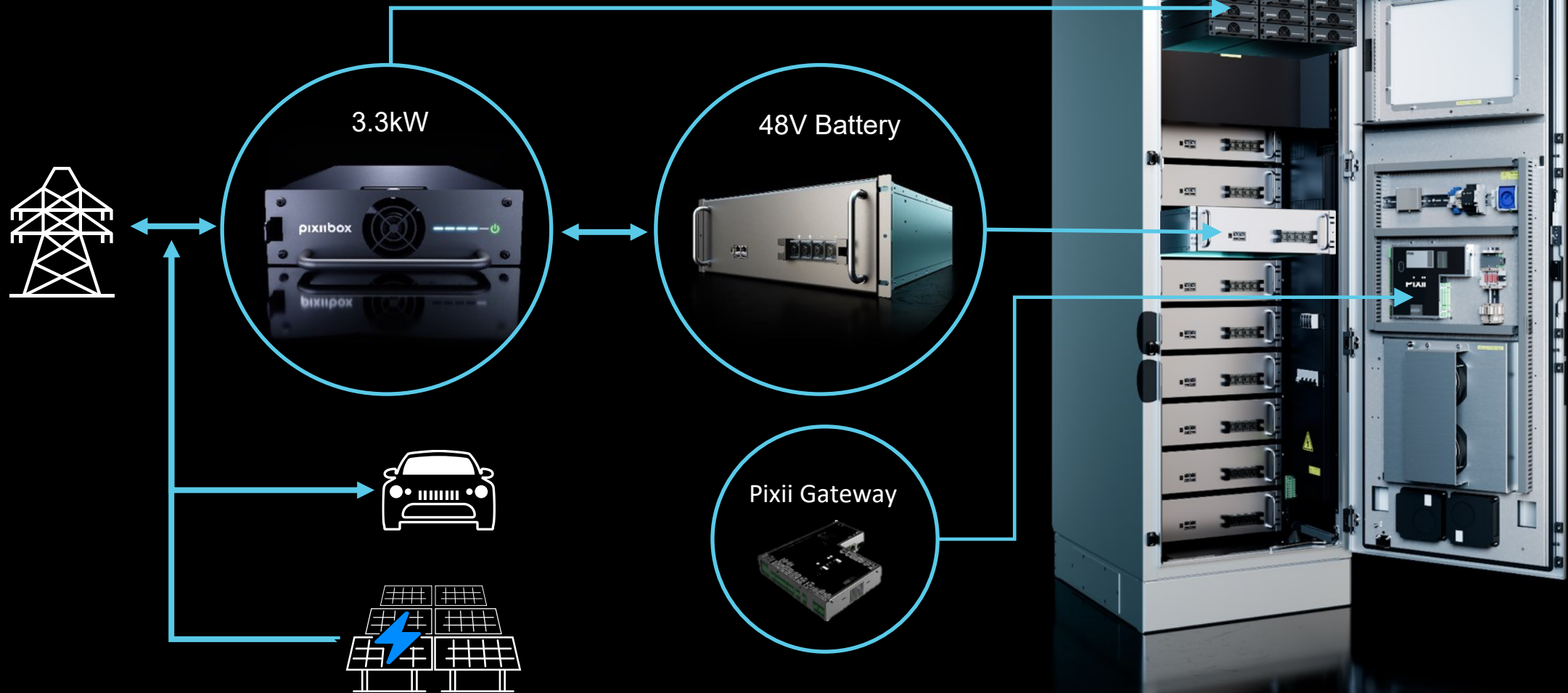
- TRAINING PROGRAM  
DEVELOPMENT  
Deploy Knowledge Sharing Program

Activity 3  
**SHARING PROGRAM**

- TRAINING MATERIAL
- Develop Training Content

Activity 3  
01.10-31.01.2025

# Flexible and scalable

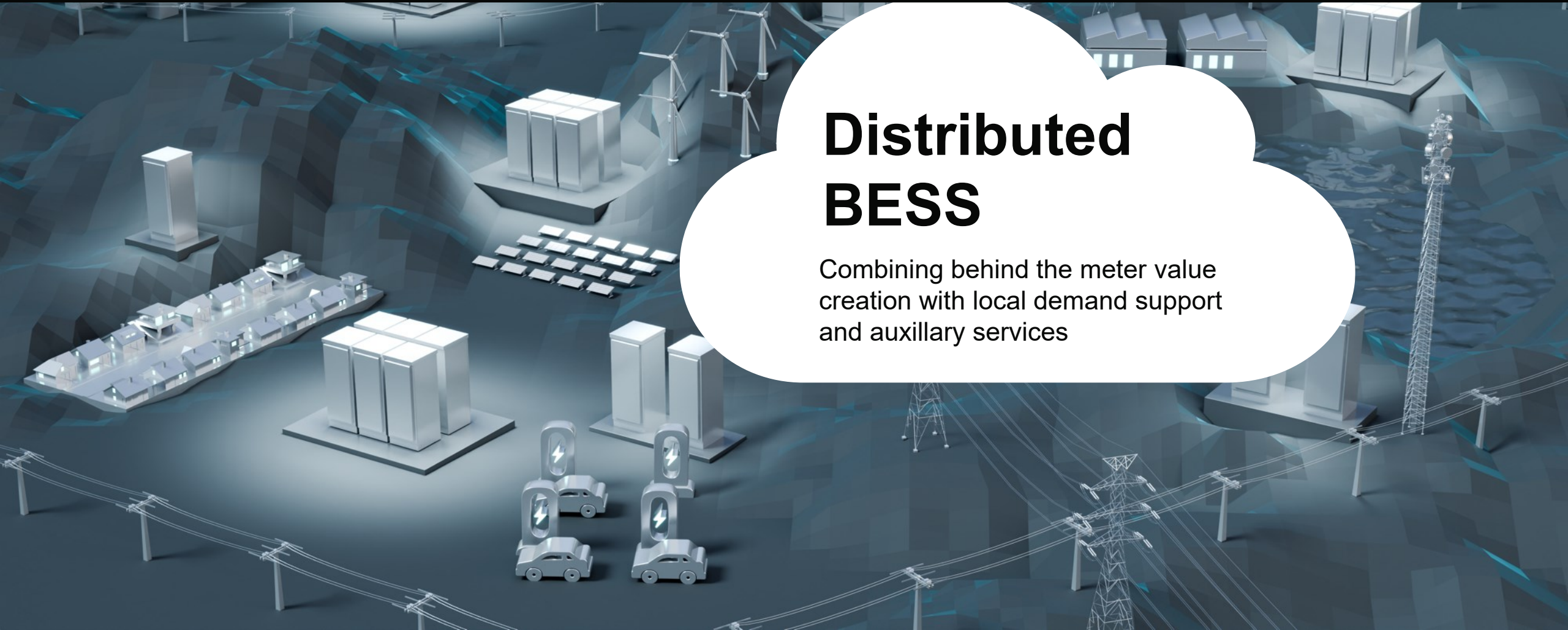




# THE BEAUTY OF DISTRIBUTED ENERGY STORAGE

## Distributed BESS

Combining behind the meter value creation with local demand support and auxillary services





# One hardware many functions

A software-configurable BESS can offer unprecedented flexibility and adapts to your specific needs. This ensures you maximize the return on your investment by consistently getting the most out of your system.

### Optimizing ROI

Save cost

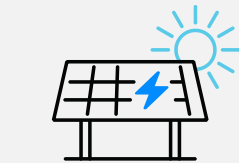


Arbitrage

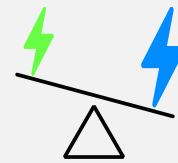
Generate income



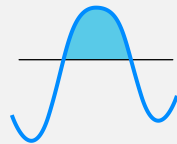
Arbitrage



PV self-consumption



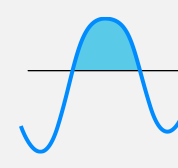
Flexibility markets /  
Balance services



Peak shaving

### Solving primary needs

Boost power



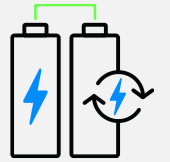
Peak shaving

Grid support



Frequency support

Resilience



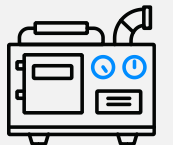
AC back-up



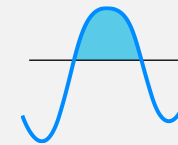
Voltage support



Voltage support



Gen-set integration



Peak shaving

# KNOWLEDGE TRANSFER FROM PIXII TO TIAB



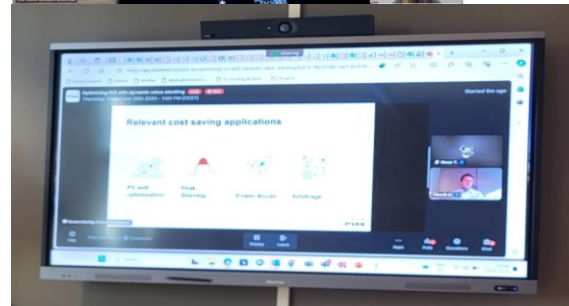
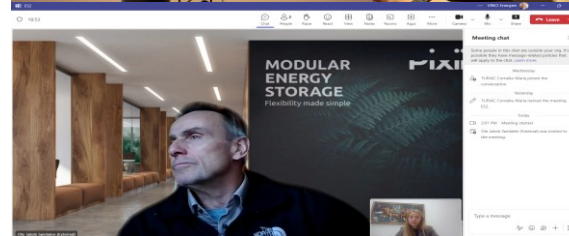
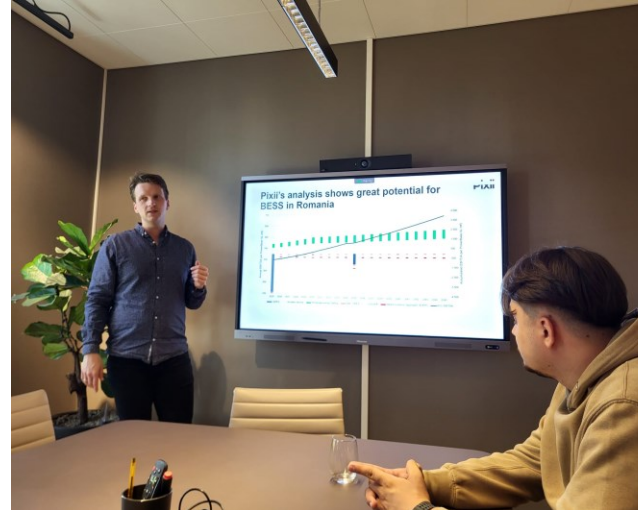
## Norway

Sharing of experience  
Business to Business



## Pixii Academy

Online Training Portal  
unlimited access



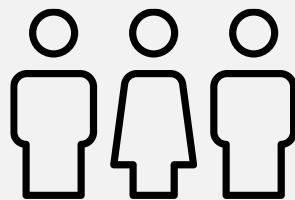


## DEVELOPING & DEPLOYING KNOWLEDGE TRANSFER



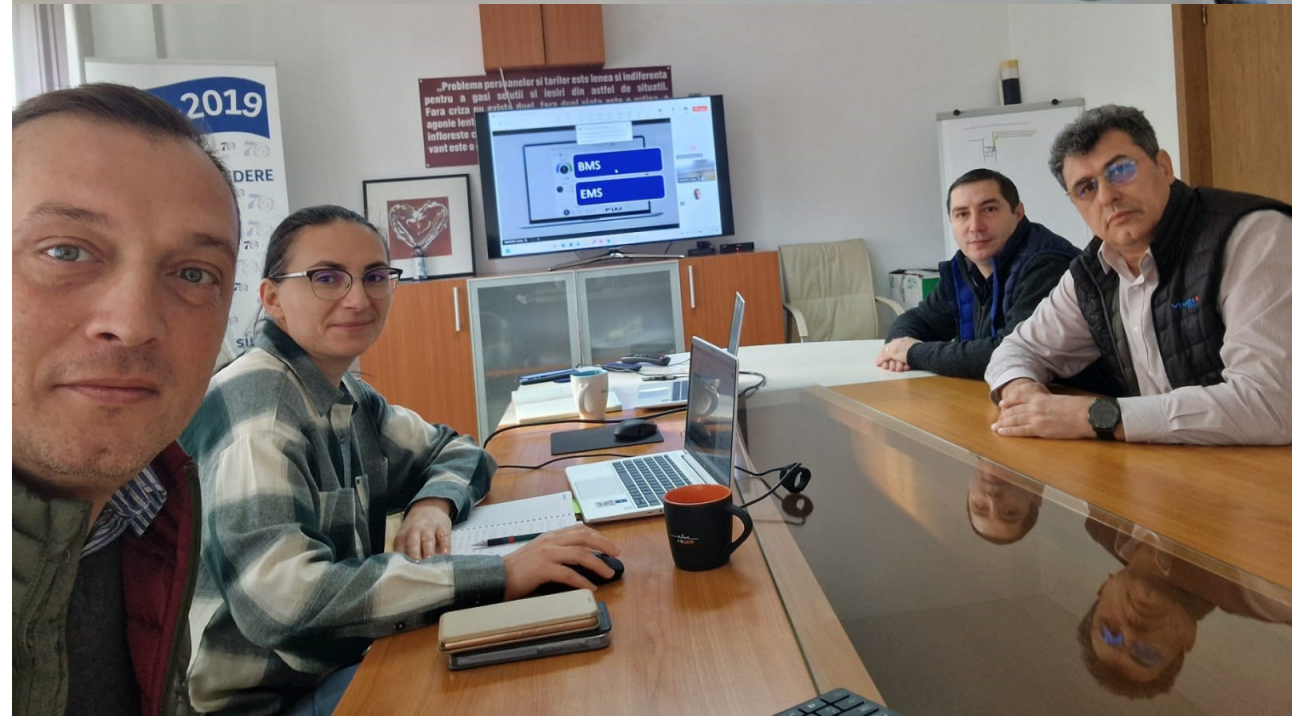
# Romania

Classroom & Remote



# TRAINING

training sessions and  
technical workshops



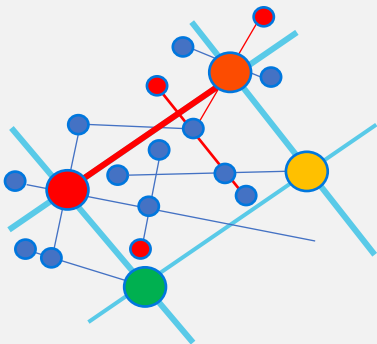


KNOWLEDGE SHARING BUSINESS TO BUSINESS



Romania

Classroom & Remote



DEVELOP

BEES Expertise





# THE BEGINNING OF A FUTURE COLLABORATION

## TECHNICAL WORKSHOPS

Norway & Romania

## PRACTICAL

Market analysis & practical use case

## THEORETICAL

Pedagogical content developed  
in accordance with business line

- + Designing together
- + Connecting Businesses
- + Develop Expertise

# THANK YOU!

