

NEC Announces Dale Power Solutions as Its First Qualified Distributed Energy Storage Partner in the UK

Dale Power to Promote and Sell NEC's DSS® Distributed Storage Solution

October 3, 2017 – Westborough, Massachusetts, USA – NEC Energy Solutions (NEC ES), a wholly-owned subsidiary of NEC Corporation, has named Dale Power Solutions as its first Qualified DSS® Partner in the UK for the company's DSS® Distributed Storage Solution. The two companies currently have several projects in the UK either under construction or in development. Focused on frequency response and transmission charge management applications, the projects utilize the NEC Energy Solutions DSS® energy storage platform which is specifically designed for commercial and industrial (C&I) sites.

Dale Power Solutions is one of the UK's leading and largest providers of secure power services and solutions. As a Qualified DSS® Partner, Dale Power will act as a reseller and independent contractor, designing, installing, operating and maintaining DSS® energy storage units, focusing on frequency response, capacity market, transmission and distribution charge management applications for its C&I customers.

"We are thrilled to be working with Dale Power and are particularly excited to name them our first Qualified DSS® Partner in the UK. They combine technical and operational expertise, resources and a commitment to excellence to deliver outstanding client service leading to their prestigious reputation as one of the top providers of standby power solutions in the world", said Mark Moreton, sales director EMEA for NEC Energy Solutions."

"With the increasing need in the UK to help businesses manage their electricity usage more cost effectively, such as by reducing Triad charges, we sought out the most comprehensive and complete solution provider to enable us to serve our customers best. NEC has the solutions, expertise and experience we need for success in this area," said Tim Wilkins, chief executive officer for Dale Power. "Energy storage is poised to become an essential tool for companies here in the UK and we will use it to offer a host of new energy management services to C&I enterprises."

The DSS® energy storage platform is optimized to support advanced service creation at the grid edge for C&I enterprises and distribution utilities. It simplifies the deployment of emerging storage-based services for C&I enterprises that optimize energy costs and increase energy resiliency, while distribution utilities benefit from smoother intermittent distributed renewable generation and shaved peak demand profiles.

The DSS® platform is scalable from 85kWh to 510kWh of energy storage capacity and offers from 30kW up to 710kW of power capability. As a standardized, UL safety-certified, AC-ready system including power conversion system, the DSS® product is preconfigured in outdoor-rated enclosures, compliant with all relevant regulatory and environmental requirements and is backed by up to a 10 year product warranty.

About Dale Power Solutions

Dale Power Solutions is one of the UK's leading and largest providers of secure power services and solutions. The company provides reliable secure power where uninterrupted power is critical, such as telecommunications, health, defense, marine, oil and gas, utilities and power distributors, finance and stadiums. They have become a leader in bringing technology and engineering together to create innovative solutions, protecting critical power supplies for customers all over the world.

About NEC Energy Solutions

NEC Energy Solutions designs, manufactures, and integrates smart energy storage solutions for the electric grid, behind the meter, and critical power applications. Its scalable distributed energy storage and control systems provide greater grid stability and flexibility to the benefit of both providers and users of electricity. In telecom, datacenter, and other industrial applications, its high performance lithium-ion battery systems provide better value than traditional lead-acid batteries in tough, critical power applications. Learn more at www.neces.com.

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