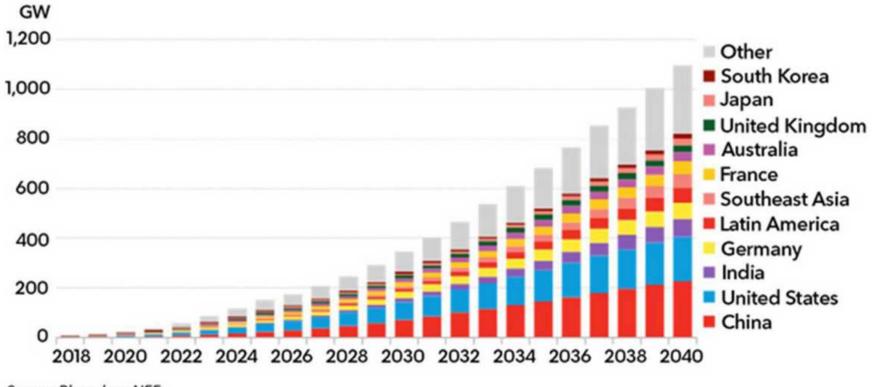
Great Growth (And Some Risk)

Global cumulative energy storage installations



Source: BloombergNEF

Energy Storage & Microgrid Training & Certification

Public Perception of Energy Storage ...



2006: Massive global recall of lithium-ion laptop batteries 2 made by Sony Corp. totaled more than 7 million units



Oct. 2007, Matsushita Battery Industrial Co. Osaka, Japan

Energy Storage and Microgrid Training and Certification ... not ideal:

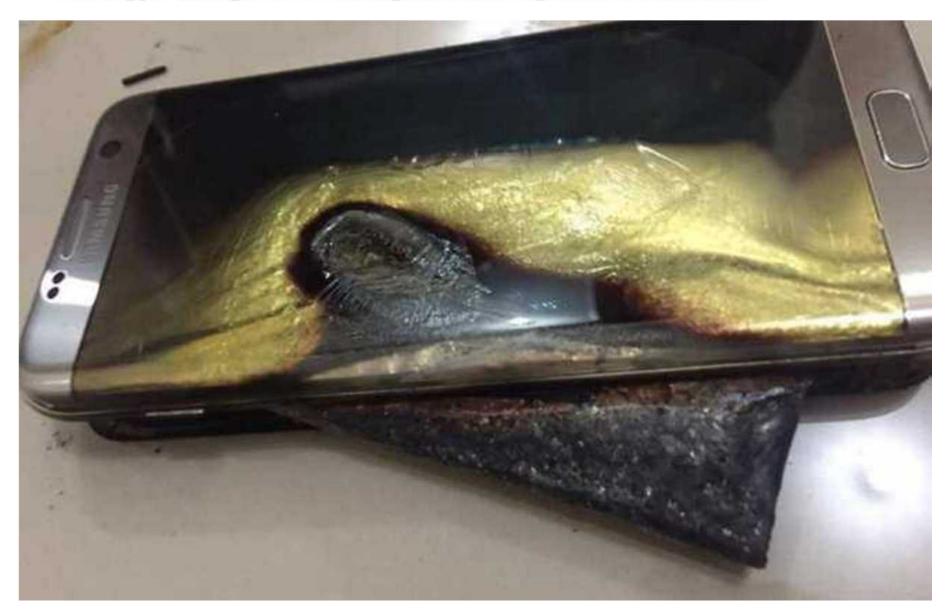


March, 2008 LG Chem Plant Near Seoul, South Korea



Energy Storage and Microgrid Training and Certification Nightmare Liner (2013)





Galaxy Note 7 (2016)







2016: "Hoverboard" batteries catching fire

Not Just Consumer Products





APS AZ 2019

Hyperdrive

Explosions Threatening Lithium-Ion's Edge in a Battery Race

By Brian Eckhouse and Mark Chediak

April 23, 2019, 3:58 PM PDT Updated on April 24, 2019, 7:24 AM PDT

Battery exploded at plant in Arizona; two others were shut

Arizona utility regulator calls for 'thorough investigation'





ARIZONA CORPORATION COMMISSION MEMBER QUESTIONS RISKS OF APS LITHIUM BATTERY SITES

I ABC 15 NEWS - PHOENIX AUGUST 7, 2019



Government & Industry Safety Concerns

Battery energy storage systems (BESS) are a serious safety risk if not correctly installed, potentially leading to:

- Electric shock
- Fires
- Arc Flash
- Flash burns
- Explosions
- Exposure to hazardous chemicals



Key: "if not correctly installed"

How Do We Avoid the Liability, Risk, and Negative Public Relations?

Install & Maintain Energy Storage Systems Safely





In response to safety concerns, ESAMTAC development led by Penn State, incorporates **national industry standards**



ESAMTAC - Energy Storage and Microgrid Training and Certification

- Non-profit industry effort
- National Science Foundation Advanced Technician Training (NSF-ATE) program funding
- Neutral, non-affiliated
- Collaborative, industry-wide process is foundation for
 - High quality, effective training
 - Safety, Safety, Safety
 - Optimum system performance
 - Certification recognized by industry, utilities, government agencies public and private

"Proper training protects people, enhances the public view of our industry while lowering risk and reducing liability"

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