

Salika

Connect every business to a battery

The Problem & The Customer

- C&I Customers have demand charges that are 30% - 70% of their electricity bills
- Utilities / Developers have to compete against natural gas peaker plants that are 2x cheaper

The Solution: Community Storage

- C&I Customers buy “shares” in a battery to reduce demand charges, no installation
- Utilities / Developers reduce CAPEX and show community engagement
- Salika handles customer acquisition, billing and engagement

Win - Win - Win

- C&I Customer: 8 million U.S. businesses can reduce their demand charges
- Utility: Control a supply side asset to help manage the grid and defer upgrades
- Developers: Gain financial flexibility to close more projects