



# Powering positive change

## The Hatch H.G. Acres symposium

April 15-16, 2025 | Hotel X, Toronto, Canada

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complete agenda



**HATCH**



## Grid scale energy storage project delivery models

*Racheal Seymour*  
*Electrical Engineer, Hatch*

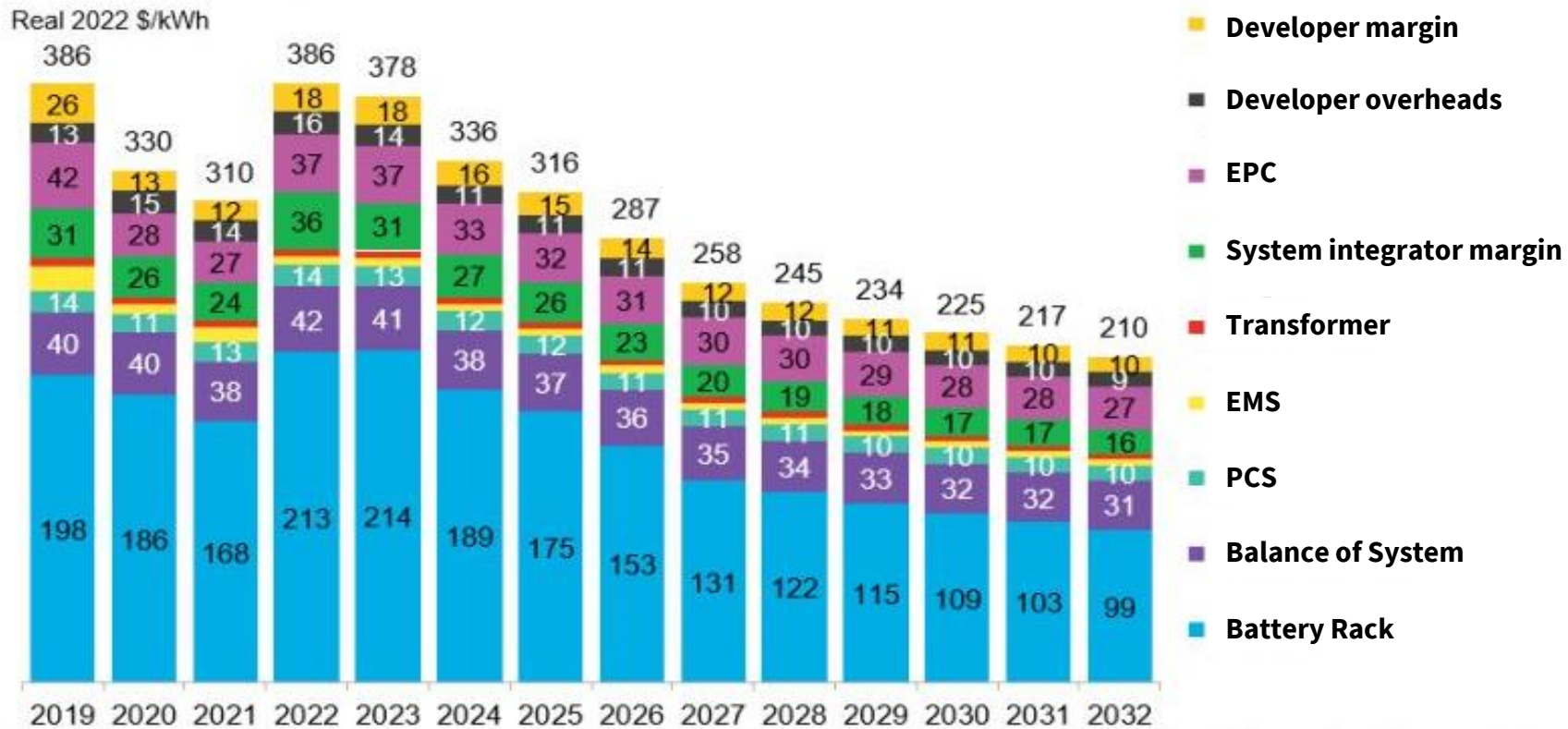


# Battery Energy Storage Systems



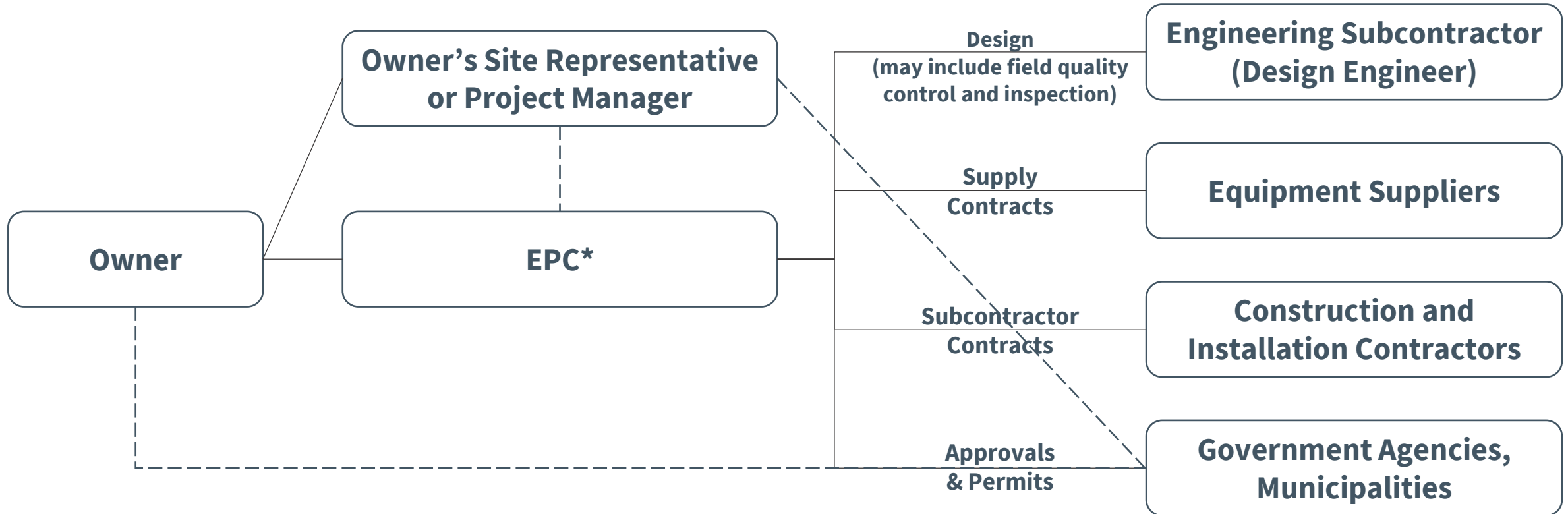
# 10-year Forecast

## Capital Costs for a fully-installed four-hour AC energy storage system at beginning of life, on a useable basis



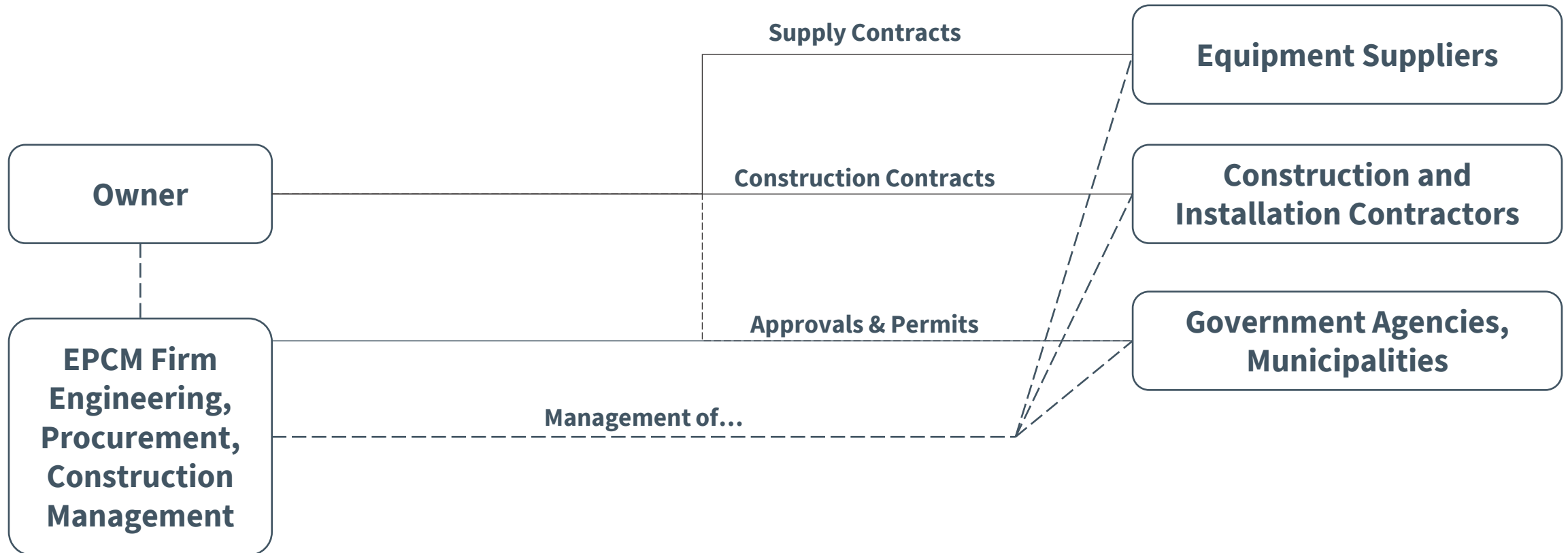


# Responsibilities for EPC / Design-Build



\* Note: Some subcontracts may be unnecessary based on nature of Design-Build firm.

# Responsibilities for EPCM / Design-Build



# Key Comparisons

EPC	EPCM
Owner hands-off approach	Owner hands-on approach
Turn-key	Most Flexible Delivery Model
EPC contractor owns Risk	Owner owns Risk
Higher cost	Lower cost
No opportunity for design improvement or cost saving	Schedule flexibility



# How does this relate to Energy Storage Projects?



# BESS EPC Delivery

## BESS EPC Delivery

## BESS EPC Delivery + Frees Issue

## EPCM

### **EPC**

Management  
Engineering  
Construction  
Procurement  
Studies



### **BESS Vendor/Integrator**

Battery Containers  
Power Conversion System  
Medium Voltage Transformer  
Battery Management System  
Energy Management System

### **Owner**

Initial Specifications  
Interconnection agreement  
Permits  
Oversight

# BESS EPC Delivery + Free Issue

BESS EPC Delivery

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EPCM

## **EPC**

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## **Owner**

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+

## **BESS Vendor/Integrator**

Battery Containers  
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# EPCM

BESS EPC Delivery

BESS EPC Delivery + Frees Issue

EPCM

## **Contractor**

Construction

## **Owner**

Initial Specifications  
Interconnection agreement  
Project  
Permits  
Management

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## **EPCM**

Management  
Engineering  
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Studies

## **BESS Vendor/Integrator**

Battery Containers  
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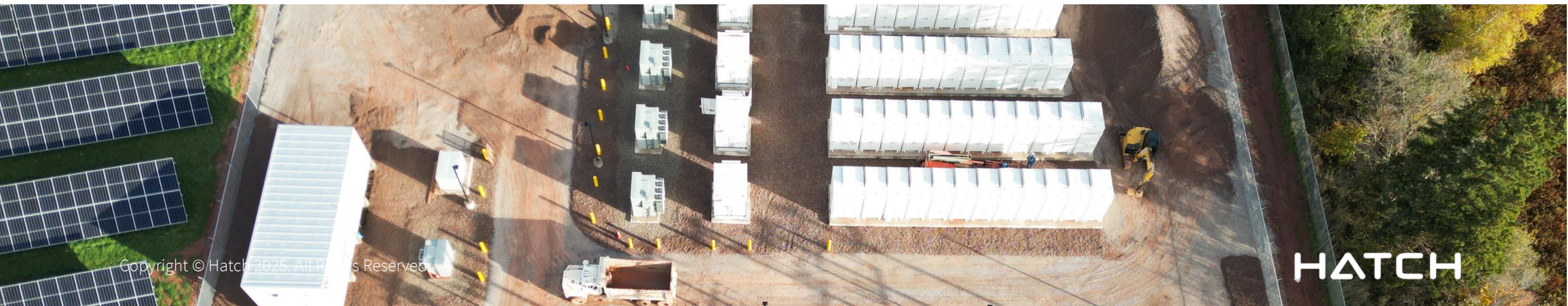


# Is there a superior solution?



# Key indicators

Key Indicator	EPC	EPC Free Issue	EPCM
Timeline		✓	✓
Control		✓	✓
Resource Restrictions	✓	✓	
Learning		✓	✓



# Lessons learned

- First projects are recommended to be EPCM or Strong OE
- “Full wrap” EPC contracts are becoming increasingly rare
- Contractual negotiations take time
- Typical projects are better with EPC.
- Can't turn back without consequences



# Questions?

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Thank you.

For more information,  
please visit [www.hatch.com](http://www.hatch.com)