Battery Storage Procurement and Contracts Training Course

Professional Development Training Course Outline

Category	Renewable Energy	**Duration**	5 Days
Base Fee	$1,500 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

Introduction

The rapid acceleration of energy transition, grid modernization, and renewable energy integration has made Battery Energy Storage Systems (BESS) a cornerstone of resilient and flexible power systems. Organizations across utilities, IPPs, developers, and large energy users are increasingly investing in utility-scale storage, hybrid renewable projects, and distributed energy resources (DERs) to optimize performance, reduce costs, and enhance energy security. However, the complexity of battery procurement, EPC contracting, performance guarantees, and lifecycle risk management demands specialized knowledge to ensure successful project delivery and long-term value creation.

Battery Storage Procurement and Contracts Training Course equips professionals with practical, real-world expertise in battery storage procurement strategies, contract structuring, and risk allocation frameworks aligned with global best practices. Participants will gain deep insights into bankability, supplier evaluation, commercial negotiations, and contractual safeguards while exploring cutting-edge trends such as AI-driven forecasting, energy trading optimization, and grid services monetization. Through interactive modules and case studies, the course bridges the gap between technical understanding and commercial execution.

Programme Curriculum

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Course Duration

5 days

Course Objectives

1. Understand BESS market dynamics and global energy storage trends
2. Develop expertise in battery procurement strategies and sourcing models
3. Analyze EPC contracts, supply agreements, and O&M frameworks
4. Identify and mitigate contractual risks and performance liabilities
5. Evaluate battery technologies (LFP, NMC, solid-state innovations)
6. Strengthen commercial negotiation skills for energy projects
7. Ensure bankability and compliance with financing requirements
8. Optimize total cost of ownership (TCO) and lifecycle economics
9. Apply regulatory and policy frameworks in storage deployment
10. Integrate grid services revenue streams and energy arbitrage models
11. Enhance supplier due diligence and vendor selection processes
12. Implement contract performance monitoring and KPIs
13. Explore digitalization, AI, and smart energy analytics in BESS

Target Audience

1. Energy project developers and IPPs
2. Procurement and supply chain professionals
3. Utility and grid operator personnel
4. Legal and contract management professionals
5. Renewable energy consultants and advisors
6. Financial institutions and project financiers
7. Engineers and technical project managers
8. Government and regulatory authorities

Course Modules

Module 1: Energy Storage Market Overview

- Global **BESS market trends** and forecasts
- Role in **renewable integration**
- Key drivers-decarbonization, electrification
- Market challenges and barriers

- Case Study: Utility-scale BESS deployment in South Africa

Module 2: Battery Technologies

- Lithium-ion (LFP vs NMC) comparison
- Emerging **solid-state batteries**
- Performance characteristics and degradation
- Safety and thermal management
- Case Study: Technology selection for solar + storage project

Module 3: Procurement Strategies

- EPC vs turnkey vs modular procurement
- Competitive bidding and RFP design
- Supplier prequalification
- Cost benchmarking techniques
- Case Study: Procurement optimization in hybrid projects

Module 4: Contract Structures

- Key contract types (EPC, supply, O&M)
- Risk allocation frameworks
- Contract lifecycle management
- Performance guarantees
- Case Study: Contract structuring in IPP projects

Module 5: Commercial Negotiations

- Negotiation strategies and tactics
- Pricing models and escalation clauses
- Risk-sharing mechanisms
- Stakeholder alignment
- Case Study: Negotiating long-term battery supply contracts

Module 6: Financial & Bankability Aspects

- Project financing fundamentals
- Bankability criteria
- Revenue modeling
- ROI and IRR calculations
- Case Study: Financing large-scale storage projects

Module 7: Regulatory & Policy Frameworks

- Energy storage policies globally
- Grid codes and compliance
- Incentives and subsidies
- Licensing requirements
- Case Study: Regulatory impact on project viability

Module 8: Risk Management

- Technical, financial, and legal risks

- Mitigation strategies
- Insurance considerations
- Force majeure clauses
- Case Study: Risk allocation in EPC contracts

Training Methodology

- Interactive lectures and presentations.
- Group discussions and brainstorming sessions.
- Hands-on exercises using real-world datasets.
- Role-playing and scenario-based simulations.
- Analysis of case studies to bridge theory and practice.
- Peer-to-peer learning and networking.
- Expert-led Q&A sessions.
- Continuous feedback and personalized guidance.

Register as a group from 3 participants for a Discount

Send us an email: info@fineskilltrainingcenter.org or call *+254769199797*

Certification

Upon successful completion of this training, participants will be issued with a globally- recognized certificate.

Tailor-Made Course

We also offer tailor-made courses based on your needs.

Key Notes

a. The participant must be conversant with English.

b. Upon completion of training the participant will be issued with an Authorized Training Certificate

c. Course duration is flexible and the contents can be modified to fit any number of days.

d. The course fee includes facilitation training materials, 2 coffee breaks, buffet lunch and A Certificate upon successful completion of Training.

e. One-year post-training support Consultation and Coaching provided after the course.

f. Payment should be done at least a week before commence of the training, to Fineskill Training Center account, as indicated in the invoice so as to enable us prepare better for you.

Upcoming Scheduled Sessions

Start Date	End Date	Location	Price
23 Nov 2026	27 Nov 2026	Online	$1,000

Start Date	End Date	Location	Price
23 Nov 2026	27 Nov 2026	Physical	$1,500
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$4,500
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$6,000

Ready to enroll or request a customized program? Book online or contact us:

Register Online Now

Email: info@fineskilltrainingcenter.com | Website: www.fineskilltrainingcenter.com