

# ENERGY STORAGE

PHOTOVOLTAIC & MAINTENANCE

CONTROL YOUR ENERGY



# THIRTY YEARS OF FIELD EXPERIENCE — ONE CLEAR VISION

An Italian company specialised in the design, installation and full lifecycle management of BESS and photovoltaic systems for the industrial market. Storage is not a complement — it is the centre of everything we do.

Founded in 2023, STILCA Energy was built on something rare in this sector: three decades of hands-on experience in industrial automation and photovoltaic systems, combined with deep expertise in power electronics maintenance. Founder and CEO Stefano Piunti has developed and managed photovoltaic plants totalling **over 50 MW** and storage systems ranging from **20 kWh up to 5 MWh**. Since 2026, the company operates with exclusive focus on BESS Systems.

**30+**

YEARS OF TECHNICAL EXPERIENCE IN THE SECTOR

**50+ MW**

PHOTOVOLTAIC CAPACITY MANAGED & MAINTAINED

**20 KWH**  
→ **5 MWH**

BESS RANGE OF INSTALLED SYSTEMS

**1997**

START OF FOUNDER'S ENTREPRENEURIAL JOURNEY



## STEFANO PIUNTI

CEO & FOUNDER

With a background in electromechanics and nearly thirty years of entrepreneurial activity in renewable energy and industrial automation, Stefano founded the company to bring an unprecedented level of technical depth to the Italian BESS market. His experience spans inverter systems, MV/LV infrastructure, grid integration and large-scale PV plant management. A career of nearly thirty years at the core of power electronics forms the cultural foundation on which STILCA Energy was built.

### COMPANY TIMELINE



**1997**

Start of activity in automation & renewables



**2008-23**

Development & management of 50+ MW PV capacity



**2023**

STILCA Energy founded: PV & automation



**2026**

Exclusive focus on BESS Systems

# BESS: BATTERY ENERGY STORAGE SYSTEMS

BESS



We are specialists in utility-scale and commercial BESS — designed to make energy controllable, programmable and strategically available when it matters most.



### PEAK SHAVING

Reduction of peak power demand from the grid: cutting contracted power costs and avoiding penalties on industrial tariffs.



### TIME SHIFTING

Buy energy at off-peak rates, deploy it during expensive peak hours. Turn the tariff structure into a concrete financial advantage.



### PV MAXIMISATION

Capture excess solar production and make it available when it has the highest value, eliminating curtailment.



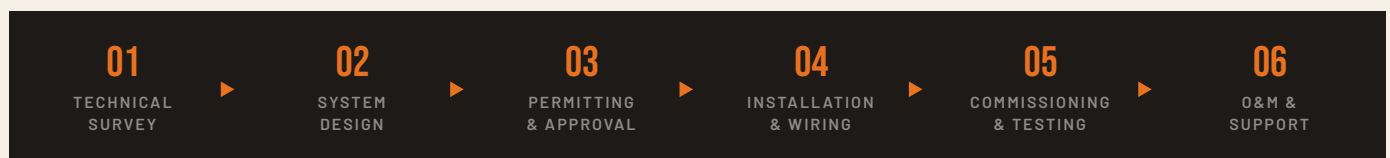
### GRID RESILIENCE

Power continuity for critical loads and participation in Terna grid services (FCR, aFRR) for additional revenue streams.

## SYSTEM RANGE & APPLICATIONS

SCALE	CAPACITY	ARCHITECTURE	APPLICATION
Commercial	20 kWh – 500 kWh	Indoor cabinet	SME, agriculture, services
Industrial	500 kWh – 2 MWh	Multi-cabinet / containerised	Manufacturing, logistics
Utility-Scale	2 MWh – 5+ MWh	Containerised, MV integration	Investors, DSO, grid services

## DELIVERY PROCESS



# BEYOND INSTALLATION: WE STAY WITH YOU

30+

## PHOTOVOLTAIC SYSTEMS



Photovoltaics is a powerful lever within any comprehensive energy strategy. We do not sell PV plants – we design *energy systems* in which storage and solar production work together to maximise return on investment.



### ENERGY AUDIT & FEASIBILITY

Load profile analysis, self-consumption targets, regulatory framework.



### PROGETTAZIONE

PV and BESS sizing, single-line diagram, grid connection design.



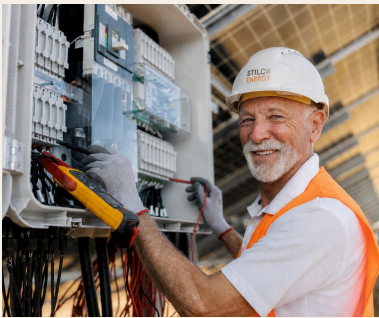
### INSTALLATION & COMMISSIONING

Full electrical works, MV/LV integration, testing and grid connection approval.



### REMOTE MONITORING & O&M

24/7 supervision, preventive maintenance, rapid on-site interventions.



## A COMPETITIVE ADVANTAGE BUILT OVER NEARLY 30 YEARS

Il rischio reale per un investitore non è ciò che installa oggi, ma chi sarà in grado di mantenerlo all'anno 8, 12, 15. La cultura tecnica dell'azienda – radicata in quasi trent'anni nell'elettronica di potenza – si traduce in un'offerta post-vendita concreta: **tasso di successo nel ripristino del 98%, processi ISO-certificati, interventi misurati in giorni.**

*“We do not sell a system. We sell continuity — the certainty that your plant will perform for its full technical life, not just until the first warranty expires.”*

STEFANO PIUNTI · CEO, STILCA ENERGY

WHY CHOOSE US

# SIX REASONS BUILT IN THE FIELD

01

## REAL STORAGE SPECIALISATION

BESS is not an add-on – it is the reason STILCA Energy exists. Storage-first methodology from design through commissioning.

02

## 30 YEARS OF FIELD EXPERIENCE

Utility-scale PV, industrial automation, MV/LV infrastructure, power electronics: every project decision is shaped by real experience.

03

## CONTINUITY CULTURE

We design already thinking about year 10 and 15. Maintenance, spare parts and advanced repair capability defined before the first cable.

04

## TECHNOLOGY INDEPENDENCE

Not tied to a single manufacturer. We select the optimal technology for each project, not the most convenient one for us.

05

## CAPACITY POST-VENDITA AVANZATA

Component-level repair of inverters, PCS and power electronics: unmatched after-sales depth in the Italian market.

06

## TRANSPARENT PARTNERSHIP

Clear contracts, fixed costs, defined SLAs. Long-term relationships built on honesty, not lock-in.

3-6 ANNI

TYPICAL PAYBACK  
INDUSTRIAL BESS

12-15 ANNI

TECHNICAL LIFETIME  
LFP SYSTEM

6.000+

CHARGE CYCLES  
LFP

24/7

REMOTE  
MONITORING

## SYSTEMS & BRANDS IN OUR PORTFOLIO



HUAWEI

SUNGROW

TESLA



GOODWE

AZZURRO  
ZCS

## ITALIAN MARKET PARTNERS

### Forniture Fotovoltaiche

Italian distribution & logistics, connecting leading global PV and storage manufacturers with the Italian market.

DISTRIBUTION & LOGISTICS

### STI Repair

Specialist in repair of industrial power electronics: inverters, PCS, drives. Active since 1997, ISO-certified, 98% success rate.

AFTER-SALES & MAINTENANCE

# LET'S BUILD SOMETHING THAT LASTS.

We are ready to discuss your energy storage project — from an initial feasibility call to a fully engineered proposal.

## CONTACT

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Mon-Fri · 09:00-18:00 CET

## REGISTERED OFFICE

**STILCA Energy S.r.l.**

REGISTERED OFFICE

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## PARTNERS

**Forniture Fotovoltaiche**

[forniturefotovoltaiche.it](http://forniturefotovoltaiche.it)

**STI Repair**

[stirepair.com](http://stirepair.com)

*“The value of a system is measured over time. That is why we do not stop at commissioning: we support the client throughout the full technical life of the system, with the same expertise we applied when we designed it.”*

STEFANO PIUNTI · CEO, STILCA ENERGY