Fortress Power

Energy Storage Systems

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TOPICS

Growth Opportunity with Us

Fortress Energy Storage Sizing Tool

How to Install

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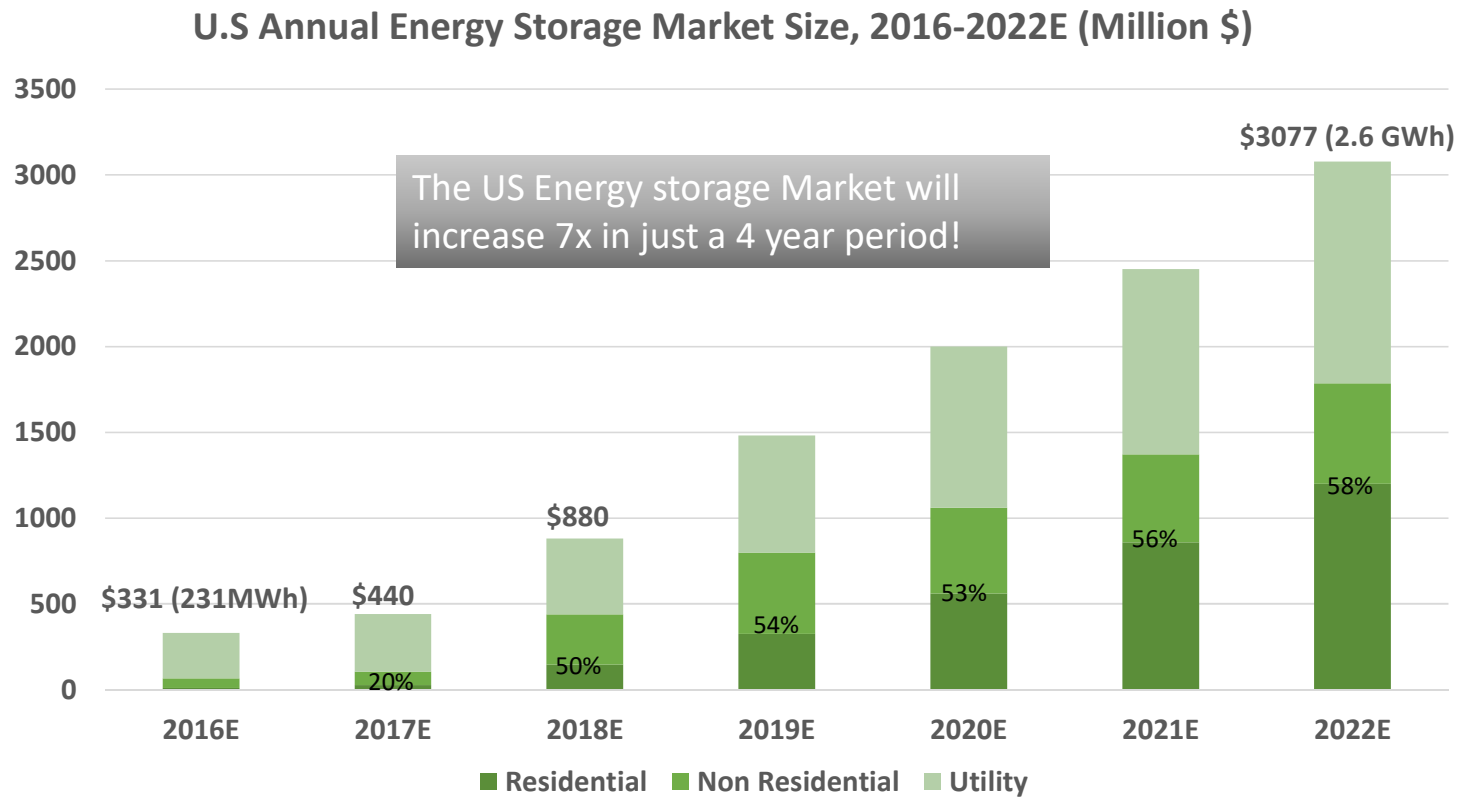
MARKET OPPORTUNITIES



Source: GTM Research

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SELLING ENERGY STORAGE

- 74% of homeowners are interested in home energy storage
- Only 14% of homeowners received quotes for Solar+Storage;
  This is due to:
  - Expensive equipment
  - Complicated installation
  - Lack of proper trainings
- 50% of those receiving quotes convert into buyers

Source: Energysage Report

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COMPANY INTRODUCTION

Fortress Power – Lithium Battery

Headquarter: Southampton, PA
(30,000 sqf facility)

Manufacturing facility: China, since 2008

Darfon Authorized Distributor

Darfon – Power Electronics

Headquarter: Taiwan

US Headquarter: Mountain View, CA

Established: 1997

Parent Company: BenQ Group (> $ 25 bn)

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LITHIUM FERRO (IRON) PHOSPHATE TECHNOLOGY

We Use The Safest Lithium Technology – Lithium Ferro Phosphate

	FORTRESS	Other Lithium Ion (e.g. Tesla, LG Chem, Panasonic)
Chemistry	Lithium Ferro Phosphate (LFP)	Nickel- Manganese -Cobalt (NMC)
Safety	✓	X
Eco-friendly	✓	X
Operating Temperature	-4 – 140 °F	14 – 113 °F
Life Cycles	6000	< 3000
Peak Power Output	10 KW	7 KW
Rate of Capacity Loss	LFP < NMC	

Fortress LFP Battery

Search LFP vs. NMC nail test videos on YouTube

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FORTRESS BATTERY SPECIFICATION

SAFE • AFFORDABLE • SLICK

Size	**LFP- 10**	**LFP- 15**
Total Energy (**kWh**)	10.24	15.36
Max. Charge Current (Continuous) [**A**]	100	100
Max. Discharge Current (Continuous) [**A**]	100	100
Max. Pulse Current (for 10 sec) [**A**]	200	200
Capacity [**Ah**]	200	300
Voltage [**V**]	48 (51.2)	48 (51.2)
Dimension [H xW x D, **inch**]	33 x 16.4 x 9.4	33 x 16.6 x 13.4
Weight [**lbs**]	286	429
Depth of Discharge	100%	
Warranty	10 years	
Life Cycles	90% @ 3000; 80% @ 6000	
Stack-ability	2 batteries in parallel to 1 inverter	

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FORTRESS NEW GENERATION BATTERY

DISPLAY •MORE COMPACT •MORE POWER

Size	**G2LFP- 15**
Total Energy (**kWh**)	15.36
Max. Charge Current (Continuous) [**A**]	100
Max. Discharge Current (Continuous) [**A**]	100
Max. Pulse Current (for 3 sec) [**A**]	150
Capacity [**Ah**]	300
Voltage [**V**]	48 (51.2V)
Dimension [H xW x D, **inch**]	39 x 22 x 11
Weight [**lbs**]	350
Depth of Discharge	100%
Warranty	10 years
Life Cycles	90% @ 3000; 80% @ 6000
Stack-ability	5 batteries in parallel to 1 inverter

First units available in Late September!

NEW **GENERATION !**

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FORTRESS LITHIUM BATTERY SYSTEM

COMPATIABLE INVERTERS

FORTRESS BATTERIES CAN BE PAIRED WITH MOST 48V CHARGERS AND HYBRID INVERTERS!

Brand	Inverter/Charger Mode
Darfon	**H5001; HB51 ****
Outback	FLEX max charge controller (48V), FLEXpower series (48V); Radiance series (48V); FXR(A) and FXR (E) series (48V); GVFX and GVFX series (48V);
Schneider	Conext XW MPPT charge controller; Conext XW+ series; Conext SW;
Magnum	MS 4448PAE; MS 4048-20B
SMA	SUNNY ISLAND 4548-US/6048-US

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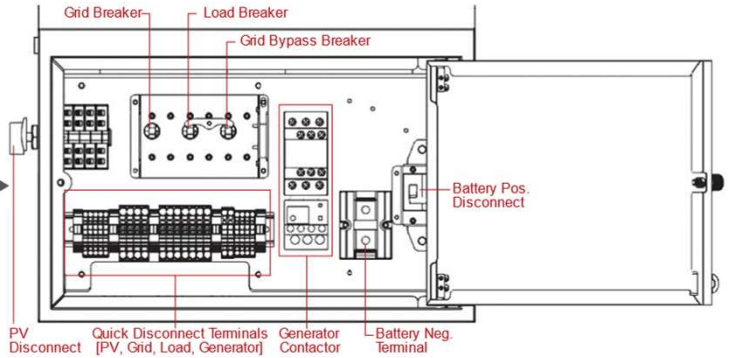
HOW TO SELL ENERGY STORAGE

DARFON HYBRID INVERTER

Compact, Easy-to-install & Highly Efficient

It integrates PV inverter, charger inverter, control, communication, distribution box, and auto-transfer, all in one unit.

Distribution Box



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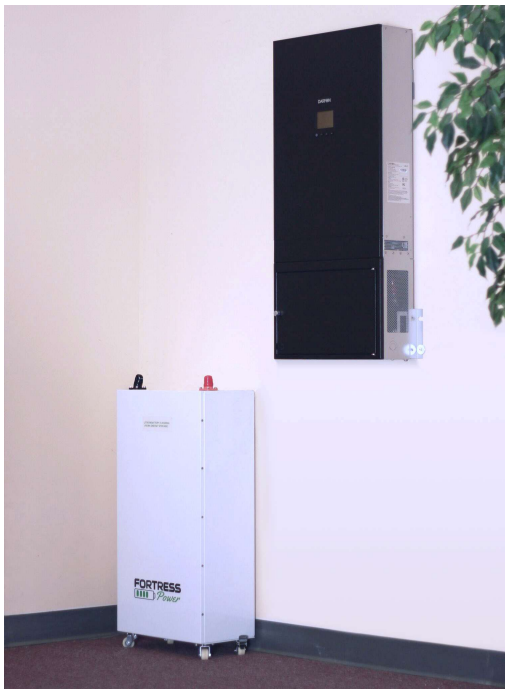
SPECIFICATIONS

	Technical Specification
Inverter AC output	5.5 KW*
Surge power at backup	5.5/6.5/7.5 kW (40/5/1 second)
Transfer Switch	48 amps auto-transfer relay at 20ms
AC Grid Voltage	120/240 volts
AC Output	23 amps
Battery Input Voltage	40-58.4 volts (48V)
Battery Life Cycles	Up to 6,000
Battery Capacity	10 or 15 kWh (Scalable to 75 kWh)
PV Array	Up-to 6.5 KW

The inverters are allowed to be stacked up-to 16.5 kW soon!



5 kW/10 kWh ESS

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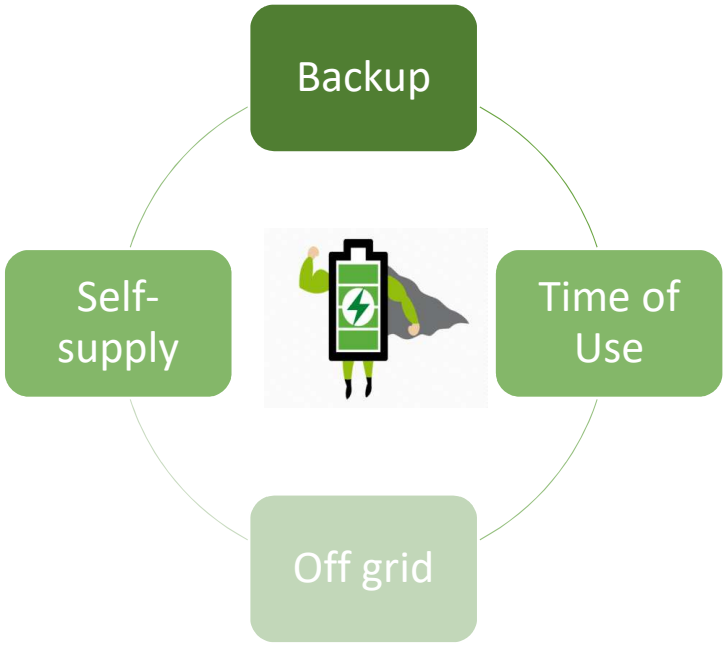
APPLICATIONS

ALL IN ONE SOLUTION



DC coupled solution:

- ✓ One inverter manages PV & Storage
- ✓ Higher efficiency

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BACKUP OPTIONS

	Fortress Lithium	Lead Acid	Generator
Applications	Backup power, time of use, self-use & off grid	Backup power	Backup power
Depth of discharge	100%	50%	N/A
Potential Harm	Safest technology	Risk of harmful gases	Environmental pollution
Life Cycles	6,000	500-1,000	N/A
Warranty	10 years	2 years	2 years
Fuel Cost	$0	$0	$ 50-100/day
Maintenance	No	Every 6 months	Yes
Incentives	Yes	Yes	No

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COST ANALYSIS

	Fortress Power + Darfon	Lead Acid	Generator (20 KW)
Total Installed Cost	$12,000	$13,600	$10,000
SGIP Incentive	$3,150	$3,150	N/A
30% ITC	$2,655 ($3,600 w/o SGIP)	$3,315 ($4,080 w/o SGIP)	N/A
Net Out-of-Pocket	$6,195 ($8,400 w/o SGIP)	7,135 ($9,520 w/o SGIP)	$10,000
Cost per Cycle	$1 ($1.4 w/o SGIP)	$ 14.3 ($19 w/o SGIP)	N/A
Fuel Cost	$0	$0	$ 50-100/day

- *Fortress system: 5kW inverter + 10 kWh battery (9 kWh usage power)*
- *Lead Acid system: Outback GS 4048a + 18 kWh lead acid battery (9 kWh usage power)*

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COMPARISON CHART

	Fortress Power+Darfon	Tesla	Solaredge + LG Chem	Pika Energy	Sonnen
Configuration	DC coupling	AC coupling	DC coupling	DC coupling	AC coupling
Battery Chemistry	LFP	NMC	NMC	NMC	LFP
Battery Cycles	6,000	2,800	2,500	2,800	10,000
Price level	**Low**	Low	Medium	High	High
Cost per Cycle	**Lowest**	Medium	High	Highest	Medium
Maintenance	**Easy**	Hard	Easy	Easy	Hard

•*AC coupling requires an additional PV inverter and has at least 5% more power loss*

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COMPETITIVE ADVANTAGE

- ✓ **SAFE**
- ✓ **COMPETIVE PRICED**
- ✓ **LOWEST COST PER CYCLE**

- ✓ **ALL IN ONE SOLUTION**
- ✓ **MORE EFFICIENT**
- ✓ **EASY INSTALL/MAINTENANCE**

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FORTRESS ENERGY STORAGE SIZING TOOL

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How to size the Energy Storage System For Backup

1. Sizing PV array
2. Estimate average daily PV production
3. Selecting critical load circuits
4. Calculating daily usage of critical load panel
5. Selecting battery bank size

Available for our authorized dealer

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PV ARRAY SIZING

Solar PV Array- System Sizing

String	Solar Module Specifications						Module String Specifications		
	Module Watts	Voc	Vmppt	Quantity	Temperature Coefficient of Voc %/°C	Record-low temperature °C	String Voc	String Vmppt	PV array size
String 1	310	40.3	32.9	9	-0.29	-20	410.0	296.1	2790
String 2	310	40.3	32.9	8	-0.29	-20	364.5	263.2	2480
Total Modules				17			Total PV System Size(Watts)		5270

Darfon H5000 Specifications		
String VOC	String VMPPT	PV System
120 - 460V	250 - 430 V	Up to 6.5 kW

2 independent MPPTs allow different module layout in each string.

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ESTIMATE AVERAGE DAILY PV PRODUCTION

Monthly PV Production of A 5.27 KW PV Array in NH

	Solar Radiation	AC Energy	Energy Per Day (watts)
January	2.92	410	13,226
February	3.8	484	17,286
March	4.54	625	20,161
April	5.27	668	22,267
May	5.84	735	23,710
June	6.07	722	24,067
July	6.12	746	24,065
August	5.69	694	22,387
September	4.73	571	19,033
October	3.53	462	14,903
November	2.57	337	11,233
December	2.23	313	10,097

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ESTIMATE AVERAGE DAILY PV PRODUCTION

	Category	Item	Quantity	Starting Watts	Running Watts	Hours/Day	Watthours/Day
1	Essential	Refrigerator/Freezer-Energy Star	1	1200	200	8	1600
2	Essential	LED Light Bulb-60 Watt Equivalent	6	48	48	6	1728
3	Essential	Incandescent Light Bulb-60 Watt	4	240	240	6	5760
4	Essential	Sump Pump-1/3 HP	1	1300	800	0	0
5	Essential	Water Well Pump-1/3 HP	1	1400	750	3	2250
6	Kitchen	Microwave Oven-650 Watts	1	1000	1000	0	0
7	Kitchen	Coffee Maker-4 cup	1	600	600	0	0
8	Personal Electronics	Cell Phone Charger	2	50	50	1	100
9	Personal Electronics	Computer-Laptop	1	250	250	2	500
10	Personal Electronics	TV-Flat Screen-46"	1	190	190	3	570
			Totals	6278	4128		12508

Inverter Type	Watthours/Day	Surge Power		Running Watts	
Darfon H5001	12508 Watts	222	Watts Available	872	Watts Available

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SELECT BATTERY BANK SIZE

Critical Load Consumption Report

Item	Watthours/Day
Refrigerator/Freezer-Energy Star	1600
LED Light Bulb-60 Watt Equivalent	1728
Incandescent Light Bulb-60 Watt	5760
Sump Pump-1/3 HP	0
Water Well Pump-1/3 HP	2250
Microwave Oven-650 Watts	0
Coffee Maker-4 cup	0
Cell Phone Charger	100
Computer-Laptop	500
TV-Flat Screen-46"	570
	12,508 Wh/Day

Select Battery Bank Size

Fortress Power Battery	**LFP -15**
System Size:	15,360 Wh
Battery Quantity	1
Depth of Discharge:	90%
Available Power:	13,824 Wh

WHAT TO EXPECT

Available power in Battery at 90% DoD	**13,824 Wh**	**1.1 Days**
Lowest average daily available PV Power:	**10,097 Wh**	
Highest average daily available PV Power:	**24,067 Wh**	

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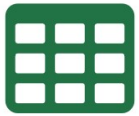
FORTRESS ENEGY STORAGE SIZING TOOL

TIME-OF-USE APPLICATION

Provide us one of the following stats along with a monthly electric bill and we will run the financial return for you!

Monthly Electric Bills



Spreadsheet Interval Data

Green Button Data

UTILITYAPI

Import UtilityAPI Data

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How to Install

Bryan Whitton – Product Manager at Darfon

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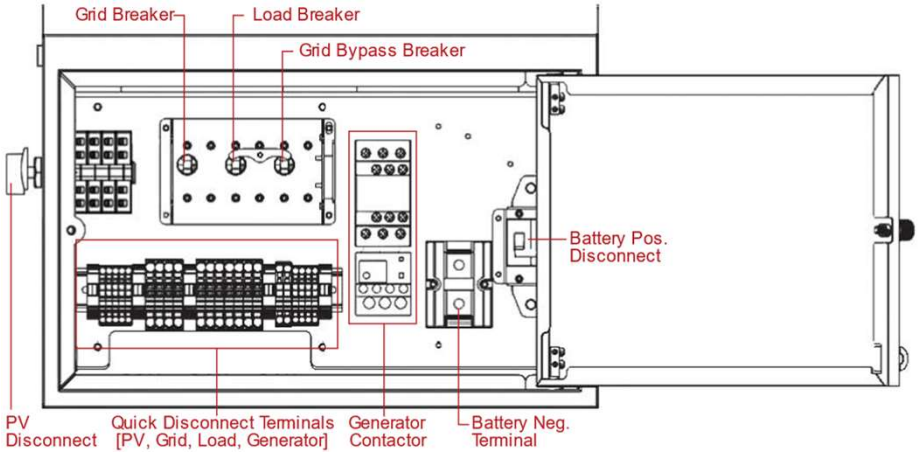
First Step

Your H5001 will come in a cardboard box. On the box will be a label with a description and the serial number. You should note both to make sure it is the right part and that you have the serial number for warranty purposes. The inverter Model is the H5000 and that is used for the permit and plans.

Removing the H5001

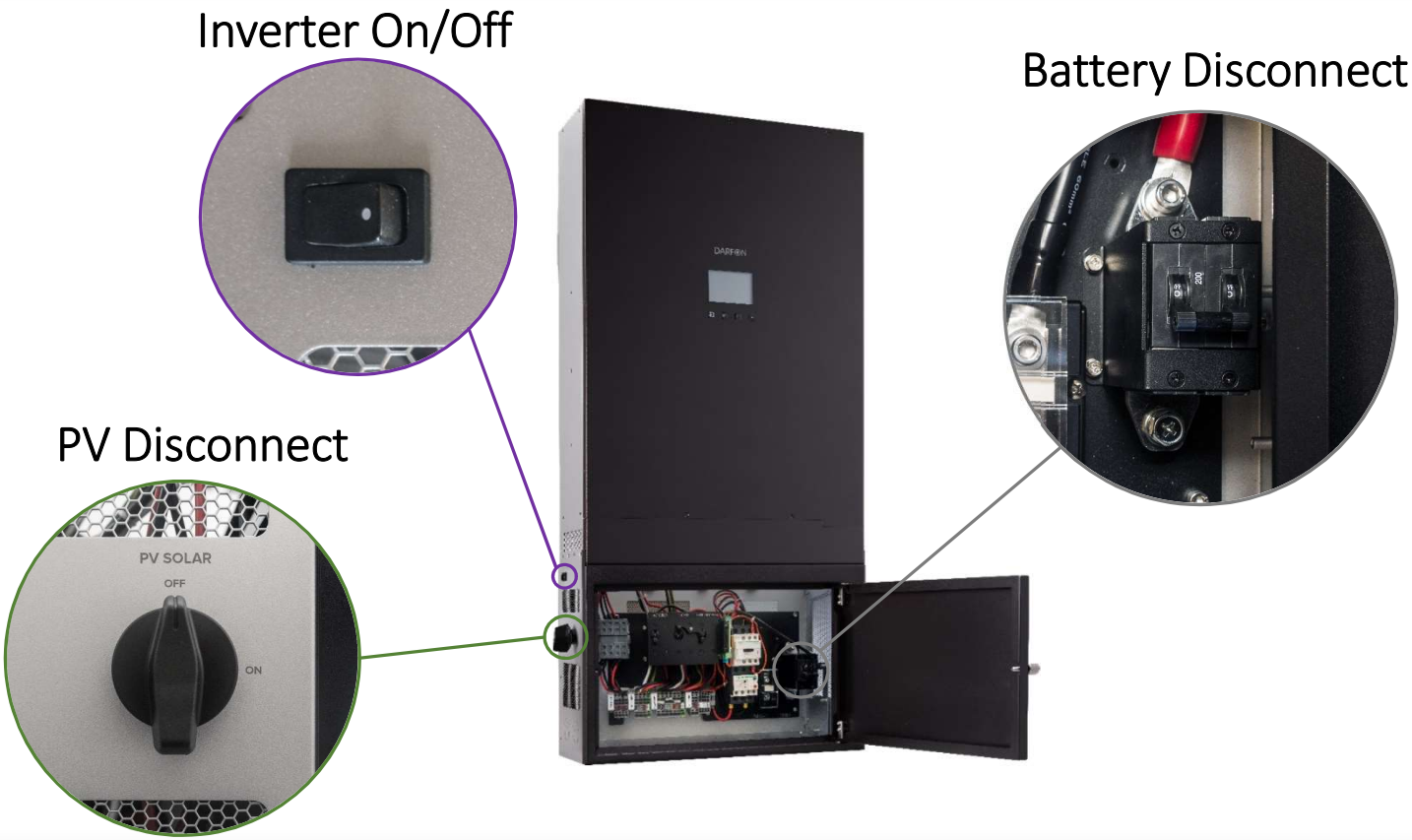
- Remove the accessories.
- Remove cardboard inserts and the H5001 from the plastic bag.
- Inspect for any possible damages.

H5001 Distribution Box



All the I/O happens here. Plenty of room to work with, easy to install and configure.

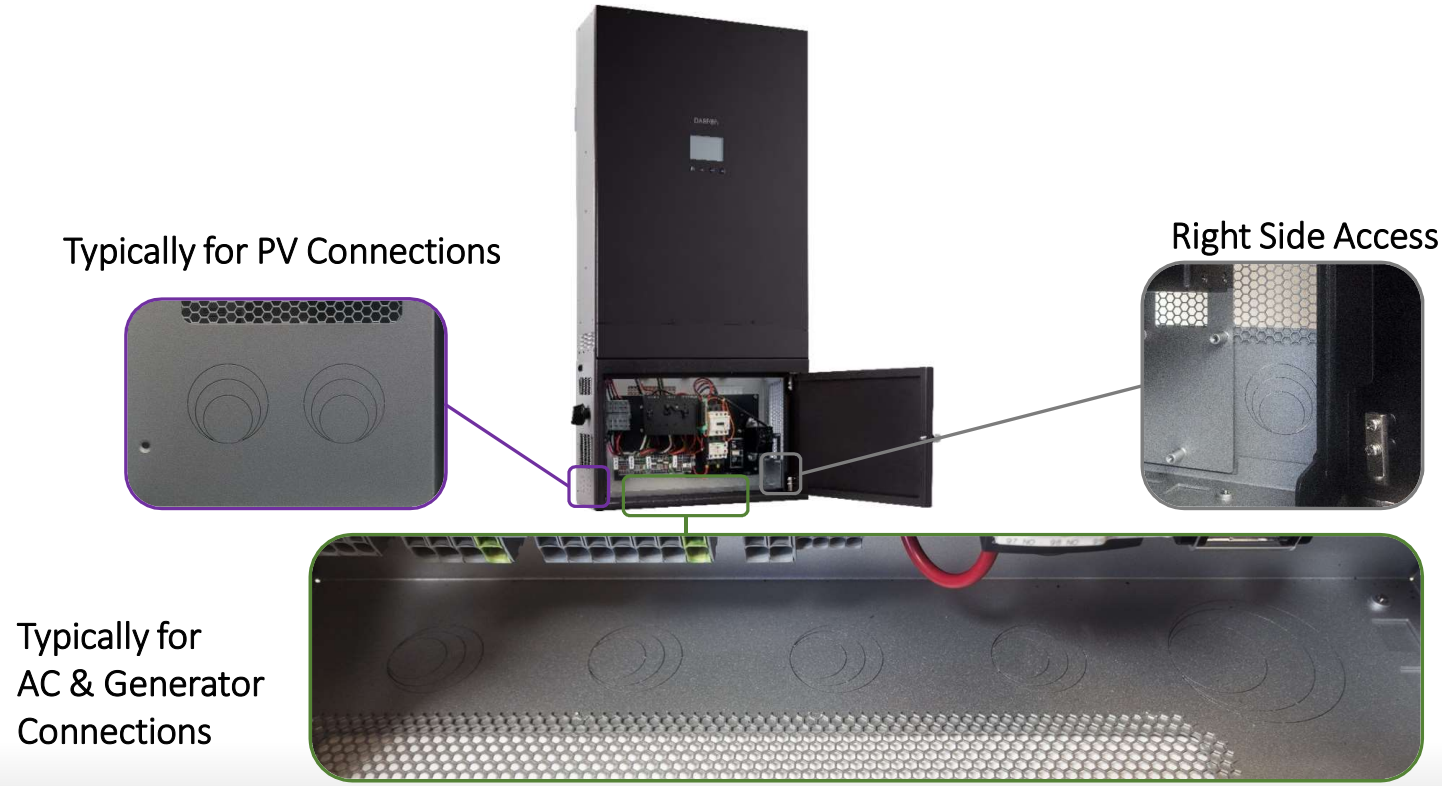
System Switches



Concentric Knockouts

Located along the right, left and bottom of the distribution box

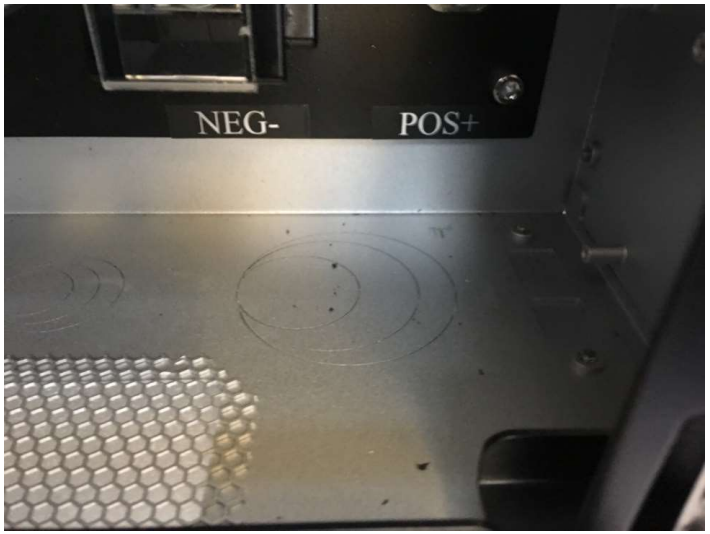
Clean install!



Concentric Knockouts

Battery Connection

Right below the battery terminals and shutoff switch is a concentric knockout for 1”, 1.25” and 1.5” connectors. You will need 2/0 conductors for the battery.



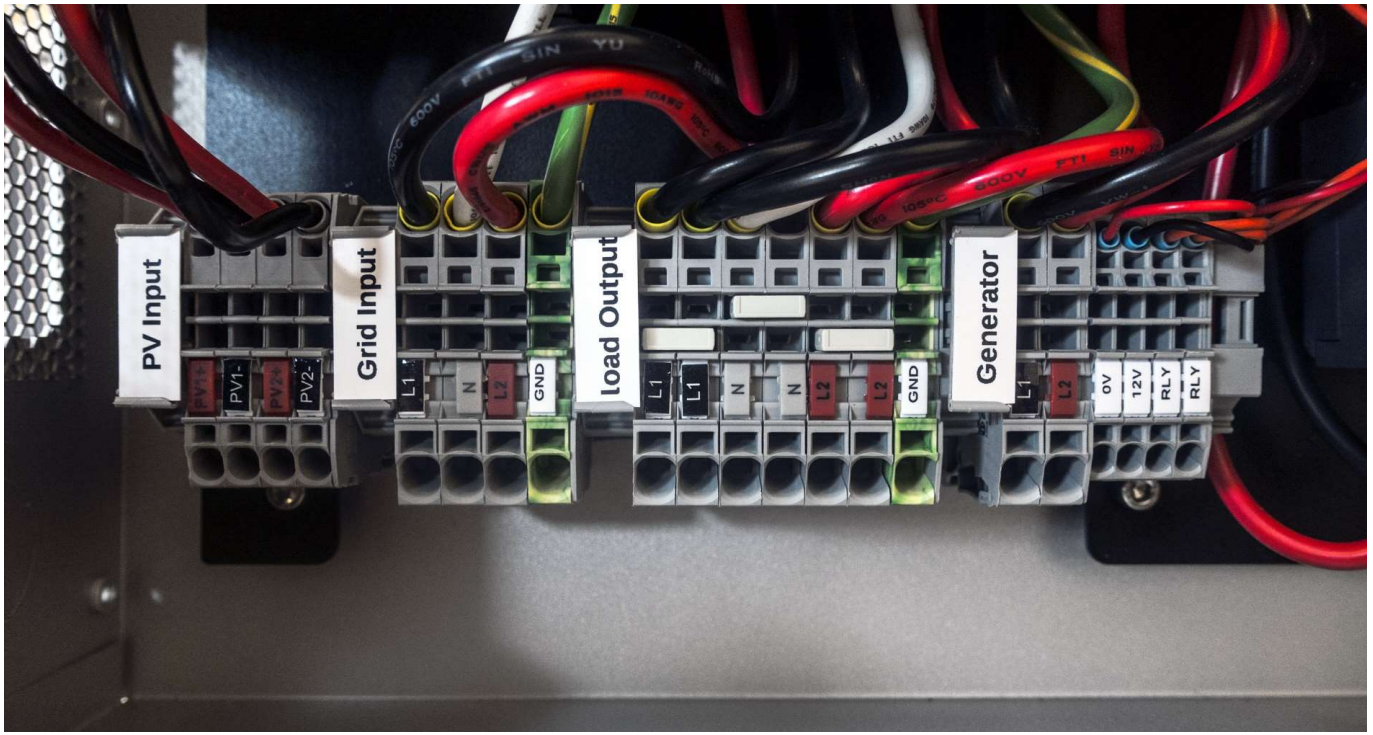
How it mounts

- I use Unistrut on the top and bottom. The H5001 simply hangs on the bracket. Be sure to bolt directly into studs.

- The hanger bracket it is designed to bolt to the wall and hang inverter.

The bottom inverter bracket bolts directly to the Unistrut.

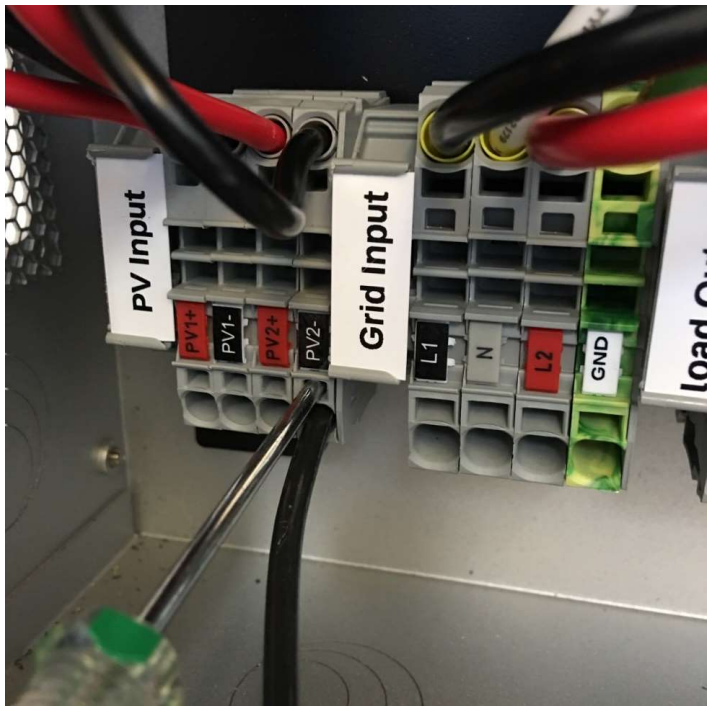
Quick Disconnect Terminals



Installing/Removing Conductors

- Installing Conductors
- Push a small screwdriver into the release access.
- Insert the wire and remove the screwdriver.

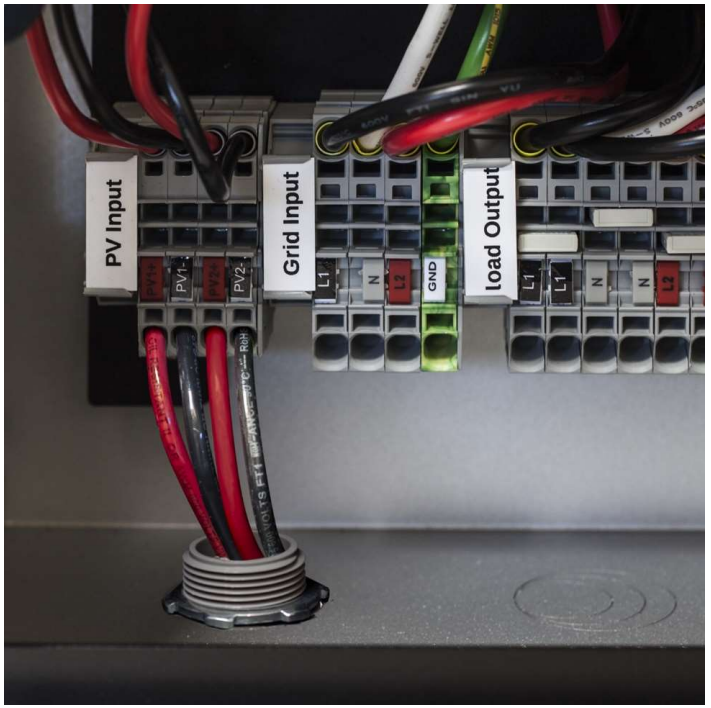
- Removing Conductors
- Push the screwdriver into the release access and pull the wire out.



Note: Terminals use high tension springs that require a strong push to get the contact to open.

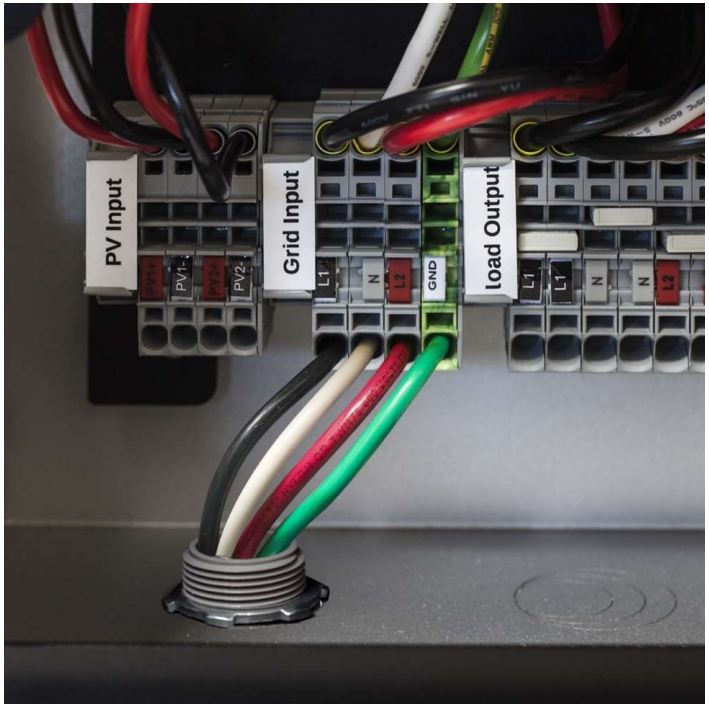
PV Conductors

- Two MPPTs in the PV inverter (It doesn't matter which string inputs you use if you only have one string)
- Maximum wire size is #10 AWG.
- *Now is a good time to check the PV voltage and polarity*



AC Grid-Tie Conductors

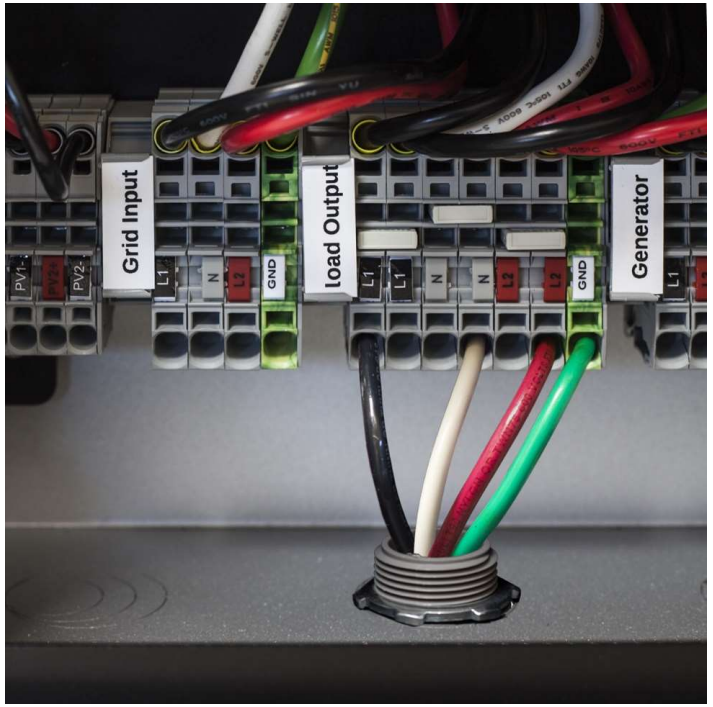
- Make sure the grid is powered down when you are connecting the wires
- We can handle #8 AWG wire in these connectors
- It takes 2 minutes to do.
- There is a fair amount of room in the distribution box to work with so leave a little extra wire length to make it even easier.



Now is a good time to check the AC voltages

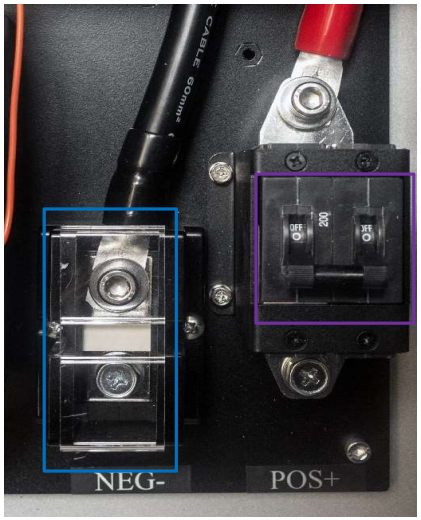
Critical Load Panel

- Same as the Grid-Tie but an extra set of inputs.
- Double the inputs. Again, it gives you flexibility. Occasionally you may want to split the loads such as lights and receptacles or something along those lines. This simply gives flexibility.

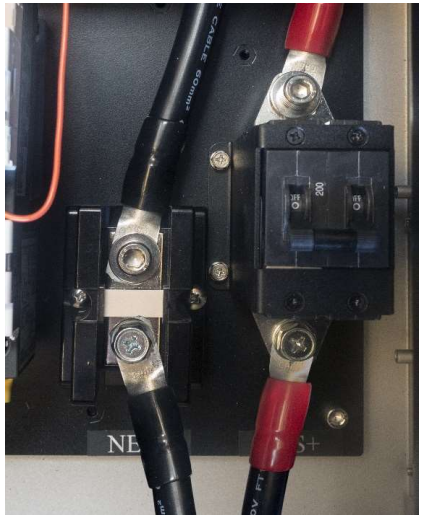


Landing the Battery Conductors

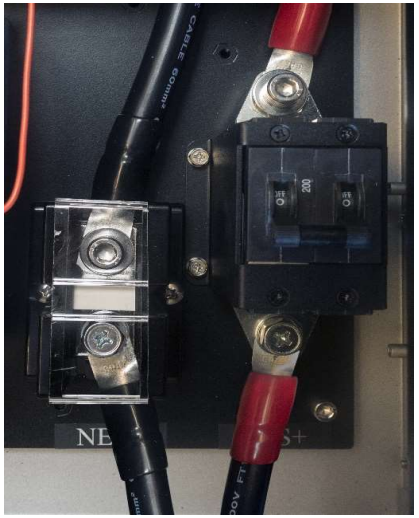
Step 1. Switch off the Battery.
Step 2. Pull the clear finger shield off from the negative connector.



Step 3. Attach the negative cable to the negative connector and the positive cable to the positive connector. Use a 5/16” lug.



Step 4. Clip the finger guard back over the negative connector for safety.



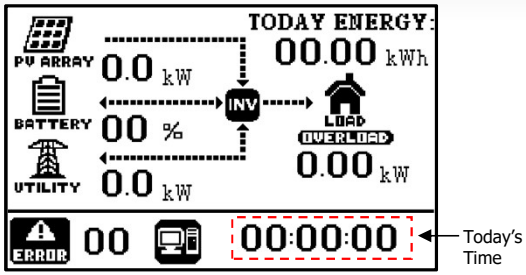
Note: Keep the cables as short as possible.

Display Panel

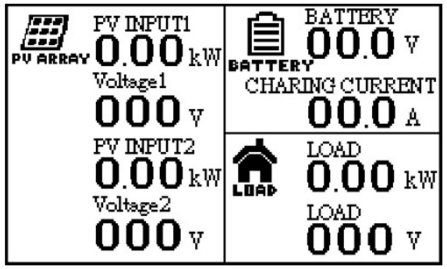
ICON	FUNCTION	DESCRIPTION
	Enter	Confirm the selection in setting mode or enter setting mode.
ESC	Exit	Exits setting mode.
←	Left	Go to previous page, move or decreasing all Number.
→	Right	Go to next page; move; to increase all Number.

Display Icons

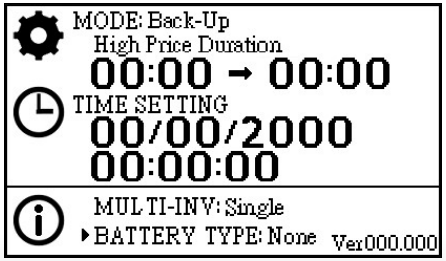
POWER FLOWS PAGE



POWER INFORMATION PAGE



SYSTEM SETTINGS PAGE



ICON	DESCRIPTION
PV ARRAY	Represents the PV Array
BATTERY	Represents the Battery Pack
UTILITY	Represents the Utility
LOAD	Represents the Load
INV	Represents the Hybrid Inverter
	Indicates the Connection to a PC
ERROR 00	Indicates the Error and error codes
OVERLOAD	Indicates an overload has occurred
	Represents the System Mode Setting
	Represents the System Time Setting
	Represents the System Information

Operational Modes

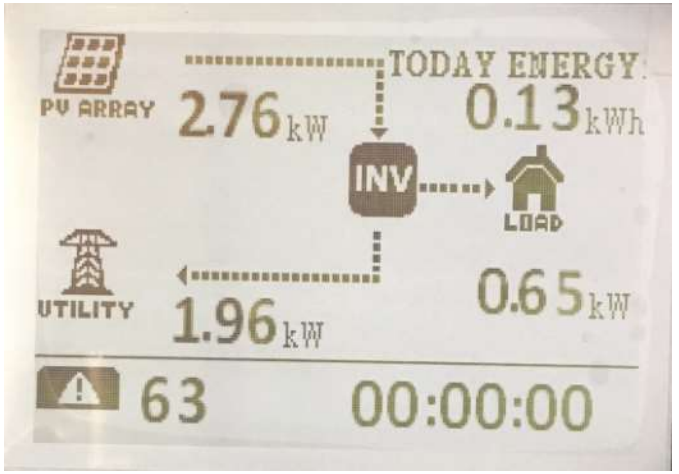
PRESET MODES		DESCRIPTION
1. Back-up (default)		Keep the battery full and discharge only in cases power outages
2. Residential		Self-consume from PV and battery first before the Grid
3. Back-up w/o Feed-in		Back-up mode but will not feed-in power back to the Grid
4. Residential w/o Feed-in		Residential mode but will not feed-in power back to the Grid
5. TOU w/o Batt. Feed-in	Low electricity cost	Back-up mode
	High electricity cost	Residential mode
6. TOU w/ Batt. Feed-in	Low electricity cost	Back-up mode
	High electricity cost	Residential mode and will feed-in at a constant level power back to the Grid

PRESET MODES		PV USE PRIORITY			LOAD PRIORITY			CHARGE FROM		FEED GRID FROM		BATTERY DOD	
		Load	Batt.	Grid	PV	Grid	Batt.	PV	Grid	PV	Batt. (No PV)	On-Grid	Off-Grid
1. Back-up (default)		2	1	3	1	2	3	Yes	Yes	Yes	No	40%	0%
2. Residential		1	2	3	1	3	2	Yes	No	Yes	No	40%	0%
3. Back-up w/o Feed-in		2	1	X	1	2	3	Yes	Yes	No	No	40%	0%
4. Residential w/o Feed-in		1	2	X	1	3	2	Yes	No	No	No	40%	0%
5. TOU w/o Batt. Feed-in	Low electricity cost	2	1	3	1	2	3	Yes	Yes	Yes	No	40%	0%
	High electricity cost	1	2	3	1	3	2	Yes	No	Yes	No	40%	0%
6. TOU w/ Batt. Feed-in	Low electricity cost	2	1	3	1	2	3	Yes	Yes	Yes	Yes	40%	0%
	High electricity cost	1	3	2	1	3	2	Yes	No	Yes	Yes	40%	0%

Battery Type

Always set the battery type before turning on the battery so the battery and inverter can communicate.

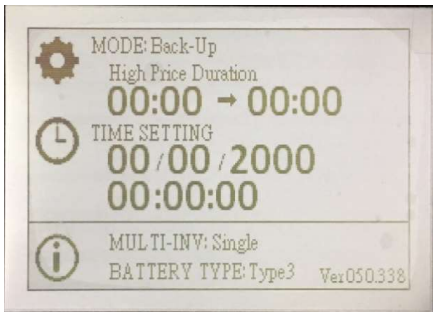
- Turn on all power switches EXCEPT the battery
- Turn on inverter switch
- Wait to hear 3 beeps from the inverter, this indicates the system is now running
- The inverter will show error 63. It is simply stating the battery is not connected.



Values will vary from site to site.

Selecting the Battery Type

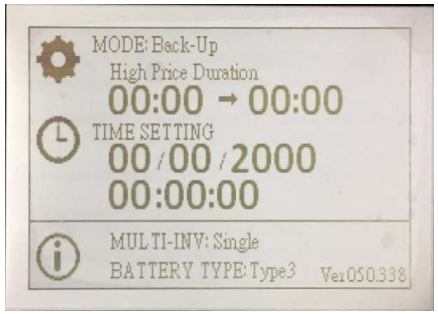
- Use the → button (twice) to get to the System Settings Page
- The default mode is Back-up
- High Price Duration is to define the hours for TOU Arbitrage
- Time Setting is for setting the date and time
- MULTI-INV is for stacking inverters
- There are 4 pre-defined battery types:

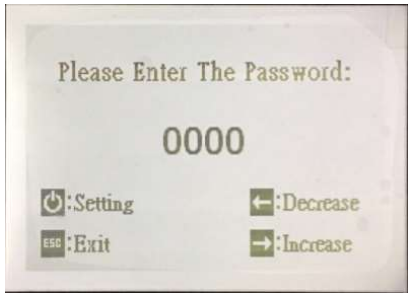


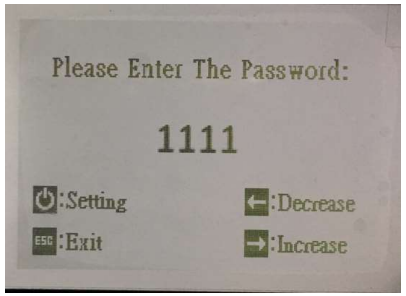
0 None	no battery expected
1 Lead/Acid	Used with ALL batteries without direct communications
3 Darfon B05	Darfon 5 kWh battery
4 Panasonic	DCB-105ZK H200 ESS only

Selecting the Battery Type (cont.)

- Use the ←→ keys to select the ⓘ section
- Use the ↵ key to and you will be prompted to enter the password
  - Use the right arrow and enter keys to type the password “1111”



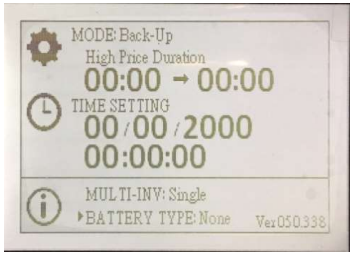


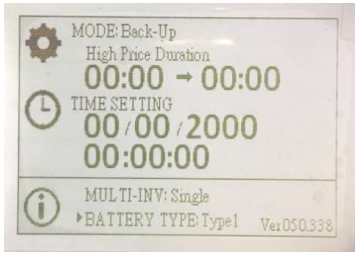


- Use the ←→ keys to select Battery Type and hit ↵.
- Use the ←→ keys to change the type and ↵ to save.

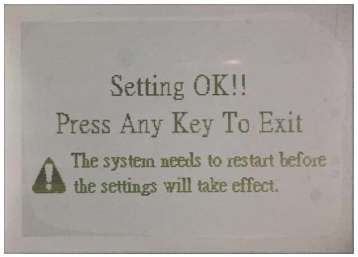
Saving the Battery Type

- The default battery type should be none. In this case Type 1 for the Fortress LFP battery.





- After saving the new battery type, the display will show “Changing the new Settings”. If everything is OK you will see the “Setting OK”

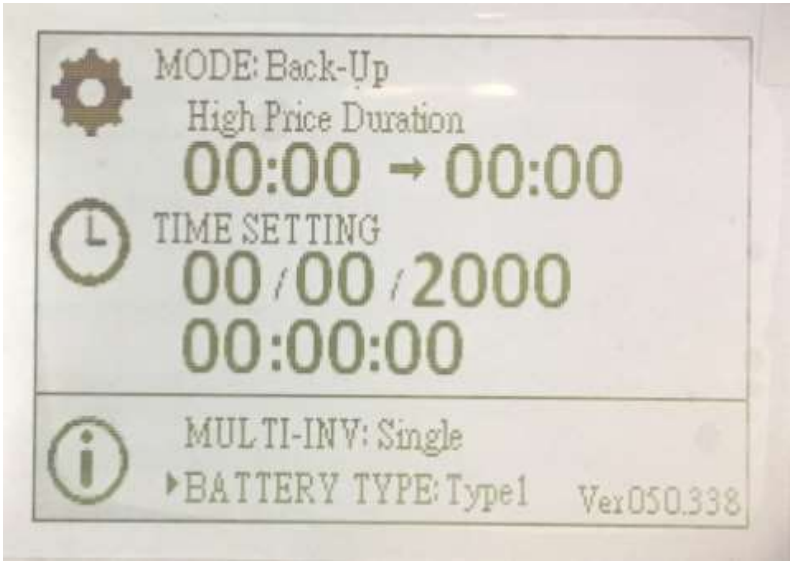


- Press any key to get back to the Systems Setting Display. Then turn off power with the rocker switch; the system will NOT restart on its own.
- Turn on the battery, turn on the H5001 with the rocker switch.

Battery Type Updated

You now have changed the battery type from 3, Darfon B05 to 1 for the Fortress LFP battery!

Changing the date/time and mode of operation follows a similar process. The only significant difference is for MODE and TIME SETTING sections, the password is 9999.



Nuts and Bolts

So far we have covered:

- Installing the hardware
- Configuring the hardware to the site
- Setting the battery type, operational modes and date/time

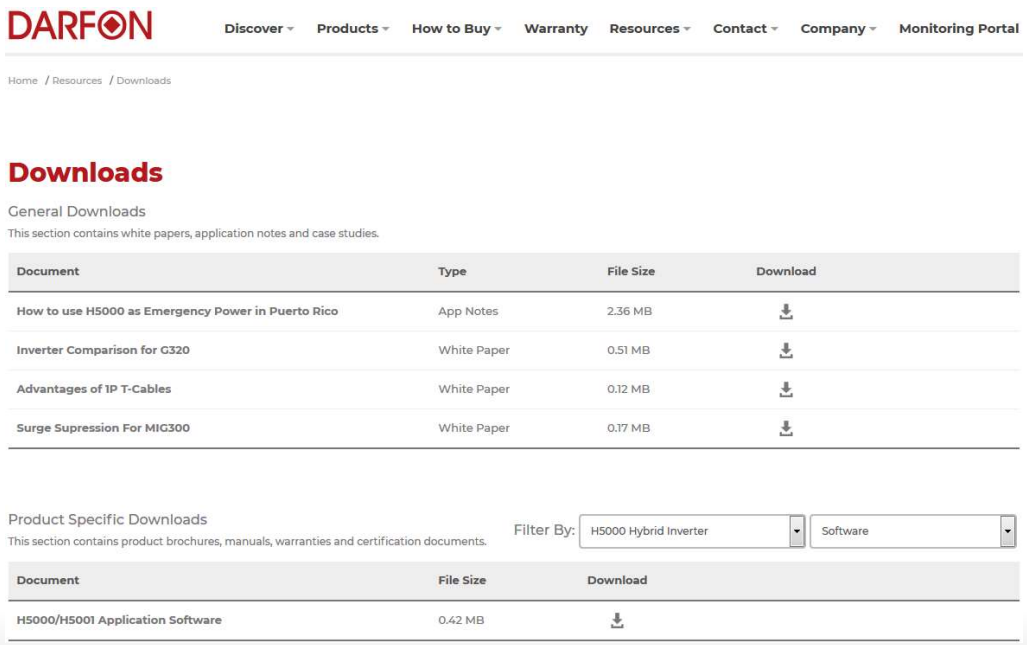
Now we go through advanced configuration

- Download Hybrid AP application
- Install the software on your computer
- Connect your computer to the inverter
- Read your AP registers
- Learn about the AP registers and how to use them to your advantage

Downloading the software

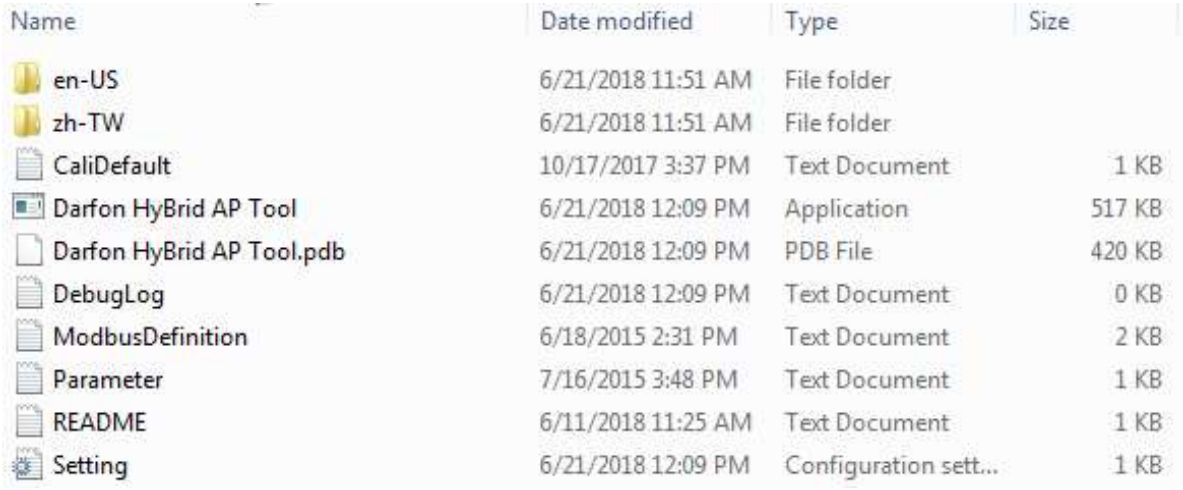
From the Darfon Solar website download the file “H5000/H5001 Application Software”. You can follow the link below.

- http://www.darfonsolar.com/downloads/?product_id=14&download_type_id=8



Adding the Software to your Computer

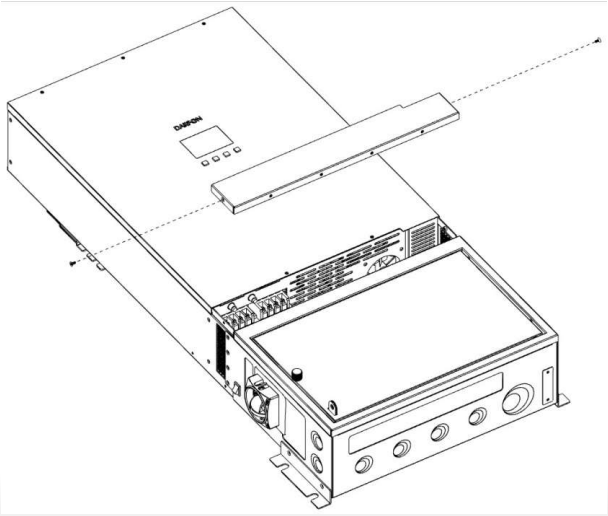
- Create a working directory for the software
- Unzip the download file in your working directory and you are done.
- Your folder contents should look like the one below.



Name	Date modified	Type	Size
en-US	6/21/2018 11:51 AM	File folder	
zh-TW	6/21/2018 11:51 AM	File folder	
CaliDefault	10/17/2017 3:37 PM	Text Document	1 KB
Darfon HyBrid AP Tool	6/21/2018 12:09 PM	Application	517 KB
Darfon HyBrid AP Tool.pdb	6/21/2018 12:09 PM	PDB File	420 KB
DebugLog	6/21/2018 12:09 PM	Text Document	0 KB
ModbusDefinition	6/18/2015 2:31 PM	Text Document	2 KB
Parameter	7/16/2015 3:48 PM	Text Document	1 KB
README	6/11/2018 11:25 AM	Text Document	1 KB
Setting	6/21/2018 12:09 PM	Configuration sett...	1 KB

Talking to the Inverter

- You will need a USB-A to USAB-B cable on hand before you start.
- Remove the access cover that is held in place by 2 philips screws

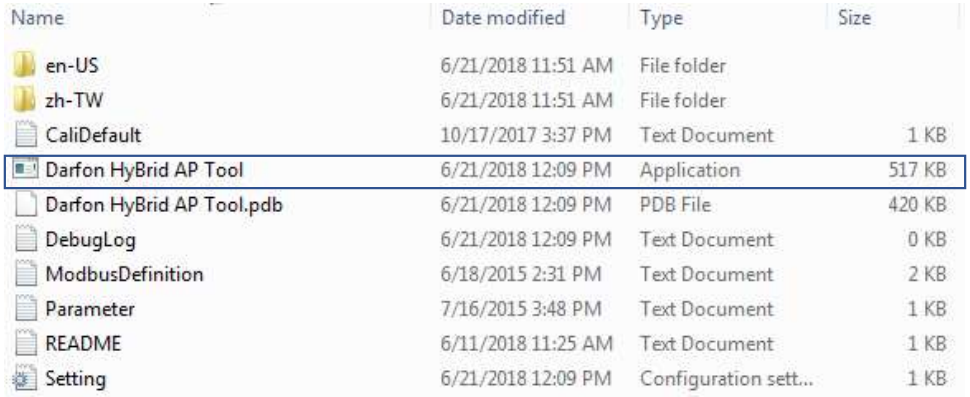


Talking to the Inverter (cont.)

- Connect the USB cable to the inverter as shown below.
- Connect the other end of the cable to a USB port on your laptop.

Talking to the Inverter (cont.)

Launch the Darfon Hybrid AP Tool



Name	Date modified	Type	Size
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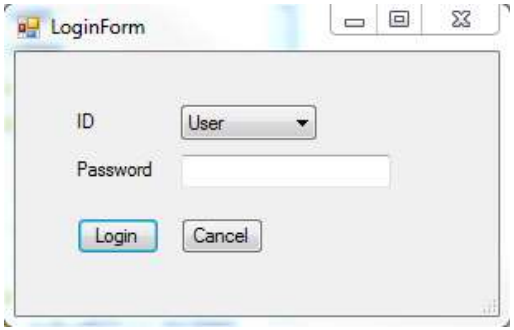
Parameter	7/16/2015 3:48 PM	Text Document	1 KB
README	6/11/2018 11:25 AM	Text Document	1 KB
Setting	6/21/2018 12:09 PM	Configuration sett...	1 KB

Talking to the Inverter (cont.)

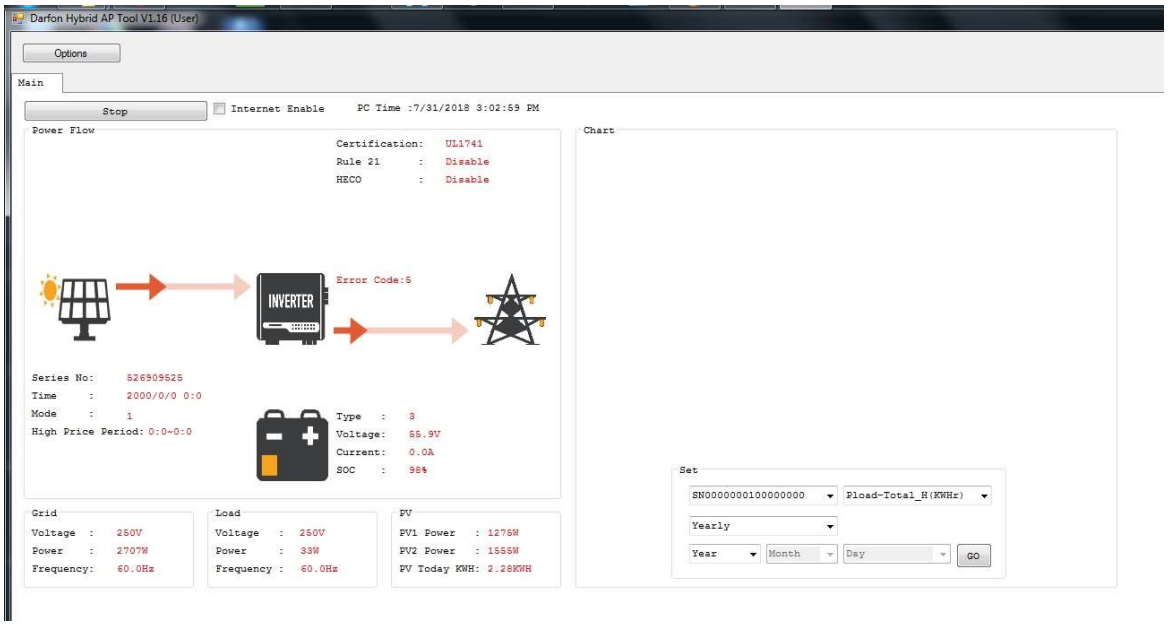
A user level login requires no password.

You can see a nice amount of what is happening with your inverter very easily. Nothing can be changed from this login level.



Talking to the Inverter (cont.)

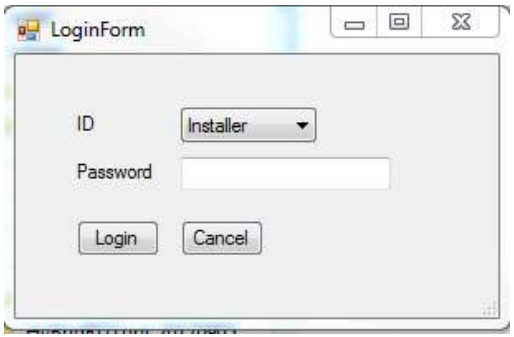
You must set the Serial COM Port. The Baudrate is 9600 and the computer will assign the COM port. In this case, my computer allocated COM15. Click on OK.

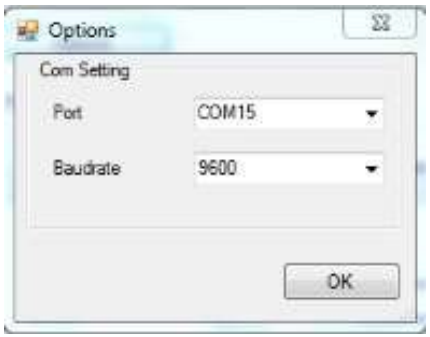


This is the default screen for the User login.

Talking to the Inverter (cont.)

- An installer level login requires the password “Installer1234”. The password is case sensitive. Also, please note that we do NOT publish this password in the manual.
- You will also need to set the COM port for this login as you did with the User login.

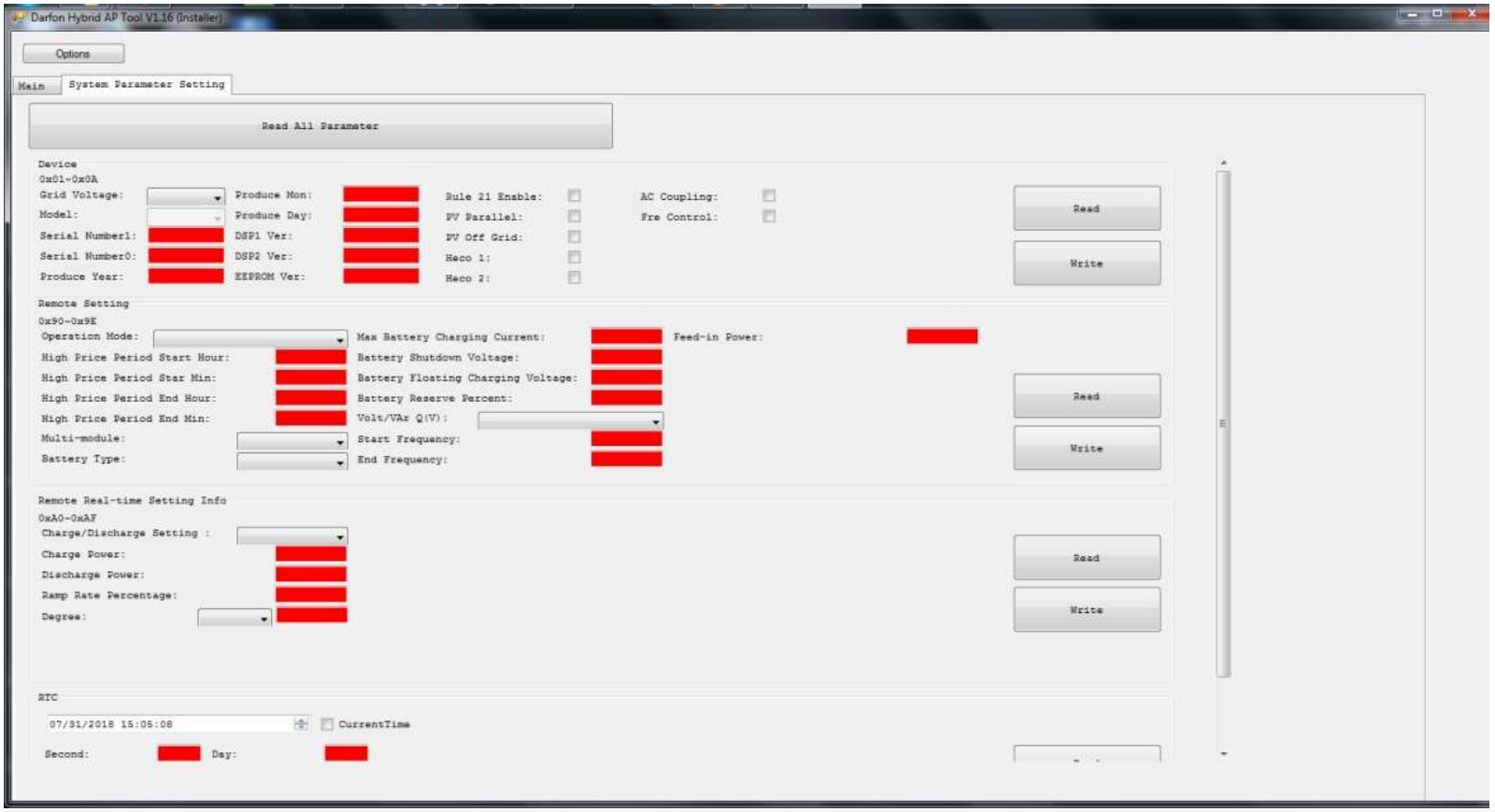




- From this login you can make substantial changes to the way the H5000 works.

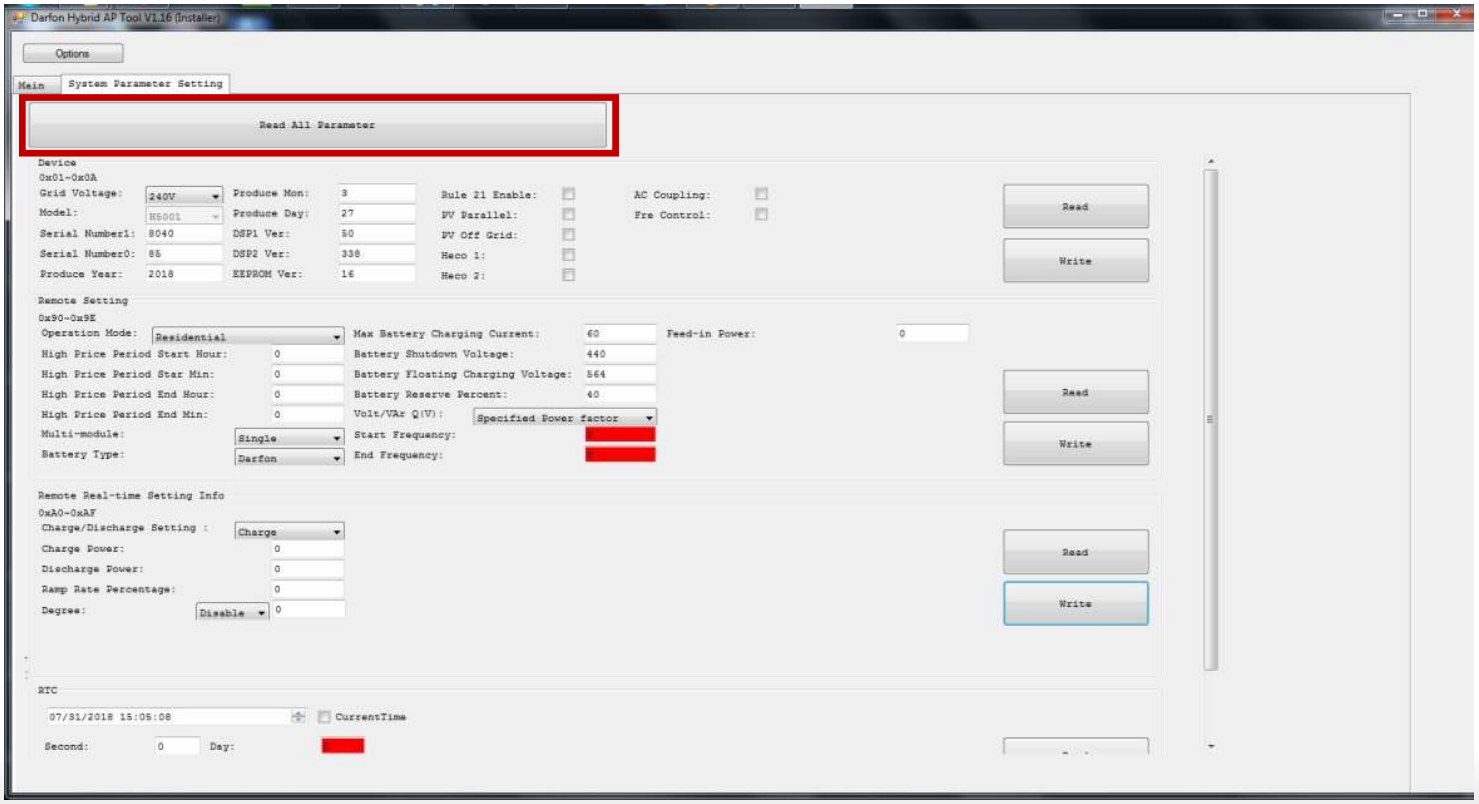
Caution: You can make the system perform better or a lot worse depending on what you do here.

Talking to the Inverter (cont.)

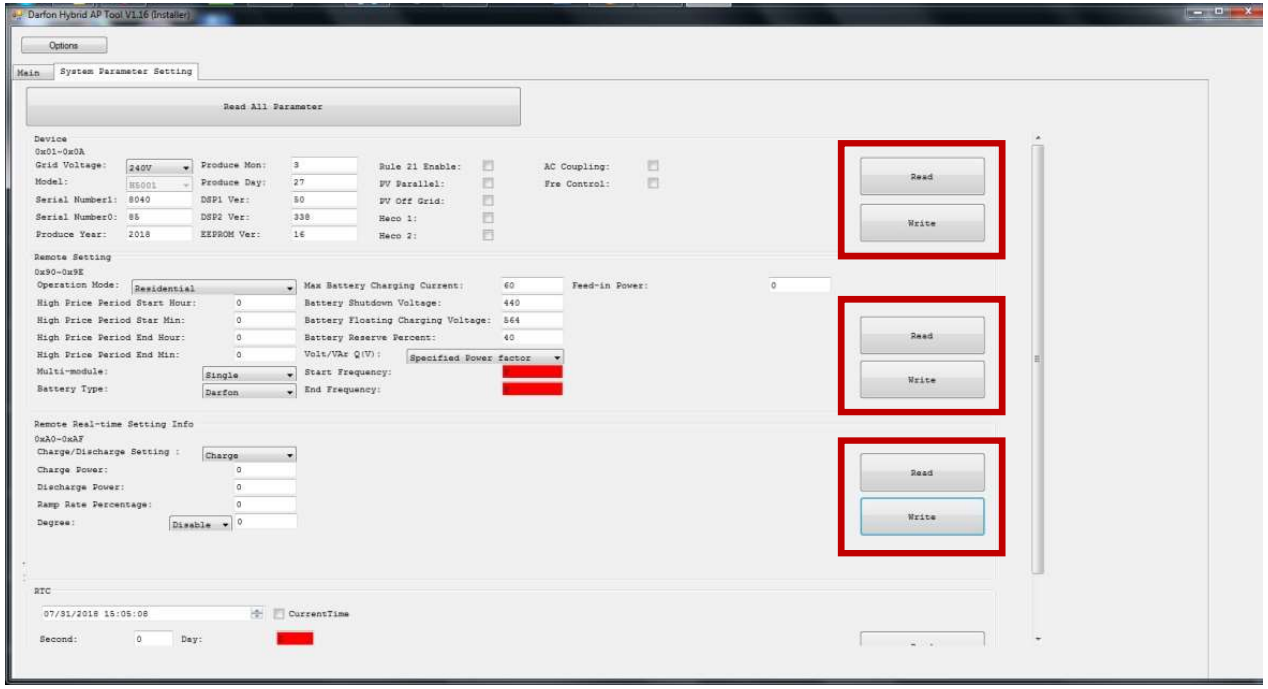


Talking to the Inverter (cont.)

Clicking on “Read All Parameters” will collect the current register contents from the inverter.



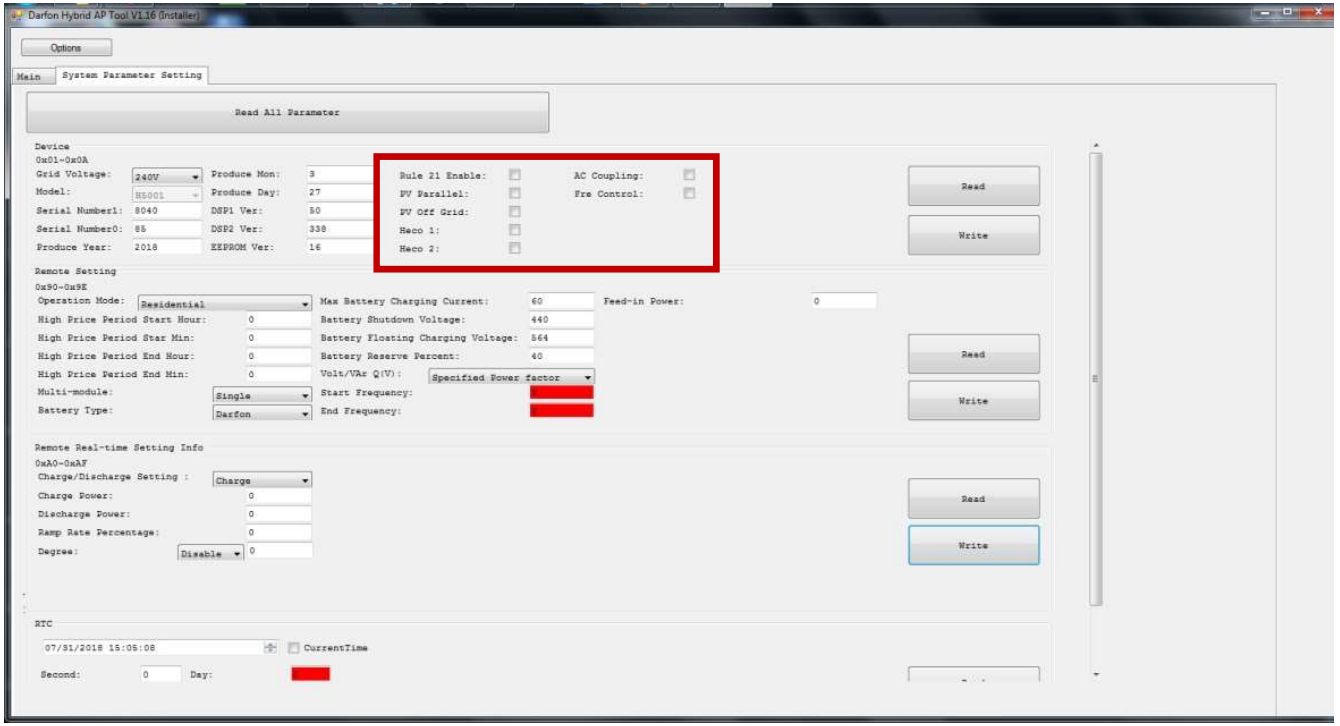
Talking to the Inverter (cont.)



Read and write registers by sections to reduce the potential of changing a register you didn't mean to.

- Press "Read" to get the current values form the inverter.
- Make your changes.
- Then Press "Write" to implement the changes.
- Turn off the inverter with the rocker switch. Wait for 15 seconds before turning the system back on.
- Press "Read" to confirm the new values are set in the EEPROM.

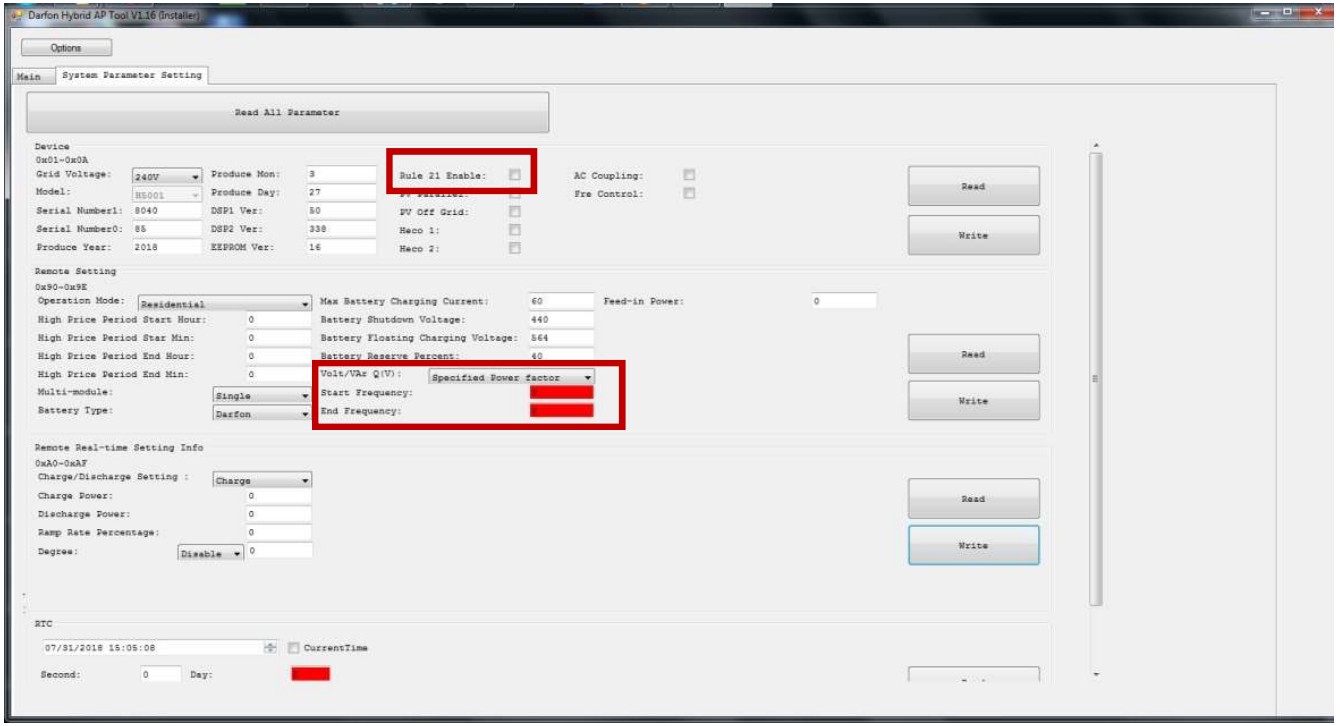
Talking to the Inverter (cont.)



There are check boxes that activate specific features.

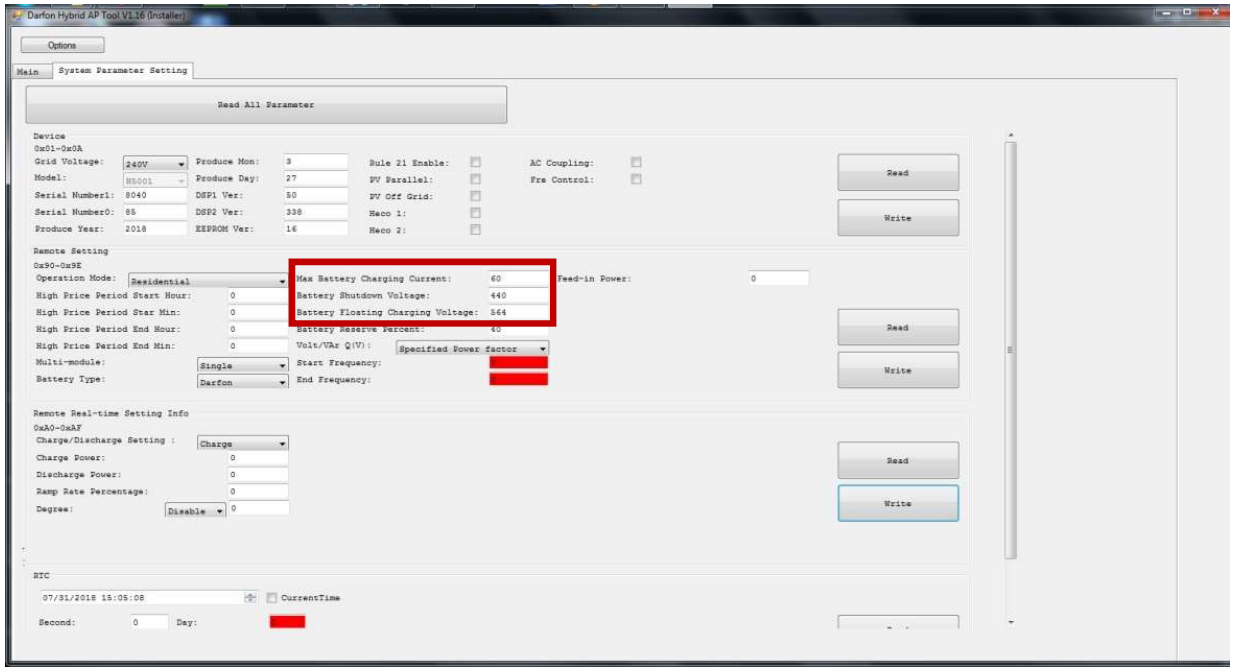
- The 2 most commonly used are PV Off Grid and Rule 21.
- Check “PV Off Grid”, if your system is a true off grid installation. Several changes are made to power flow and how deeply the battery is discharged.
- Check “Rule 21 Enable”, if you are in California or any state that requires Rule 21 compliancy.

Talking to the Inverter(cont.)



- For Rule 21, you will need to know what the local utility values are.
- Check “Rule 21 Enable”
- Set the Volt/Var, Start Frequency and End Frequency values.
- Press “Write”, then restart the inverter.

Talking to the Inverter(cont.)



The most common fields that need to be adjusted are

- Max Battery Charging current
- Battery Shutdown Voltage
- Battery Floating Charging Voltage

These define how the battery is charged and the lowest and highest voltage that the battery can work with for charging and discharging.

You need these parameters from the supplier of the battery.

Note: Voltage values are read as if there is a decimal point between the two rightmost digits. So 446 is 44.6V and 564 is 56.4V.

Finished!

You have successfully installed and configured the H5001 inverter. You have done all the things that a typical installation would need to have done to it. Off-Grid is handled, Rule 21 is handled. Date, Time, Battery and mode of operation all handled. Total time to do all of this on a real site is measured in minutes if you know what to do. None of it can be done at the factory and so it is up to the installers to know what to do and how to do it.

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DEALER BENEFITS

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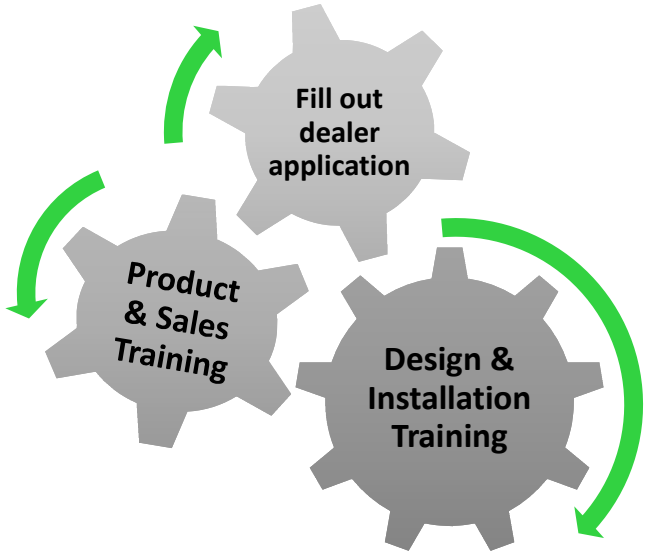

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