

GreenYellow and Tilt Energy turn on-site battery storage into a driver of competitiveness for Commercial & Industrial businesses.

An integrated Battery Energy Storage System (BESS) offer that enables C&I businesses to access the benefits of energy storage with no upfront investment, no exposure to electricity market risks, and guaranteed contractual performance.

GreenYellow, industrial orchestrator of flexible electrification since 2007, and Tilt Energy, specialist in unlocking the value of electricity flexibility, announce a **strategic partnership** aimed at **accelerating the deployment of Behind-the-Meter (BTM) battery energy storage systems** across the industrial and commercial sectors.

- **GreenYellow designs, finances, builds, operates and maintains the energy storage infrastructure.**
- **Tilt Energy manages the system in real time and monetizes its flexibility on electricity markets.**



This complementary expertise gives businesses access to a solution combining infrastructure, financing and energy management, enabling them to maximize the value of their storage capacity.

Against a backdrop of **volatile electricity prices, increasing electrification of energy uses and the expansion of renewable energy**, this approach addresses two key challenges: improving control over energy costs and strengthening site resilience, while creating new opportunities to monetize flexibility.

Energy storage is thus becoming a building block of flexible electrification, supporting businesses' energy and economic performance.

A solution designed to remove the main barriers to electricity storage deployment

Despite growing interest in battery storage, many businesses continue to face three major obstacles: high upfront investment costs, the technical and operational complexity of projects, and uncertainty surrounding flexibility revenues.

The joint offering developed by GreenYellow and Tilt Energy addresses these challenges through an integrated model in which:

- Investment is supported by GreenYellow.
- Performance commitments are contractually guaranteed.
- Asset operation and flexibility monetization are entrusted to specialists.
- Clients benefit from a turnkey solution, allowing them to focus on their core business.

Going beyond a simple *Battery-as-a-Service* offer, this approach enables businesses to **benefit from a high-performance, controlled solution without having to manage the complexities** associated with financing, operating and monetizing the asset.

Electricity storage enters a new era

Electricity storage is progressively becoming a **key component of businesses' energy systems**.

For GreenYellow, this development is part of a broader vision of flexible electrification. The challenge is not simply to install a battery, but to **integrate it into a comprehensive system combining energy efficiency, the electrification of energy uses, local renewable electricity generation and intelligent energy management**.

This approach enables sites to transition towards **more flexible energy systems that can adapt to business needs and changes in the electricity system**.

Energy is therefore becoming a **strategic infrastructure to be managed with a long-term perspective**, supporting business transformation.

"Electricity is becoming one of the main drivers of business competitiveness. In this new environment, electricity storage should no longer be viewed as a standalone energy technology, but as an industrial infrastructure in its own right.

With increasingly volatile markets and growing electrification of energy uses, businesses need solutions that can improve efficiency and resilience without tying up additional capital.

Together with Tilt Energy, we combine infrastructure, financing and advanced energy management to make electricity storage more accessible and create greater value. Our ambition is to help businesses turn the flexibility of their energy systems into a lasting driver of competitiveness."

Mathieu Cambet, Group Strategy Director, GreenYellow

"The value of a battery lies not only in its ability to store electricity. It also depends on how effectively it can be managed and monetized at the right time, based on site requirements and signals from the electricity system.

By combining our expertise in real-time energy management and flexibility monetization with GreenYellow's know-how in energy infrastructure, we enable businesses to fully capitalize on the flexibility offered by their energy assets."

Romain Serres, Co-founder and Chief Executive Officer, Tilt Energy



ABOUT GREENYELLOW

GreenYellow is the industrial orchestrator of flexible electrification.

Since 2007, the company has supported industrial, commercial and public-sector organizations in transforming their energy systems to strengthen competitiveness, resilience and decarbonization.

Its *Energy-as-a-Service* model enables GreenYellow to design, finance, develop, operate and guarantee the performance of energy infrastructure, while taking responsibility for the associated technical, financial and operational complexities.

Its integrated approach combines energy efficiency, the electrification of energy uses, local solar generation, electricity storage and advanced energy management to deliver solutions tailored to the challenges of competitiveness, flexibility and the energy transition.

Operating in around 15 countries across four continents, GreenYellow supports 1,400 customers in their energy transformation.

In 2025, the Group's projects helped avoid nearly 646,000 tonnes of CO₂ equivalent emissions. GreenYellow also aims to achieve carbon neutrality ("Net Zero") across Scopes 1 and 2 by 2040. [🔗 www.greenyellow.com](https://www.greenyellow.com)

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ABOUT TILT

Tilt Energy, founded in January 2023 by Romain Serres, Guillaume Louat, and Thomas Bajas, is a tech startup that helps energy producers, consumers, and grid operators unlock value from their flexible electrical assets, such as batteries, solar installations, EV charging stations, buildings, and other controllable equipment. Its technology platform combines advanced forecasting, intelligent asset control, and direct access to electricity markets in France.

[🔗 https://tilt-energy.com/en](https://tilt-energy.com/en)

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