

Buyers with 40 GWh of battery storage projects publish an open procurement contract for the industry

Twenty-two utilities, IPPs, developers and asset owners launch the Energy Storage Contract Alliance (ESCA) and open its model BESS contract to the whole market

Lausanne, Switzerland, 13 October 2026. Buyers representing 40 GWh of utility-scale battery energy storage system (BESS) projects have launched the Energy Storage Contract Alliance (ESCA) and published an open model contract for buying utility-scale BESS. The contract is meant as a common reference for developers, EPCs, independent power producers, asset owners, and battery manufacturers and integrators.

ESCA's twenty-two members are utilities, independent power producers, project developers and asset owners with projects worldwide, including Goldbeck Solar, ILOS, Pacifico Energy and Eiffage. Anyone, buyer or supplier, can read the core contract free of charge. Members get the full agreement and its technical appendices.

The market is growing fast. Global BESS shipments rose about 75% to around 420 GWh in 2025, and InfoLink Consulting expects around 600 GWh in 2026.¹ Contract terms have not kept up. Many projects still start from a blank page or from one party's own template, and topics such as cell traceability, serial defects, inspection sampling and cybersecurity are handled unevenly. A common reference draft can cut drafting time and transaction costs for both sides and make offers easier to compare. A public baseline also lets suppliers respond to tenders against known requirements, and lets smaller developers negotiate on the same footing as large utilities.

"Every BESS project works through the same technical and contractual questions, and most of the answers are not project-specific. Those answers used to stay in each company's drawer. ESCA puts a complete baseline in the open, so any developer, utility or manufacturer can take it, use the parts that fit and ignore the rest."

Arthur Claire, Secretary General, ESCA

The model contract covers technical specifications, factory and site acceptance testing, commissioning, warranties, payment and price-adjustment mechanisms, and cybersecurity. More than fifteen technical appendices set out requirements at system, rack, pack and cell level. The contract sets no prices, price levels or discounts. These remain entirely for each buyer and supplier to negotiate.

Sinovoltatics, ESCA's technical secretariat, drafted the first version as a baseline for members to build on. Users can adopt it in full, in part or not at all, and can change any clause. Members can comment on each clause, and the Steering Committee decides on revisions. The Steering Committee includes MN8 Energy, Fortum and Munich RE.

"Utility-scale energy storage is scaling faster than the contracts that underpin it. Today, every project negotiates availability guarantees, augmentation obligations, performance testing, warranty terms, and risk allocation from scratch, which adds cost, delays financing,

and creates uncertainty for developers, operators, offtakers, lenders, and OEMs alike. At MN8 Energy, we see firsthand how much value is lost when terms don't translate from one deal to the next. That's why we're proud to join this steering committee. Working with peers across the industry to align on common contracting frameworks will help us bring projects to market faster, make risk easier to price, and build the confidence capital providers and owners need to keep investing in the storage assets the grid depends on."

Pedro Garcia Hrdy, SVP, Head of Technical Operations, MN8 Energy, and member of the ESCA Steering Committee

The ESCA model contract, association details and membership information are available at escabattery.org.

About ESCA

The Energy Storage Contract Alliance is a Swiss non-profit association. It publishes a reference contract for utility-scale BESS procurement and runs the open consultation that keeps it current. Use of the contract is voluntary, and ESCA takes no part in its members' commercial negotiations. ESCA's antitrust policy is available at escabattery.org.

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¹ InfoLink Consulting, "2025 global ESS shipment rankings: intensifying competition across the board," 13 February 2026. Figures refer to BESS system shipments: 421.16 GWh in 2025, up 75.48% year on year, with a 600 GWh forecast for 2026.

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