AiTHER SYSTEMS

FOR TOWER COMPANIES

Turn every tower site into a power platform.

AiTHER's behind-the-meter battery storage and EMS replace diesel dependency at the site, cut your tenants' energy bills, and open a new recurring revenue line across your portfolio — with flexible models that keep your capital and risk low.

WHAT IT MEANS FOR YOU

- ✓ New recurring revenue per site
- ✓ Immediate FFO, limited incremental risk
- ✓ A differentiated offer that wins and keeps tenants
- ✓ No more shared-generator fuel disputes

4–72+ hrs
of whole-site backup, sized to each site

< 5 ms
transfer when the grid drops, vs. 10–30+ s for a generator

$2K–13K
potential energy value per site, per year*

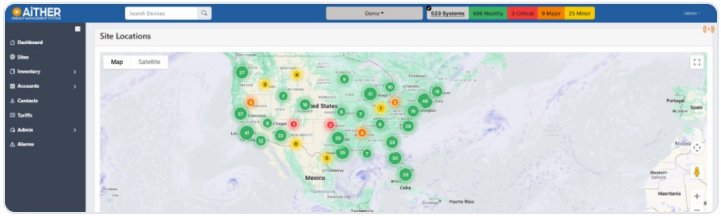
~41% lower
15-year cost of ownership vs. a diesel generator*

The Platform iQLV battery + iQP18 inverter



- Stackable LFP modules from **32 to 576 kWh** per site — rooftop macro to off-grid
- 18 kW hybrid inverter (36 kW surge) carries HVAC and the whole site, not just radios
- UL 1973 / 9540 / 9540A and UL 1741 SB / IEEE 1547; IP67, no HVAC needed
- Plug-and-play commissioning; 10-yr warranty, **15 yrs under EaaS**

AiTHER EMS included at every site



- **Fleet view** with drill-down to every site, battery and cell; smart alarming
- **Resiliency first:** holds a backup reserve, pauses dispatch ahead of storms
- **Earns on blue-sky days:** TOU shifting, peak shaving, demand response
- Remote control and OTA firmware, no truck roll; plugs into your NOC (SNMP, Modbus, MQTT, REST)

Three ways to work together same platform and EMS; you choose how much capital and risk you take

01 · SPACE LEASE

AiTHER becomes your tenant

We lease compound or shelter space, own the shared battery, and sell backup and energy services directly to the carriers on site.

+ New rent on existing sites
+ Zero capex, zero operating risk
+ Fastest path to market

02 · EaaS PARTNERSHIP

Offer Energy-as-a-Service

You offer consolidated backup to tenants as your service; AiTHER installs and operates it under a 15-year SLA; ownership and revenue share scale with your investment.

+ Recurring service revenue, immediate FFO
+ Flexible capital: invest as much as you choose
+ Differentiated vs. other TowerCos

03 · WHITE-LABEL

Own it under your brand

Buy at volume pricing, brand it as your own site-power amenity, and let AiTHER's managed services monitor, optimize and maintain it.

+ You keep the asset and the margin
+ Transparent, metered power billing
+ Replaces shared generator programs

Upside on every model: the EMS aggregates your fleet into demand-response and wholesale-market programs (FERC Order 2222) — revenue we can share with you.

AiTHER SYSTEMS

FOR CARRIERS & TENANTS

Backup power that pays for itself.

Under Energy-as-a-Service, AiTHER owns, installs and operates the battery at your site for a monthly fee. It protects the whole site within milliseconds of an outage — and earns money back every day the grid stays up.

Your 15-year value, per site

Example: PG&E territory · 7.5 kW load · 24-hr backup · 100 generator hours a year

RECOMMENDED SYSTEM	ENERGY CAPACITY	BACKUP DURATION
iQLV 192	192 kWh	24 hours

WHERE YOUR VALUE COMES FROM · THREE STREAMS THAT STACK



Avoided generator TCO
No generator to buy, maintain, refuel or replace over 15 years

Runtime savings
Less diesel and wear

Electricity savings
Charges off-peak, discharges on-peak

15-YR NET VALUE

$83,559

per site, after 15 years of EaaS service fees

Avg savings / month	$464
Avg savings / year	$5,571
Upfront capex	$0

Sized for your outage profile

Pacific region reliability vs. a 24-hr AiTHER system

4.3 hrs — average outage from major events (CAIDI)

1.4× / yr — major-event outages per site (SAIFI)

5+ — average outages covered on one full charge



24-hr battery ÷ 4.3-hr avg. outage

1–3 hrs — LFP recharge, vs. 8–24 hrs for lead-acid

Most outages never reach the generator; for multi-day events it starts only if needed.

Better than today's backup stack

AiTHER battery vs. a standby diesel generator at a telecom site

	AiTHER BESS iQLV + EMS, under EaaS	Diesel generator Standby, site-owned
Power interruption	**< 5 milliseconds** Site never drops	**10–30+ seconds** Site down until start-up
Backup duration	**4–72+ hrs on battery** Unlimited with a mobile gen	**Unlimited** If fuel arrives
Ownership & upkeep	**AiTHER owns & maintains** One monthly fee	**Site owner's job** ~$5,100/yr PMs & refueling*
Turn-key install & permitting	✓	⊗
No fuel deliveries or on-site tank	✓	⊗
Generator stays off for everyday outages	✓	⊗
Silent, no exhaust	✓	⊗
Earns value when the grid is up	✓	⊗

What's included under EaaS

Zero capex
One monthly fee; AiTHER owns the asset and carries replacement and insurance

15-yr warranty + SLA
Uptime service level, preventive and corrective maintenance included

Fits your NOC
EMS alarms and reports via SNMP, Modbus, MQTT or REST; alerts only on exceptions

Generator, right-sized
Works with your mobile generators for multi-day events; downsize, share or retire