

“AS MORE BESS ENTER THE SYSTEM, THE DIFFERENTIATION WILL LAY IN INTELLIGENCE AND PERFORMANCE: WHO DISPATCHES SMARTER AND RESPONDS FASTER IN ORDER TO CAPTURE HIGHER VALUE IN THE REVENUE STACK, WHILE GUARANTEEING A HIGHER UPTIME”



Energy storage is no longer a promise for the future but a necessary reality for the development of renewables in Europe. Solar technology, in particular, requires BESS systems to ensure its profitability. In this interview with manufacturer [Maxxen Energy](#), a leader in the BESS solutions industry, its Managing Director analyzes the situation in the sector, the opportunity for the energy industry, and all the advantages of having BESS systems in Europe.

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In an environment of strong electricity price volatility in Europe, how do utility-scale energy storage solutions help stabilize revenues and improve the overall economic viability of power systems?

Europe's power prices have become extremely volatile. Utility-scale storage emerges as a solution to this chaos, enabling a strategic approach to electricity trading. By purchasing electricity during periods of abundance and low cost, **storage facilities can sell it when the grid faces stress and demand peaks**. However, the true advantage lies in the flexibility of storage assets.

Beyond arbitrage, these assets can engage in supporting **grid stability and providing rapid response during critical moments**. In essence, storage doesn't merely mitigate volatility; it actively harnesses it and takes advantage of it, resulting in more predictable revenue streams and increased project financing opportunities



What are the technical and commercial advantages of MAXXEN solutions compared to others on the market in Europe?

Storage projects are not determined in a lab setting but on-site, with real grid conflicts, real deadlines, real compliance. Our advantage at [MAXXEN](#) lies in our **proximity to the market**. We actively listen to early feedback, adapt swiftly and design our solutions around the actual issues, connection requirements and financing processes that occur here in Europe.

Technically, this translates to **grid-code-ready controls, end-to-end safety engineering and reliable performance** even in challenging operating conditions. Commercially, we maintain simplicity. We offer transparent guarantees, service models that mitigate risk and an execution mindset that ensures projects meet their COD deadlines with certainty. In essence, we manufacture locally and are bankable globally.



What signals are futures markets and ancillary services markets in Europe sending regarding the value of utility-scale storage for arbitrage, grid balancing, and frequency control?

The markets are basically shouting one message: **flexibility is no longer optional**—it's the new currency.

Futures reflect increasing value in being able to shift energy across hours, while ancillary services reward speed and precision: **frequency response, ramping and grid balancing**.

As renewables grow, the grid needs assets that behave like “shock absorbers”—instant, accurate, dependable. Storage fits that role perfectly. **As more batteries enter the system, the differentiation will lay in intelligence and performance: who dispatches smarter and responds faster in order to capture higher value in the revenue stack, while guaranteeing a higher uptime.**

How does utility-scale energy storage help mitigate the risk of negative prices, renewable curtailment, and grid congestion in European solar and wind projects?

Negative prices and curtailment are the grid's way of saying: *“there is energy, but not at the right time or place.”*

Utility-scale storage fixes both. It soaks up excess when solar and wind are flooding the system, and releases power when demand returns and prices normalize.

That shields projects from selling at a loss, reduces wasted clean energy, and smooths output into something closer to a product—not just a resource. In congested areas, storage acts like a local buffer, helping projects ride grid constraints instead of being limited by them.

Looking five to ten years ahead, how does Maxxen Energy expect the European utility-scale energy storage market to evolve, and which factors will be most decisive: energy prices, regulation, or geopolitical stability?

Over the next decade, Europe will increasingly view utility-scale storage as **a critical infrastructure** component rather than merely an innovative technology. While market volatility will still present opportunities, the most significant catalyst for its growth will be regulatory and market design. These regulations will effectively reward flexibility, facilitate revenue stacking, and expedite grid integration.

Geopolitical factors will impact supply chains and the cost of capital, but **policy clarity will ultimately determine the pace of deployment**. The true winners will not be the loudest voices but rather those who demonstrate reliability: safe systems, proven performance, and operational excellence on a large scale.

