

Professional services empower portfolio standardization

Company name	Nautilus Solar Energy
Energy role	Acquirer, developer, and operator of community solar projects
Market segment	Commercial and Industrial
Location	Headquarters in Summit, New Jersey
Partnership since	2011
AlsoEnergy solutions	Full edge-to-cloud platform (PowerTrack, PowerManager 2200, and weather sensors)
PowerTrack portfolio	113 sites, 238 MW

The long-term partnership between Nautilus Solar Energy and AlsoEnergy has led to a streamlined system design process for Nautilus projects. A codesigned template built for specific requirements smooths data configuration, and custom remote features quickly bring Nautilus sites up in PowerTrack, allowing real-time data visibility within days of energization.

Since 2006, Nautilus has evolved into a leading developer, operator, and acquirer of community solar projects throughout North America. By offering an equitable and affordable renewable energy choice, Nautilus actively integrates distributed solar projects with municipal and utility offtakers as well as acquires and develops large commercial solar projects for investment-grade corporate and select-qualified private entities. It typically acquires projects at the mid-late development stage, while also providing development loans.



Centralized approach

Scaling a portfolio with a centralized approach

As Nautilus's pipeline grew, they needed a more centralized approach for efficient asset management. However, Nautilus's proprietary cell modems complicated onboarding projects because each required repeated support to configure data.

Nautilus also needed to centralize its DAS and SCADA setups to ensure consistent and accurate data across all projects, allowing easier analysis and more efficient operations. Nautilus also needed a partner that could accommodate proprietary IP to quickly onboard assets.

AlsoEnergy's centralized approach met Nautilus's requirements. With an edge-to-cloud platform and professional services, AlsoEnergy offered Nautilus a plug-and-play solution for asset onboarding to integrate the owner hardware data and standardize the whole portfolio on AlsoEnergy's PowerTrack application. This implementation maximized production, minimized downtime, and allowed for remote management of all sites. Covering grid edge to the cloud ensured both the compatibility and consistency that would allow Nautilus to continue to grow its portfolio.

Professional services for diversified assets

AlsoEnergy's professional services team worked with Nautilus to codesign a template that served as a blueprint for configuring the proprietary modem data with PowerTrack, enabling the onboarding of each new asset to be quick and seamless.

This was completed by sending the Nautilus cell modems to AlsoEnergy, and once configured and connected to the DAS network, the UL-listed cell modems were sent to the EPC for installation. This allowed Nautilus to ensure access to their cell modems while maximizing remote connectivity and reliability.



Managing diversified assets on site

AlsoEnergy's support continued through the construction phase, helping to train and coordinate with field teams on guidelines for the monitoring setup. Most of Nautilus's EPC partners were familiar with AlsoEnergy's edge-to-cloud platform, procurement and ordering process, and commissioning and troubleshooting on PowerTrack. For Nautilus's older sites with EPC contracts not standardized on AlsoEnergy's platform, AlsoEnergy engineers created an API connection to ingest site data into PowerTrack to streamline O&M and reporting via a virtual SCADA server. No matter the edge solutions, AlsoEnergy's professional services team enabled Nautilus to rest assured that all assets would be efficiently standardized on PowerTrack.

AlsoEnergy enabled Nautilus to implement its own fleet of cellular gateways for streamlined communication, remote SCADA access, and more accurate reports. PowerTrack provided the needed advanced analytics as well as standardized reporting integration with each site's utility.



Portfolio growth while staying under budget

AlsoEnergy enabled Nautilus's goal to grow its portfolio from 26 MW to more than 230 MW in just two and a half years. A key part of the fast portfolio growth was standardizing on AlsoEnergy's platform which enabled Nautilus to obtain estimated solar production across sites, differentiate real-time alerts, and achieve more efficient installation, commissioning, and O&M.

Specific key benefits PowerTrack provided to Nautilus include being able to provide the estimated solar production for sites, and differentiate real alerts versus obnoxious ones to keep their O&M dispatches efficient.

With the confidence to scale as an AlsoEnergy partner, Nautilus is on track to manage 1 GW of solar assets by 2028.