

AGBESS to Offer Virtual Power Plant Opportunities for Public-Sector Battery Energy Storage Projects

Sales partnership combines BESS with VPP expertise to help public-sector organizations improve resilience, reduce costs, and unlock revenue opportunities.

PITTSBURGH, PA, UNITED STATES, August 31, 2026 /EINPresswire.com/ -- [AGBESS](#), a provider of

“

We're helping customers unlock additional financial and operational value from their energy infrastructure...”

Robert Hibscheiler

Battery Energy Storage Systems (BESS), microgrids, and resilient energy solutions for the public sector, today announced the expansion of its Virtual Power Plant (VPP) capabilities to help government agencies, educational institutions, healthcare organizations, municipalities, utilities, and critical infrastructure operators to maximize the financial and operational value of their energy investments through participation in applicable demand response and grid services programs.

Through this initiative, AGBESS offers more than the 50,000+ [Sourcewell](#) cooperative purchasing members, throughout the US and Canada, access to Virtual Power Plant opportunities that allow battery energy storage systems to do more than provide backup power. By intelligently responding to grid conditions, participating organizations may reduce peak demand charges, improve energy costs predictability, generate new revenue through qualifying grid programs, and strengthen resilience.

For many public-sector organizations, energy infrastructure represents a significant capital investment. VPP participation creates an opportunity to improve the return on that investment by turning available battery capacity, flexible loads, and other distributed energy resources into active financial assets. In addition to supporting backup power and critical operations, participating systems can help lower operating expenses, create new revenue streams, and provide measurable data on energy savings, grid participation, and system performance.

"Battery energy storage is becoming an increasingly important asset for public-sector organizations, not only for resilience but also for optimizing energy use and participating in emerging grid services," said Robert Hibscheiler, Director of Government Sales, at AGBESS. "By expanding our Virtual Power Plant capabilities, we're helping customers unlock additional

financial and operational value from their energy infrastructure, improve long-term budget predictability, and create a stronger business case for resilient energy investments."

The initiative leverages an established Virtual Power Plant platform with experience across North America's wholesale electricity markets to connect battery storage, flexible loads, and other distributed energy resources with demand response and grid service programs. This allows participating organizations to transform traditionally underutilized backup assets into intelligent energy resources that can respond to market opportunities while maintaining operational priorities and backup power requirements.

AGBESS focuses on helping public-sector organizations evaluate and implement battery energy storage systems that support demand response, peak demand management, and Virtual Power Plant participation. Potential applications include municipal facilities, higher education campuses, K-12 school districts, water and wastewater utilities, healthcare facilities, emergency operations centers, and other mission-critical infrastructure. For organizations managing multiple facilities, VPP participation may also provide a pathway to coordinate energy assets across a broader portfolio while improving reporting, operational flexibility, and financial performance.

As utilities continue to modernize the electric grid and demand for distributed energy resources grows, Battery Energy Storage Systems combined with Virtual Power Plant participation offer organizations a practical pathway to improve resilience while creating measurable value. By reducing energy costs, generating potential new revenue, improving asset utilization, and supporting predictable long-term energy planning, AGBESS is helping customers transform energy infrastructure from a necessary expense into a strategic operational and financial asset.

About AGBESS

AGBESS, a subsidiary of AssetGenie Inc., provides battery energy storage systems, microgrids, and resilient energy solutions for federal, state, local, education, utility, healthcare, transportation, and critical infrastructure markets. Through its Sourcewell-awarded cooperative purchasing contract (Contract #062625-ASTG), AGBESS helps simplify procurement while delivering comprehensive project support from planning through implementation.

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