



# United States Thermal Energy Storage Bid Opportunities: Your Roadmap to Success

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## Why Thermal Energy Storage Is Heating Up Federal Contracts

Let me paint you a picture: Imagine storing summer sunshine to warm winter nights. That's essentially what thermal energy storage (TES) accomplishes, and Uncle Sam's wallet is wide open for smart solutions. The U.S. Department of Energy allocated \$156 million in 2024 for long-duration energy storage projects, with TES systems eating a significant slice of this pie.

## Current Federal Procurement Trends

The Defense Logistics Agency recently sought molten salt storage systems for military bases

National Parks Service requires ice-based cooling solutions for historic buildings

Department of Agriculture opened bids for greenhouse climate control using phase-change materials

## Navigating the TES Procurement Maze

Finding these opportunities is like searching for a warm cup of cocoa in a snowstorm - possible, but you need the right tools. Here's how the pros do it:

## Essential Hunting Grounds

SAM.gov: The motherlode of federal contracts (currently listing 23 active TES-related RFPs)

Energy Storage Association: Their bid board features 14 state-level TES opportunities this quarter

DOE's EERE Portal: 5 active funding announcements specifically for thermal storage innovation

## Winning Strategies for TES Proposals

Remember that Nevada solar thermal project that went sideways? Don't be that company. Successful bidders typically:

Show 10-15% cost reduction through hybrid systems (like combining PCM with traditional HVAC)

Demonstrate  $\geq 80\%$  round-trip efficiency in real-world conditions

Include lifecycle analysis comparing TES to battery alternatives

## The Secret Sauce: Thermal Storage Tax Credits

Smart bidders weave in IRS Section 48 provisions - that's an extra 30% investment tax credit for systems meeting DOE's performance thresholds. One Colorado bidder turned this into a 22% price advantage last



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month.

## Emerging Tech Changing the Game

While everyone's chasing molten salt, forward-thinking companies are exploring:

Zeolite-based adsorption systems (perfect for naval applications)

Biomimetic phase-change materials mimicking arctic fish proteins

Blockchain-enabled thermal energy trading platforms

The Army Corps of Engineers recently awarded \$4.2M for a groundbreaking project using volcanic rock TES in Alaska. Could your technology be next?

## State-Level Goldmines You Might Miss

California's Energy Storage Shopper program offers \$0.25/therm for innovative TES solutions. Meanwhile, Texas' ERCOT market saw thermal storage participation jump 140% year-over-year. Pro tip: Combine federal incentives with state programs like Massachusetts' Alternative Energy Portfolio Standard for maximum impact.

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