



Eagle Eye Delivers Complete DC Product and Training Solution to Gulf Power

The Customer

Gulf Power, a subsidiary of NextEra Energy, Inc., is a Pensacola, Florida-based energy provider that serves over half a million customers. Its parent company, NextEra Energy, is the world's largest utility company and the world's largest producer of wind and solar energy. Based in the United States, NextEra is a leader in battery energy storage systems, with more than 180MW of battery energy storage systems in operation.

The Challenge

Gulf Power needed load testing and battery testing equipment but also needed technical training for their staff on the use of this equipment. This presented a logistical challenge in getting both the product and product training delivered to the customer.

The Eagle Eye Solution

Eagle Eye created a customized hybrid solutions for Gulf Power. The load bank and testing equipment were delivered to the Eagle Eye Milwaukee headquarters to enable the Gulf Power team to attend a 2-day custom training session on the fundamentals, use and application of the equipment purchased.

The Implementation

Eagle Eye's training division, Eagle Eye University, designed an on-site, 2-day custom training course package which combined parts of its Battery 101, DC Power Systems 101 and Discharge Testing course material. A seasoned EEU instructor led the classroom portion of the course while an engineering technician then provided hands-on instruction in the battery lab and led demonstrations on how to perform discharge testing on the load bank. Data and analytics were next reviewed with the EEU instructor. Gulf Power attendees were finally given a question and answer session with both the course instructor and the engineering technician to ensure mastery of all course material.

The Results

Through Eagle Eye University, Gulf Power gained the practical training and knowledge necessary to perform their jobs with confidence. They will continue to partner with Eagle Eye to receive essential battery training for their employees moving forward.

"Our experience with Eagle Eye was great from start to finish. We purchased a load bank and a hydrometer and also had a 2-day training class on our equipment. We were constantly updated by their first class Sales and Marketing Department. When we arrived, we were treated like family. The instructor, George, had a vast knowledge of the industry and was always ready to entertain questions. We were even able to spend some one on one time with a few of their techs to just have some shop talk about what we all do. All in all, Eagle Eye is the total package from start to finish. Looking forward to building our relationship with them even more in the future."

- Joey Davis,
Repair Technician,
Gulf Power Company
NextEra Energy