



Installer Partnerships

About Sol Systems

Sol Systems is a leader in developing and implementing solar renewable energy credit (SREC) markets and is the largest SREC aggregator in the nation. With more than 125 installer partners and 1,500 customers across 13 states, Sol Systems has become a key driver in financing residential and commercial solar energy systems.

We have negotiated over \$10 million in forward contracts with several of the largest energy suppliers in the country. We leverage these SREC contracts to provide developers with flexibility, price stability and counterparty security.

Partnership Benefits

Sol Systems provides installers with services that improve the economics of solar. If you opt to become one of our partners, your residential customers will receive access to reliable SREC funding with options for long-term fixed payments, spot market transactions, or an upfront lump sum payment. We will also help streamline the regulatory paperwork for you.

SREC Services

Sol Annuity: A guaranteed fixed price payment for a multi-year term (3 or 5 years). This option provides a hedge against spot market volatility while providing reliable income for the contract term.

Sol Upfront: A lump sum upfront payment paid upon system installation and registration. This option provides immediate financing and eliminates all market and regulatory risk in exchange for the rights to the SRECs produced from the project for the contract term (typically 10 years).

Sol Brokerage: A variable payment for each SREC generated. By leveraging the collective bargaining power of our portfolio of customers and our relationships with energy suppliers, we seek to secure the highest spot market SREC prices.

How Our Partnerships Work

Sol Systems will:

- Provide SREC services which manage market risk and provide steady long-term guaranteed pricing
- Provide SREC services brochures and informational materials
- Collect customers' system specifications and required documents in order to register their systems with the appropriate state authorities and on SREC trading platforms (e.g. PJM GATS and NEPOOL-GIS)
- Provide quarterly statements and payments to customers detailing the SREC production from their solar energy systems



A partnership with Sol Systems enables you to offer solar energy systems to your customers at a lower net cost thereby increasing the number of customers that can afford solar energy systems.



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- Provide quarterly newsletters to customers updating them on SREC market news and Sol Systems' company news

Installers' sales team and staff will:

- Serve as customers' primary point of contact, and present Sol Systems SREC options and informational materials
- Register interested customers on Sol System's online registration tool in order to generate an SREC Purchase and Sale Agreement
- Return completed SREC Purchase and Sale Agreements to Sol Systems
- Provide customers' system specifications and other paperwork which is required for state registrations



Partnerships for Residential Installers:

Sol Systems offers two options for installer partnerships:

Standard Partners

The Standard Partnership option provides installers with the opportunity to explore the advantages of working with Sol Systems through a 2 year non-exclusive partnership.

Sol Systems offers Standard Partners the following benefits:

- Access to Sol Annuity and Sol Brokerage SREC options
- Access to our proprietary customer management tool which streamlines system registrations
- Standard Partner listing on our website

Platinum Partners

The Platinum Partnership option provides installers with the opportunity to take full advantage of the services offered by Sol Systems through a 3 year exclusive partnership.

In addition to the benefits listed above, Platinum Partners *also* receive:

- Access to Sol Upfront payments, new SREC pilot products, as well as new solar financing offerings such as Sol Bridge
- Referral fees paid for each SREC sold on behalf of Sol Annuity and Sol Brokerage customers
- Platinum Partner listing on our website

Contact Us

We look forward to the opportunity to improve the economics of your solar projects. Please contact Sudha Gollapudi (sudha@solsystemscompany.com) or Natacha Kiler (natacha@solsystemscompany.com) if you are interested in a partnership or want to learn more about our services.

OUR ADVANTAGE

1. Long-term SREC Purchase and Sale Agreements that remove market risk associated with selling SRECs.
2. Reduce costs of solar energy systems by 20% - 40%.
3. Best in class customer service to you and your customers.
4. One of the oldest and largest SREC aggregators in the country. We have hundreds of customers and a geographical footprint that spans 13 states.
5. Long-term off-taker agreements in place that ensure we can back up our guaranteed long-term pricing.