



EPC Handout - www.sunivo.com

Brief

For EPC's, the integration looks very similar to platforms they are currently using (Aurora, Enerflo, OpenSolar, Solo, etc). The difference being a built-in sales team and no cost to the EPC.

The front-end Fulfillment Infrastructure includes system design, finance integration, installation document completion, and more. Sales reps design panel layouts, run finance, have installation documents completed, and get property pictures directly on Sunivo.

Once a sale is made, Sunivo's QC team ensures project pack is complete and then submits that project pack to the assigned EPC's CRM. This includes full panel layout, system production, approved finance, property pictures, signed documents, and everything that is required for a job pack.

Pricing

There is currently no cost to the EPC. Redlines are negotiated per state between Sunivo and the EPC and Sunivo takes full settlement of each project. The monetary agreement between the EPC and Sunivo looks very similar to a standard Dealer Agreement.

Onboarding Process

1: Due Diligence

Due to the large volume of EPC's that apply to be a part of the Sunivo installer network, standards are relatively high. An interview process takes place where both the EPC and Sunivo explore each other's models and determine whether a partnership would be feasible.

2: Integration

A few integrations are necessary before activation in Sunivo's platform is possible. Integration can be very quick if all necessary information is supplied. This includes:

Documentation build-outs: EPC to supply all required documentation that requires a signature at point of sale.

Equipment Integration: EPC supplies details of available equipment per market.

Finance Integration: EPC sends confirmation email to Finance Providers and Sunivo is sent API credentials that enables EPC Finance Account activation without Sunivo's system.

CRM Access: EPC provides Sunivo's team an account in their existing CRM for both project submission and tracking.

Communication Channels: Communication channels are opened up between the EPC's team and Sunivo's project coordinators. Preferred channels are Email, Slack, and emergency Phone Numbers.

Adders: EPC provides a detailed list of adders and their costs.

Install Territory Details: EPC provides a zip list of installation territory (if not state-wide).