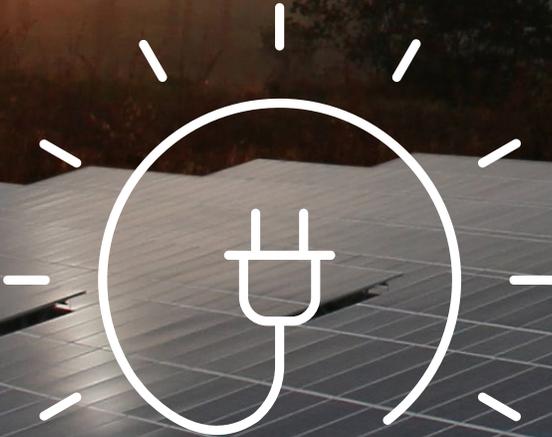


# The journey to Solar

Using the sun to power your business

Product series  
September 2018



## The Power of Solar



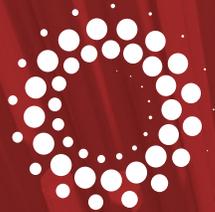
### Powering Performance

Solar will help you cut your costs in a truly sustainable way by providing you with a daily source of onsite energy generation



### Powering Resilience

When paired with onsite Storage, Solar decreases your reliance on grid energy and allows you to cut the risk of disruption to your operations from short-term outages, ensuring your business is 'always on'



### Powering the Future

Solar can help drive sustainability and unlock opportunities to optimize your energy, turning it from a cost to a potential revenue stream

# An energy solution that's truly sustainable

The global demand for electricity is expected to rise 65% by 2040.\* Add to that increasing grid instability due to aging infrastructure and rising fuel costs, and the future of traditional energy supplies looks far from secure.

Being able to harness energy from the sun allows you to generate clean electricity. That means every day,

you could be drawing on a natural resource to power your business. Additionally, by combining Solar with a Storage solution you can also store energy for use during expensive peak times, providing relief from ever-increasing demand charges. Solar can even help you unlock value from assets like your roof or parking lot, allowing you to monetize your energy.

\* US Energy Information Administration

## What is Solar power?

Solar power enables you to generate your own electricity by converting the power of the sun into electricity. This power can be used directly onsite to deliver a reliable, efficient source of energy at a predictable rate – or stored for later use when combined with a Storage solution, lowering energy costs during peak times.

It is 100% sustainable, reliable, and cost-effective – ideal for businesses that want to reduce both energy costs and carbon emissions.

1

Zero cost electricity generation

2

Reduced operating expenses

3

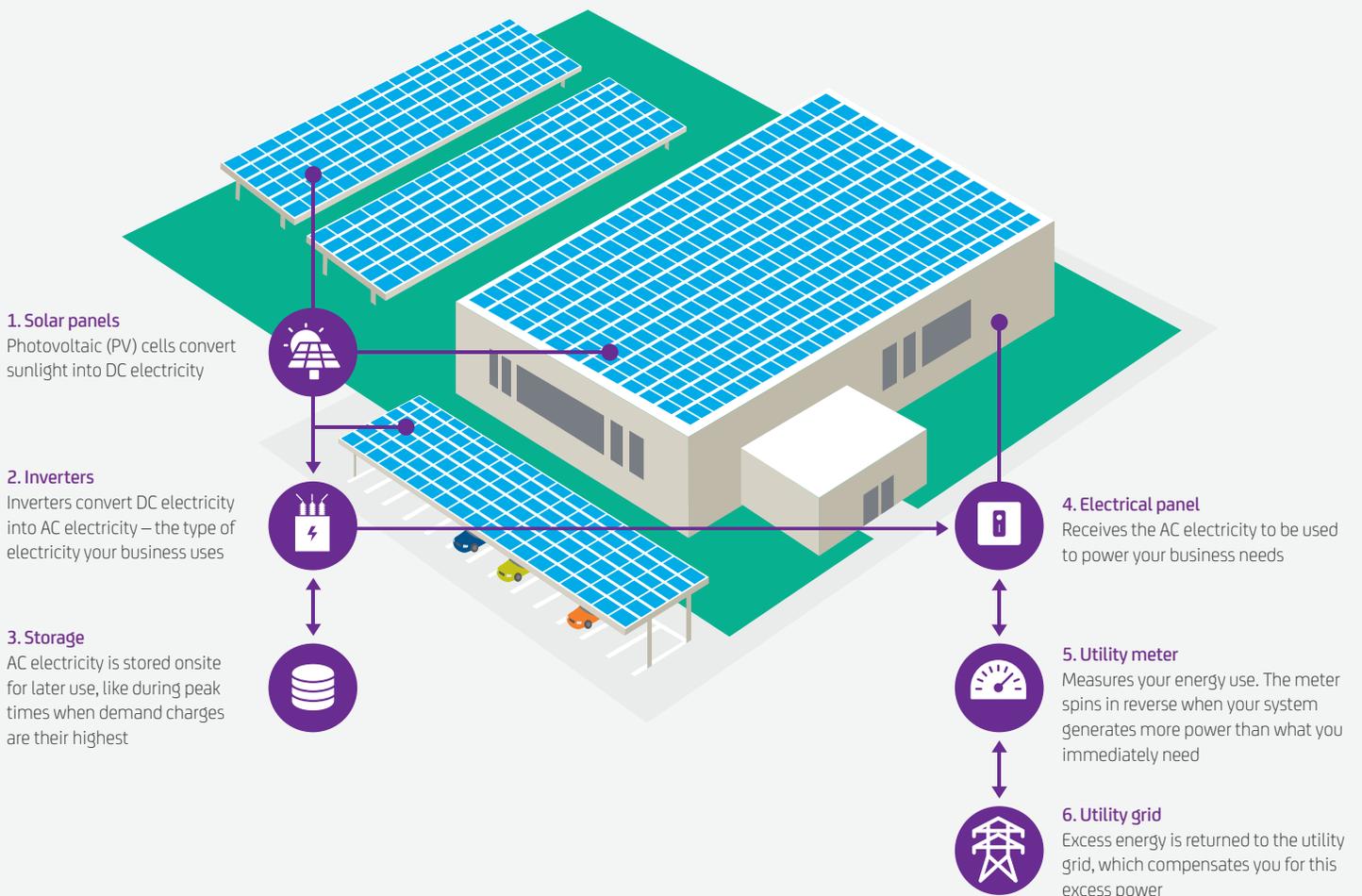
Decreased CO<sub>2</sub> emissions

## How Solar works

A Solar photovoltaic (PV) system absorbs sunlight and converts it into energy to power your business. Solar panels are mounted on the roof of a building, on a carport, or on the ground. They are then oriented and pitched to capture sunlight and maximize production.

### How Solar converts sunshine into power

Solar panels work by absorbing sunlight and converting it into electricity. Inside each panel are PV cells made up of layers of silicon. When sunlight particles, or photons, hit the surface of the PV cells, an electric current is formed. Inverters connected to the panels convert the DC electricity made by the panels into the same useful AC electricity provided by the grid.



## What can a Solar system do for your business?

Solar is designed to generate electricity using power from the sun, cutting your costs, operating expenses and carbon footprint – even providing revenue for your business by unlocking value from unused assets like your roof or parking lot – and can be paired with Storage to provide an onsite asset that can be optimized to generate a new revenue stream for your business.



### Lower electricity costs

- Generate your own electricity onsite
- Reduce reliance on more expensive grid energy
- Shield your business from unpredictable grid electricity prices
- Lock in predictable electricity rates with dependable, efficient Solar energy
- Lower operating costs



### Create revenue

- Unlock value from a roof, parking lot, or land
- Sell excess Solar energy back to the utility grid
- Monetize your energy
- Solar power can be used as part of a more comprehensive energy strategy



### Deliver a reliable energy source

- Solar technology is better than ever
- The sun rises every day, providing a consistent source of power, even on cloudy or rainy days
- When combined with a Storage solution, Solar stores excess electricity onsite and uses it when electricity costs are at their highest
- Forecast energy spend and operating costs



### Meet sustainability goals

- Solar power is a 100% renewable energy source
- Solar panels produce energy without creating CO<sub>2</sub> or pollutants as traditional energy sources do
- Making your own power is good financially and the right thing to do socially
- Solar panels are visible and constant reminders of your environmental commitment



### Offer an economic option

- Solar is more affordable than ever before
- Flexible financing options are available, some with no capital outlay needed
- Federal, state, and local incentives lower upfront costs
- Every Solar installation is custom-designed to maximize return on investment



### Give you reassurance

- Maximum return on investment
- End-to-end solution management
- High-quality Tier 1 equipment
- 10-year workmanship warranty
- 10-year production guarantee
- Dedicated customer care
- Active monitoring

## Is Solar right for your business?

The first thing we need to determine is if Solar is the best option for you.

- 1 Do you use a lot of electricity?
- 2 Are you paying a lot for your electricity?
- 3 Do you have available space on your roof, parking lot or land?
- 4 Do you own your own or rent your building?
- 5 Are you looking to meet certain sustainability goals?

We can help you answer all of the above questions during our free evaluation.



## Five steps to Solar power

### 1. Review your needs

One of the main reasons for choosing Solar is to reduce your electricity costs. To determine just how much money you could save depends on the suitability of your site. We will:

- Discuss your goals in depth
- Review your site and electricity usage
- Navigate incentives and local regulatory codes to evaluate your opportunity
- Create a system design and provide an initial quote

### 2. Site visit and proposal

We conduct an extensive site visit to confirm the initial system design, inspect electrical systems, and confirm the condition of your site. We then present the final proposal to you, showing you exactly how much you can expect to save by installing Solar.

### 3. Designing your solution

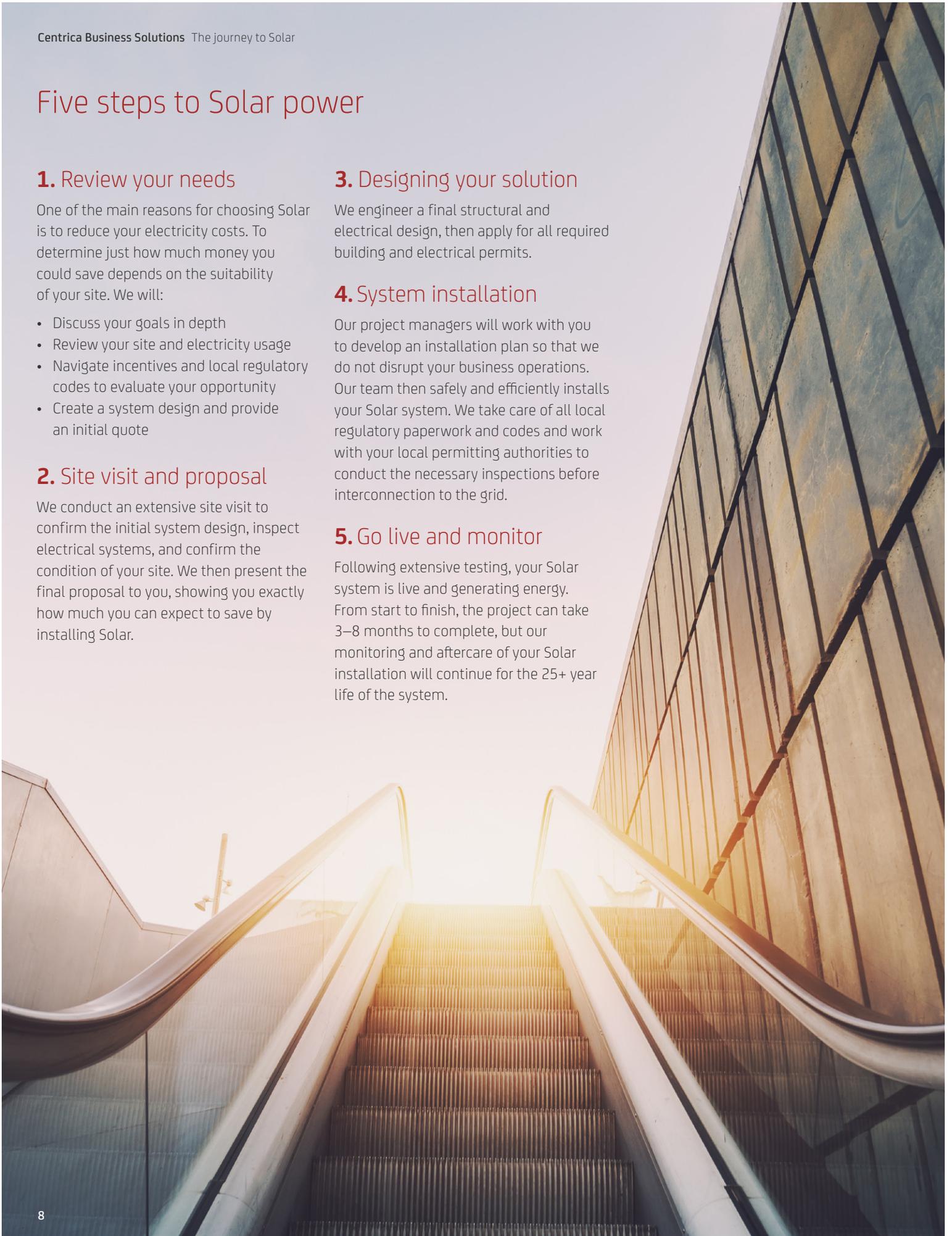
We engineer a final structural and electrical design, then apply for all required building and electrical permits.

### 4. System installation

Our project managers will work with you to develop an installation plan so that we do not disrupt your business operations. Our team then safely and efficiently installs your Solar system. We take care of all local regulatory paperwork and codes and work with your local permitting authorities to conduct the necessary inspections before interconnection to the grid.

### 5. Go live and monitor

Following extensive testing, your Solar system is live and generating energy. From start to finish, the project can take 3–8 months to complete, but our monitoring and aftercare of your Solar installation will continue for the 25+ year life of the system.



## Why choose Solar from Centrica Business Solutions?

Combining our extensive experience developing rooftop, ground mount, and carport Solar projects with our flexible financing options, our experienced team can provide the right Solar solution for your business. Our track record speaks for itself, and our industry-leading workmanship warranties and production guarantees assure your return on investment.



### Energy expertise

As a global leading energy company, providing efficient, cost-effective solutions to businesses of all sizes and sectors, we are perfectly positioned to deliver a bankable Solar solution for your business.



### Worry-free investment

We provide industry-leading workmanship warranties and production guarantees and have the financial stability to stand behind these promises. We will be with you through the 25+ year life of your Solar system, ensuring you are happy with your decision.



### End-to-end management

We will help you maximize savings and efficiencies and provide you with tailored service that delivers the very best in everything – from designing your system to optimize energy production, to your system installation using high-quality Tier 1 equipment, to the customer service after your system has been turned on.



### Experience and track record

Our knowledgeable and experienced team of engineers and project managers has an accomplished track record in the Solar industry and has developed hundreds of Solar projects. We are prepared to help you find the best Solar solution for your business.

## Want to know more?

Solar power is generating savings across all types of industry.  
Find out how we can help you power new levels of performance today.  
[centricabusinesssolutions.com](http://centricabusinesssolutions.com)

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