

SUNPODS CERTIFIED PARTNER PROGRAM



SUNPODS

SUN POWER ON DEMANDtm

INSTANT SOLAR POWER. FOR WHATEVER YOU NEED. WHEREVER YOU NEED IT.

SUNPODS.COM



SunPods Certified Partner Program™

SunPods sells directly to a limited group of authorized solar, electrical and general contractors who have the experience and expertise required to provide quality solar installations. The SunPods Certified Partner Program is designed to help our partners build their business with SunPods. As a SunPods Certified Partner, you are recognized as the best in the business.

The SunPods Certified Partner Program consists of three levels of membership, including:

- Certified Partner
- Certified Preferred Partner
- Certified Master Partner

All SunPods partners begin the program as a Certified Partner (entry level). Each partner is evaluated annually and automatically advanced to the highest tier achieved based on number of projects and kW installed.

Top Five Reasons to Become a SunPods Certified Partner

- Best business opportunity in the Solar Industry
- Improved reliability - factory built, pre-wired, pre-tested solar array
- Lowest cost ground mount solution – no on-site assembly or site prep required
- Smaller labor force – reduced project management – lower overhead cost
- Fastest installation system – drop off – connect - power up – ready to commission

SunPods Solar Smart Technology™ solar solutions enable our partners to quote and install more projects, sell in new and emerging markets, and deploy solar arrays in environments previously not suited to solar because of terrain and construction limitations.



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Program Highlights

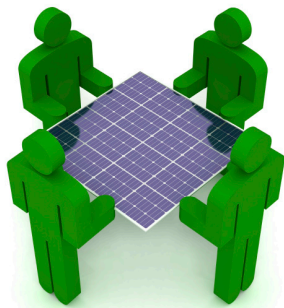
SunPods Certified Partners can qualify to enter and then annually renew their membership by meeting a base level of requirements. SunPods is committed to providing sales and marketing support to all partners and increasing incentives based upon participation levels. Tiered program benefits include sales leads, co-marketing & branding, rebate assistance, single-line drawings, and multi-tier cash rebates.

Requirements	Certified	Preferred	Master
Business Experience	Minimum 2 years in business Minimum annual sales revenue: \$500,000 Licensed Contractor ¹		
Minimum Annual Program Sales			
SunPods Projects ²	2	4	8
Installed SunPods kW		250	1000
Benefits			
Project Management			
3rd Party Financing & Leasing Options	Yes	Yes	Yes
Rebate application assistance	Yes	Yes	Yes
SunPods Single-line drawing for Permitting	Yes	Yes	Yes
SunPods Engineer letter for Permitting	Yes	Yes	Yes
Sales & Marketing			
Co-branding	Basic	Standard	Premium
Co-marketing program		Basic	Premium
SunPods leads opportunity sharing		Yes	Yes
Incentives			
Cash Rebate Program ³		Single Tier	Multi-Tier
Bi-Annual sales meetings		Yes	Yes
Annual President's Club Resort meeting			Yes
Partner's President's Board			Yes

¹All approved partners must meet their state licensing requirements for solar.

²Minimum annual SunPods projects listed reflect total for the current calendar year.

³Cash Rebate Program tiers are calculated on net sales: SunPods purchases less freight, taxes and discounts.



A Partnership for Business Development - From lead generation and specification development to negotiating bid opportunities, SunPods is dedicated to jointly developing projects for your business. Our marketing and sales departments will work closely with your sales team to convert product interest into project opportunities and loyal customers.

In addition to increasing your business in traditional markets, SunPods is an industry leader in the development of new SunPods Solar Smart Technologies™. SunPods opens up non-traditional solar markets such as brownfields, landfills and the electric vehicle industry. The recently launched SOILS™ (SunPods Solar Operational Integrated Landfill Systems) and SunPods Plug-N-Go™ Solar Powered Electric Charging Station are two examples of SunPods products that offer solutions for these markets.

Technical Support – SunPods high quality standards for design and factory processes ensures site installation is simple and fast. Our pre-project technical review and product pre-testing at the factory assures the owner, your customer, of a high performance solar array.

Customer Finance & Leasing – Our SunPods Solar Smart Financing™ program provides you with a range of financing options that make it easier to sell SunPods to your customers. Applications are online and can be accessed from the SunPods partner portal.

Single-Source Solution – One call to SunPods delivers a complete fully assembled solar array system with PV modules and inverter ready to power up at your project site.

Single-Source Warranty – One number to call: SunPods. It's that simple.

Marketing – SunPods co-marketing programs offer a variety of opportunities for branding and lead generation. Each participation level includes options for marketing support from our professional team. Programs range from logo usage and co-branded marketing materials to opportunities for features in SunPods communications, press releases, online marketing and event participation.

Partner Portal (under development)– SunPods Certified Partners have 24/7 login access to partner tools such as logos, data sheets, and permitting or rebate assistance. Your SunPods portal will be your one stop resource for SunPods partner support.

Fill out an Application

Download an application at:

<http://www.sunpods.com/solar-partners-online-application.html>

or contact us directly: Liz Frantz

Partner Program Administrator

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