

What Is Energy as a Service (EaaS)?

EaaS is a business model in which customers pay for energy solutions as a service, eliminating the need to own or manage energy infrastructure.

This approach reduces upfront capital expenditure and shifts the burden of energy infrastructure development, construction, operations, and maintenance to the service provider, allowing businesses to focus on their own core activities.

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KEY BENEFITS OF EAAS

COST SAVINGS AND PREDICTABLE PRICING

SolMicroGrid provides renewable energy at rates 10-15% lower than traditional utility tariffs.

SUSTAINABILITY LEADERSHIP

By partnering with SolMicroGrid, businesses can reduce their carbon footprint and position themselves as sustainability leaders.

IMPROVED RELIABILITY AND ENERGY INDEPENDENCE

Distributed renewable energy systems provide enhanced resiliency during grid instability or even full outages.

ENERGY MARKET PARTICIPATION AND REVENUE GENERATION

SolMicroGrid's systems may allow customers to elect to sell excess energy back to the grid or provide services such as frequency regulation and demand response.

TAILORED SOLUTIONS WITH DIVERSE DER COMPONENTS

Highly customized energy solutions integrate a range of distributed energy resources (DER), such as PV solar modules, generators, BESSs, among others.



DIRECT OWNERSHIP OF RENEWABLE ENERGY VS. EAAS

Typical Build & Sell Model

Develop, construct & then sell project upon completion

Developer



Customer

Full project
ownership
responsibilities
over life of
project

Build & sell project:

- · Develop project
- · Construct project
- Sell project to customer at completion
- Bears all development & construction risk

Purchase project from developer at completion:

- Purchase project at completion
- Own & operate project
- Operations and maintenance
- Asset management
- Bears ownership & operating risk over project life

Typical Energy as a Service Model

Full project
ownership
ownersibilities
responsibilities
over life of
project





Build, own, & operate project:

- Develop
- Construct
- Operate and maintain
- · Asset management
- Bears development, construction, operation & maintenance (i.e. full ownership risk over project life)

Customer

Purchase energy & other related services:

- Purchase energy at a discount
- Purchase other energy services: energy storage, resiliency, EV charging, etc.
- Commitment to purchase energy and services over life of contract

Long-term
commitment to
purchase
energy &
services

SolMicroGrid is a leading developer and owner/operator of solar-enabled microgrid systems, providing Energy as a Service (EaaS) to commercial and industrial customers. The company offers scalable, repeatable, and customizable energy and resiliency, while lowering bills and reducing carbon emissions. The company's EaaS solutions reduce operating expenses without the need for customer capital investment. SolMicroGrid is a portfolio company of Morgan Stanley Energy Partners.