



## 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.

## 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.



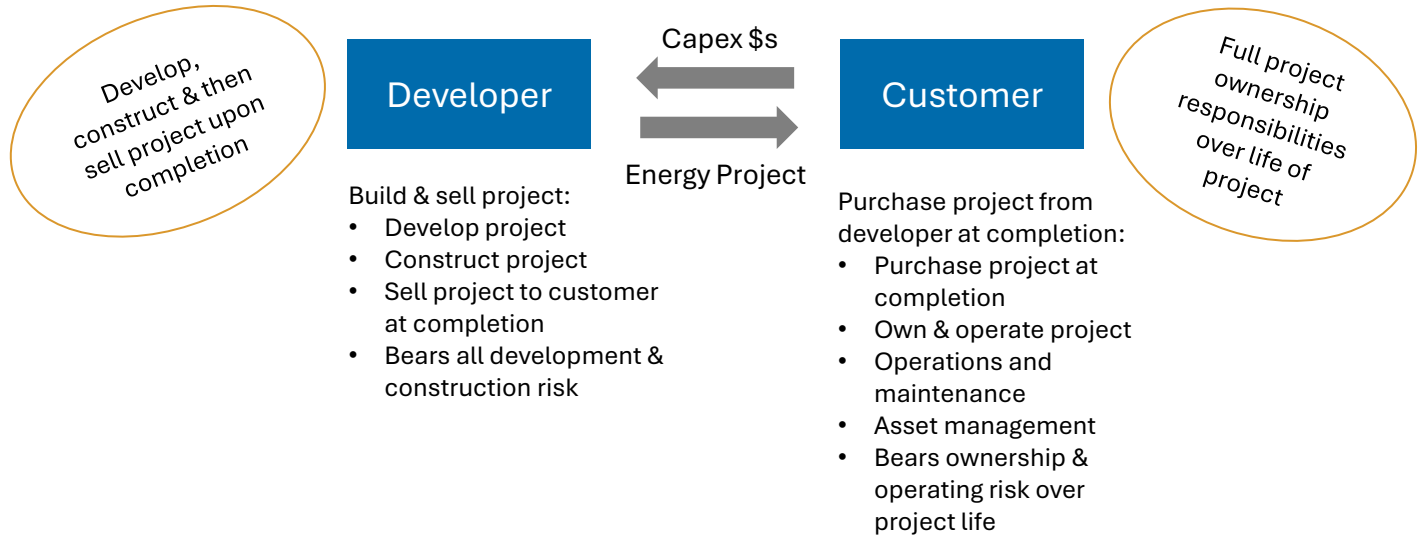
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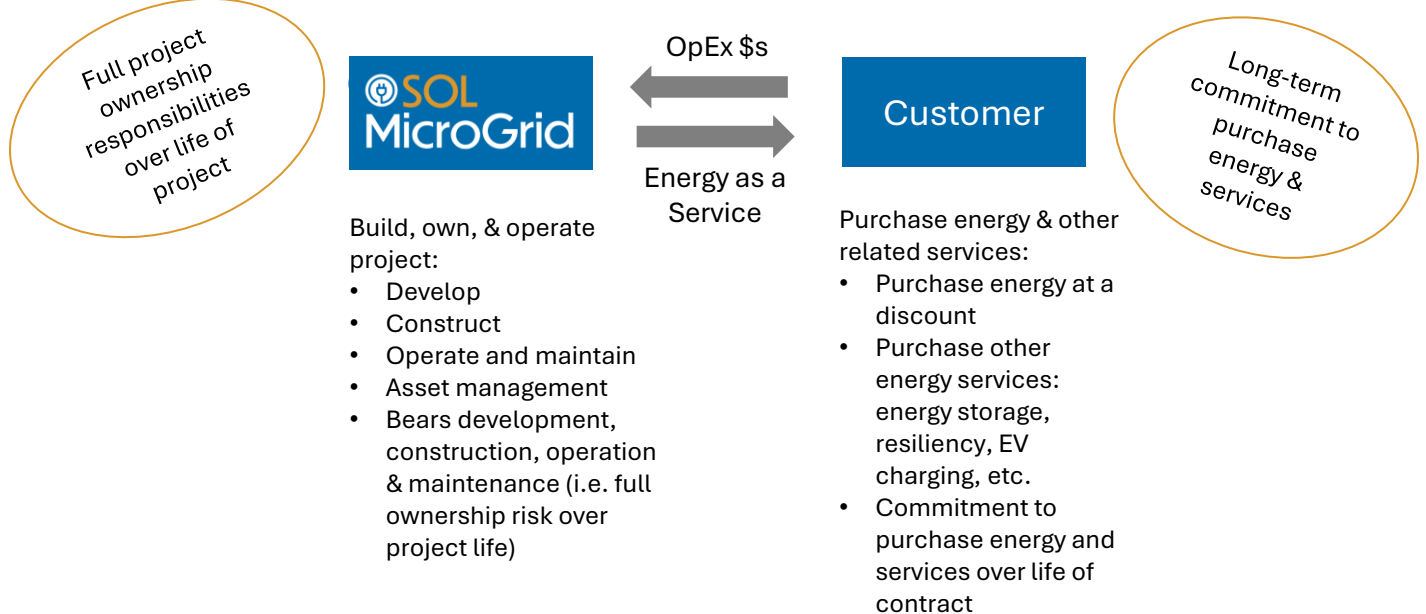
[solmicrogrid.com](https://solmicrogrid.com)

## DIRECT OWNERSHIP OF RENEWABLE ENERGY VS. EAAS

### Typical Build & Sell Model



### Typical Energy as a Service Model



**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.