



What Is Resilience as a Service (RaaS)?

RaaS is a model customized for business owners who require auxiliary power during outages but do not require a full microgrid.

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

WHY IS RESILIENCE IMPORTANT?

Resilience is crucial for businesses as power outages can disrupt operations, cause financial losses, and damage customer trust. Outages are becoming more frequent and disruptive due to the aging, underinvested power grid and increasing severe weather events. Resilience-as-a-Service provides peace of mind with no capital expenditure upfront or ongoing maintenance responsibilities.

OWN, RENT, OR RAAS?

	OWN	RENT	RAAS
COST	High up-front cost	Monthly payments	Reduced monthly payments
FUEL TYPE	Natural gas	Diesel	Natural gas
INSTALLATION	Business owner's responsibility	Temporary installation by rental company	SOLMicroGrid
MAINTENANCE	Business owner's responsibility	Generac rental company with additional cost	SOLMicroGrid
PERMITS	Business owner's responsibility	Business owner's responsibility	SOLMicroGrid

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BENEFITS OF RAAS

Power dependency is growing rapidly.



The power grid continues to age and is underinvested.



Severe weather events are increasing.



Power outages are becoming more common.

Business owners who need a generator to prevent power outages, typically have a choice to buy or rent. SolMicroGrid offers a third option that costs less than renting, without the maintenance headache of owning.

COST SAVINGS

SolMicroGrid owns and operates the generator, providing auxiliary power for about 20% less than a typical rental.

NATURAL GAS ADVANTAGES OVER DIESEL

Natural gas generators run cleaner, without the emissions of diesel generators which are often used in either owned or rented scenarios because they don't require a gas line. Depending on use, diesel generators will need to be refilled periodically.

END-TO-END MANAGEMENT

SolMicroGrid handles all aspects of the resiliency solution, including permitting, installation, and long-term maintenance. This eliminates the need for customers to navigate complex regulatory and technical requirements.

FOCUS ON CORE OPERATIONS

By outsourcing resiliency needs, customers can concentrate on growing and running their business without worrying about the upkeep of power generation equipment like generators.

RELIABILITY AND EXPERTISE

SolMicroGrid's industry expertise ensures that the system is installed correctly, operates efficiently, and remains compliant with all regulations over time. This reduces the risk of downtime or unexpected equipment failures.

COST PREDICTABILITY

With resiliency provided as a service, customers can avoid large upfront capital expenditures and unforeseen maintenance costs, instead benefiting from reasonable and predictable fees.

HEADACHE-FREE MAINTENANCE RESPONSIBILITY

Long-term maintenance, including inspections, repairs, and upgrades, is handled by SolMicroGrid, ensuring the equipment remains in optimal condition without the customer needing to allocate internal resources.

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.

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