



## Solar Industry Partners:

- Developers seeking faster exits and higher capital efficiency
- EPCs/Builders wanting to monetize builds without long-term risk
- OEMs bundling hardware into deliverable energy assets
- Resellers & brokers needing a reliable long-term owner/operator partner

## ENERGY-AS-A-SERVICE PARTNER PROGRAM

### **SolMicroGrid's Partner Program – Monetize Completed Projects with No Strings Attached**

Many businesses are interested in adding solar to their property but may not have funds available to pay for the installation. If this sounds familiar and your business is based upon a “build and sell” model, partner with SolMicroGrid (SMG):

- You can sell your completed project to SMG and your customer in turn receives the benefits of distributed energy resources without any ownership headaches, all through SMG's Energy as a Service agreement.
- SMG's innovative program enables project developers, EPCs, and OEMs to sell completed solar, storage, or microgrid systems directly to SMG - avoiding the friction of selling to the host customer.
- SMG acquires projects at or near completion and provides the host customer with clean, resilient, no-capex-required energy under a long-term Energy-as-a-Service (EaaS) agreement.
- The result? You exit quickly with upfront cash, the customer gains energy savings and reliability and SolMicroGrid takes care of everything else—ownership, O&M, customer service, and performance management.

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# BENEFITS OF PARTNERING WITH SOLMICROGRID

## IMMEDIATE FINANCIAL RETURN

Selling your completed energy system to SMG delivers immediate cash proceeds—free up capital to reinvest in your business, reduce working capital strain or pursue new development opportunities.

## NO LONG-TERM BURDENS

Let go of ongoing maintenance, performance risk, or customer service obligations. SolMicroGrid assumes full responsibility for asset operations and energy delivery, ensuring peace of mind and zero back-end liability for your business.

## STREAMLINED SALES AND CUSTOMER EXPERIENCE

Selling a system to the host can be complex—financing, approvals, ownership education. With SMG as the buyer and long-term owner/operator, the process becomes turnkey for all parties. The customer receives energy - not infrastructure.

## RECURRING VALUE FOR CUSTOMERS, WITHOUT OWNERSHIP

SMG can provide the host with energy savings, energy storage, backup power, and operating and maintenance service. The customer avoids capex, operating expenses and maintenance headaches—while benefiting from a modern microgrid system under a flexible EaaS structure.

## FLEXIBLE PROJECT TYPES & CONFIGURATIONS

From rooftop solar to full-featured microgrids with battery storage, gensets, EV charging, and smart controls—SolMicroGrid acquires a broad range of C&I systems nationwide. We tailor bespoke structures to fit each opportunity.

## YOUR ENERGY EXECUTION PARTNER

Our repeatable service model simplifies the path from construction to cash. Whether you're building your first project or your fiftieth, SolMicroGrid is ready to underwrite, acquire, and operate - giving you faster liquidity and providing your customer with a better energy experience.

**Build. Sell. Repeat.**

**Focus on completing the project. We handle the rest.**

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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