

## Definition of Procurement

The acquisition of goods and/or services. It is favorable that the goods/services are appropriate and that they are procured at the best possible cost to meet the needs of the purchaser in terms of quality and quantity, time, and location.

Corporations often use out-sourced procurement services in order to access additional expertise, volume discounts, and product lines not otherwise available to them.

## Definition of Logistics

The management of the flow of materials and services between the point of origin and the point of use in order to meet the requirements of customers or corporations. Logistics involves the integration of information, transportation, inventory, warehousing, material handling, and packaging, and often security.

Properly-timed delivery, of products in good condition, is vital to the profitable completion of any project.

# Procurement and Logistics Service

- The Changing Marketplace
- Program Overview
- Why groSolar
- How it Works
- Get Started

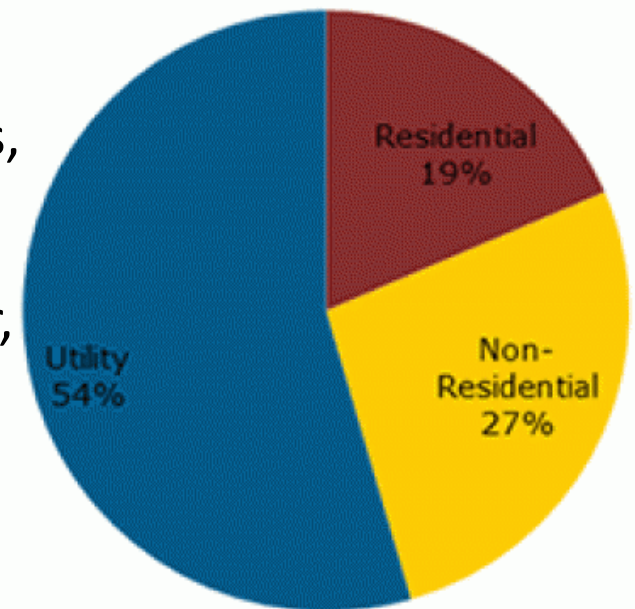
# Changing Marketplace

- PV modules plunging in price
- CSI dropping so fast that thin film can't make a dent
- Selling price has decreased as much as \$0.60/watt this year so far on both ARRA and non-ARRA
- Projects are much more weighted toward BOS and labor, meaning changes in those prices are more significant as well
- Inverter pricing finally starting to move
- How do **you** stay current on all the pricing and supply news?

# Market Conditions

On-Grid US Market Segment 2011 Forecast

- Fluctuates often based on many dynamics:  
Europe, global finance, political fortunes, oil price, and market perception (SREC value)
- US installations expected to double this year, BUT...
- Oversupply makes it easier to buy, but more difficult to buy *properly* in the market
- Relationships matter to get the best prices, the best product, the best terms, and the best logistics



Source: Solarbuzz

# Overview

- What Does “Buy Direct from the Manufacturer” Mean?
- Technical Support, Drop Shipping and Terms Consideration
- Procurement and Logistics Services
- Reduced-Administrative Costs
- Save Time and Money Vetting the Best Products, Manufacturers, and Prices
- We Will Work With You to Procure Products that Meet Your Needs

# Why groSolar

- groSolar: 12+ Years of Experience
- Management: 50+ Years of Solar Experience
- Megawatts of Successful Installations Nationwide
- No Channel Conflict
- Volume Buying Power
- 1,500 Dealers Nationwide
- Unmatched Experienced, Service and Prices
- Privately Held Company With Strong Founder Involvement

# groSolar is Your Trusted Source

- Is the Lowest Price the Best Price?
- Know What You're getting – Don't get Duped
- Cash, Credit, What Other Terms/Conditions Apply?
- Put Our Procurement Pros to work and You'll Always be in the Best Possible Market Condition



# Procurement and Logistics Service Benefits

- A Strong Pipeline to Battle S&D Market Fluctuations
- Long Standing Relationships With Top Manufacturers
- Volume Purchasing With Ongoing Negotiated Prices
- Multiple Warehouses
- Reliable Service, Terms and Delivery





# Logistics Services Benefits



- Same Day Shipments
- Lower Freight Costs
- Warehouses Nationwide for Temporary Product Storage
- More Shipping Arteries
- Our Full-Time Warehouse Personnel Take Care of the Product for You

# The Program – Win, Win, Win

- We'll Share Our Experience
- Focus More on Your Business
- Negotiating Tips
- Technical Support
- Establish Feasible Timelines and Delivery Schedule
- Industry Insight

# How it Works

- Establish Procurement Relationship
- Collaboratively Develop Product Forecast
- Price and Design Future Projects Using Enhanced Insight
- Order Products
- Create Logistics Plan and Secure Services

**Sell and Build With Success!**



# Scenario

- **Forecasting:** Based on Your KW/MW Sales and Installation Forecast for Your Everyday Projects
- **Fixed % Above Cost:** groSolar Gives You **ALL** Modules, Inverters and Racking at Cost Plus x% for the Term
- **Quarterly Review:** Meet With Your Account Manager Monthly to Adjust Program to Best Meet Your Needs



# Example

- AllEarth Renewables
- 2.2 MW Solar Farm
- Vermont's Largest PV Array
- groSolar Procured PV and Inverters
- Negotiated Special Pricing
- groSolar Warehouse Storage
- Drop Shipment



# Don't Take Our Word for It

*“You can do it yourself...or you can turn to an organization that has already made the investment in time, effort, money and experience in developing advanced procurement capabilities.”*



- Leverage Your Reputation and Relationships
- Let groSolar do the Heavy Lifting
- Grow Your Market Share and margins with a Proven Model

# Get Started

## Contact Your Regional Account Manager

### New England

### Mid Atlantic

### East Coast

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