

Solar Power.

Helping businesses select the right solar power supplier.

Smart Power will ensure your RfP identifies the best partner for your organisation.

The energy market is moving towards renewables, driven by the desire to reduce carbon emissions and operate more sustainably. As a result, large energy consumers in the public and private sectors are looking closely at solar.

This can be an exciting new venture into the future of renewable energy. Or it can be an expensive nightmare.

There's a lot at stake.

You need expert knowledge of an emerging solar marketplace with dozens of suppliers, a bewildering range of technologies, and contracts that need decoding. It can be hard to tell the smart operators from the also-rans if this is your first venture into solar.

At Smart Power, we deal with these matters every day. We understand the way the market works, and we know what to look for in identifying reputable providers. We can help you run a competitive RfP that clarifies the offers and spots any pitfalls. We will identify the best fit for your organisation, ensuring the right product, supplier and results are delivered.

It's a decision with implications that can last decades. We'll help you get it right.

Why solar?

- Hedge or protect your long-term electricity costs by adding a solar component.
- A cost-effective option, especially over 25+ years.
- Reduce your carbon emissions.
- Add to your sustainability story for stakeholders – your staff, customers and partners.
- Attract and retain tenants who want to reduce their carbon footprints and operate sustainably.
- Committing to renewable energy can set you apart from your competition.

What could go wrong?

- Significant financial commitment up front, leaving you exposed to unacceptable costs if the technology or contractual terms prove problematic.
- Difficult to compare 'apples with apples.' Even a well-constructed RfP process can lead to an array of proposals from which it is hard to discern the best fit.
- Not all suppliers are reputable, or have a track record that provides confidence. They may present an attractive proposal but not be able to deliver. You don't want to find this out after you're locked in.

How Smart Power helps.

We go to the market.

We will prepare a solar RfP to issue to the market, which includes:

1. Confirmation of site.
2. Copy of on-site electrical diagrams.
3. Copy of roof plans for the site.
4. Copy of HHR consumption data for the last 12-month period (if available).
5. Copy of current contracted electricity Price Schedule for the site.

We provide expert analysis.

Upon receipt of proposals, we assess and analyse the various responses and ultimately make a recommendation on which options are the most appropriate for shortlisting, and why.

We identify risk.

As the investments are typically significant, it's not just about price, and more about 'life cycle cost' and evaluation of non-tangibles such as system components, warranties (manufacturing and performance), and the track record of each solar company submitting. Smart Power will provide expert guidance here.

This is the key to avoid choosing a supplier that may be superficially appealing but ends up generating significant downstream cost – especially when solar evaluation requires specific skills and knowledge.

The benefits.

- **Save time.** With our expert knowledge, we can quickly put together an RfP that will generate quality proposals.
- **Deliver the business case.** Solar power has many environmental advantages, but it still needs to be a cost-effective choice. We will help you identify providers where the numbers stack up – both in the short and long terms.



- **Avoid the cowboys.** Smart Power only deals with reputable solar power companies that have credentials and established partnerships in the energy market.
- **Focus on your main mission.** You don't need to become an expert in the complex and fast-changing world of solar power technology, tariffs and contracts. We're already the experts, so let us take that task off your hands. You can then focus on your business or operational priorities.
- **Peace of mind.** We will explain our analysis and work with you to ensure the decision you reach is clear, consistent and beneficial for your organisation.

Get started now.

Contact Smart Power today and start your journey to a more sustainable future.



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