

# ETB Consulting

## SOLAR + ENERGY STORAGE ANALYSIS

*Design, consulting, and advisory services performed by ETB's team of domain experts. We analyze, validate, and optimize all aspects of your solar + storage project(s).*



# WHY UTILIZE ETB CONSULTING?



## WHO WE SERVE

- ✓ Corporations & Business Owners
- ✓ Facility Managers
- ✓ Solar & Storage Project Developers
- ✓ Financiers & Investors



### PROJECT DEVELOPMENT EXPERTISE

Decades of combined full-lifecycle project development experience, from feasibility analysis to EPC and ongoing operations and maintenance.



### LOCAL MARKET KNOW-HOW

Deep understanding of regional market policies and regulations, including rate tariffs, NEM frameworks, incentive programs, and optimization strategies.



### QUALITY ASSURANCE

Rigorous QA process where our data and consulting team members validate all assumptions, ensuring precise and bankable analysis.



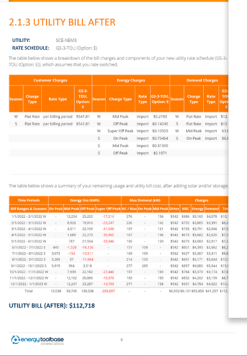
### LEVERAGE YOUR TIME

Utilize our extensive modeling expertise and insights. Focus your team's finite time and energy on high-value opportunities that will close.

# SOLAR + ENERGY STORAGE ANALYSIS



Our team performs a comprehensive techno-economic analysis on a specific meter on your behalf. We rigorously evaluate all aspects of your project, making recommendations on optimal system sizing, rate tariff, and incentive program stacking strategies.



## TARIFF OPTIMIZATION

We will recommend the optimal utility rate tariff and NEM framework.

## FINANCIAL PROFORMA

Detailed financial model incorporating CAPEX, OPEX, savings, incentives, and tax effects.

## SOLAR PV DESIGN

Preliminary solar PV system design and layout, run in an industry-vetted survey and design tool.

## DEMAND RESPONSE REVENUE

We quantify the range of potential revenues coming from DR and wholesale market programs.

## SYSTEM SIZING OPTIMIZATION

Solar and storage system sizing optimized for NPV and/or maximum bill savings.

## COMPARISON ANALYSIS

We objectively compare solar-only vs. solar + storage and quantify the marginal economics of adding energy storage.

# SOLAR + ENERGY STORAGE ANALYSIS - SCOPE OF WORK

## SOW/Aspects We Evaluate:

- ▶ **Utility Bill Reconstruction.** We reconstruct and validate 365 days of energy consumption and the cost of that energy.
- ▶ **Rate Tariff Optimization.** We evaluate all applicable tariffs and optimize eligible rate-switching options.
- ▶ **NEM Rules.** We document and apply the applicable NEM rules based on project location and PV size.
- ▶ **Incentives.** We apply and quantify all eligible incentives based on the site and project specifics.
- ▶ **PV & ESS System Size.** We typically optimize for 'maximum bill savings' OR 'maximum NPV/IRR.'
- ▶ **ESS Optimization.** We simulate ESS dispatch to maximize value capture of all eligible value streams.
- ▶ **Solar PV Design.** We generate a preliminary design layout based on site parameters and client guidance.
- ▶ **Financing Transactions.** We model cash/CAPEX and additional transactions (e.g., PPA, Lease) on request.
- ▶ **Project Economics.** We provide a lifetime financial model and summarize key metrics (IRR, ROI, and NPV).

## Final Delivered Work Product:

- ▶ ETB Consulting - PV + ESS Site Optimization Proposal
- ▶ Design review meeting. Full transparency of all inputs and assumptions. Client has final discretion to edit.

## PRICING

Delivered in Days

**\$500**

per site meter

### OPTIONAL PREMIUM ADD-ONS

(\$250) per additional requested  
design configurations and/or  
optimization scenarios

*Pricing & terms are subject to change. Do not share without written consent.*



# ENGAGEMENT JOURNEY

1

## Sign Up for Free

- There is no additional cost or subscription to access ETB Consulting. Submit requests, track status, and view proposals.

2

## Submit Request

- Complete the Solar + Energy Storage Analysis request form & submit the details to our Consulting Team.

3

## Proposal Preparation

- Using the details from your request form, our team will make a proposal that meets your needs, including recreating your customer's rate and energy usage.

4

## Schedule Review Meeting

- Expect an invite via email from our team to arrange a review once the proposal is complete.

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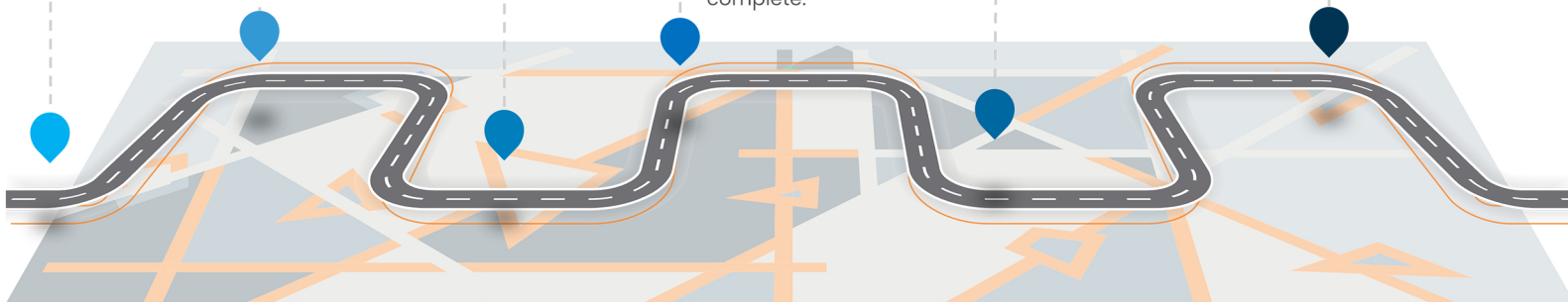
## Proposal Review

- Attend our expert-led review meeting to delve into the assumptions made, ask questions, and provide feedback.

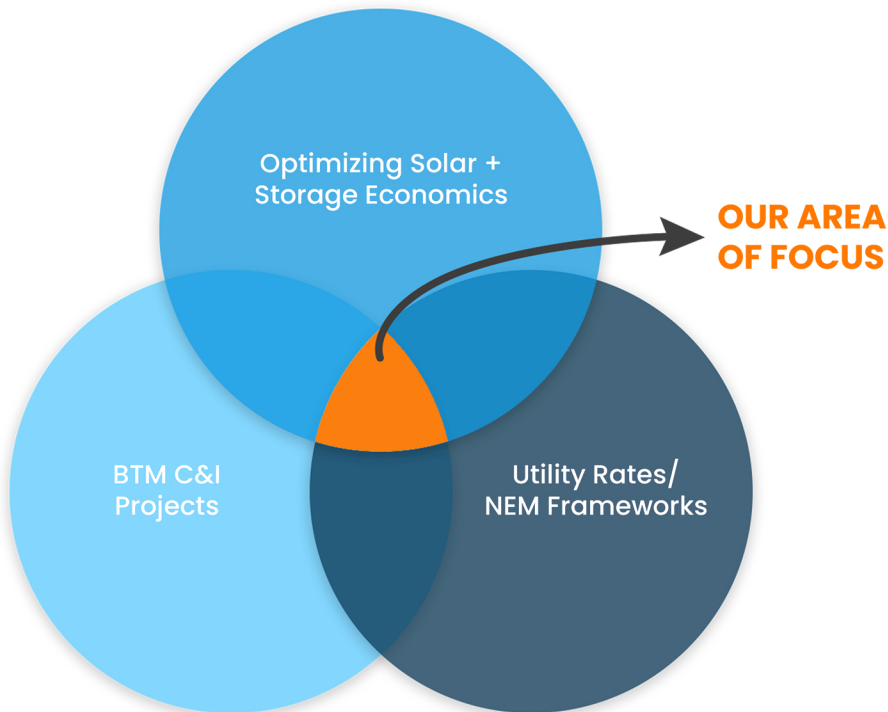
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## Proposal Completion

- Your consulting request is complete! View the proposal in the ETB Consulting app. Copy to ETB Developer for edits or request adjustments (fees may apply).



# OUR AREAS OF FOCUS & LIST OF EXCLUSIONS



**Exclusions:** We are currently passing on certain engagements, but we evaluate all requests on a case-by-case basis and are all open for conversation.

- ▶ Front-of-meter projects
- ▶ Certain Net Metering methodologies (NEM A, VNEM)
- ▶ Projects outside of the US
- ▶ Certain Demand Response/Grid Services programs
- ▶ Residential projects

# ETB CONSULTING TEAM

## Manager of ETB Consulting and Data



**Yulia Krivchenkova**  
Manager, ETB Consulting & Data

Yulia leads and oversees our Data and Consulting team. Within her seven-year experience in the industry, she has analyzed thousands of tariffs, net metering policies, market rules, and rate structures. Yulia is responsible for the accuracy of the ETB global rates database and performs final round QA/QC on all ETB Consulting engagements.

## Consulting Team Members: Engagement Fulfillment

Our Data and Consulting team maintains our utility rate and incentive databases. They are subject matter experts in all things rate tariffs, net energy metering frameworks, and incentive programs. They generally run the preliminary analysis that gets shared and reviewed by our clients. Our team is guided by three core principles: Accuracy, Objectivity, and Transparency.



**Allison Diefenbach**  
Consulting Specialist



**Cheyenne Arana**  
Proposal Specialist



**Erin Hickey**  
Proposal Specialist



**ETB Consulting**

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