Pre-Proposal Service

A premium service in ETB Developer where our team of in-house utility rate experts precisely reconstructs and validates a full year of your customer’s energy consumption and the cost of that energy.

$199 / Meter

why utilize THIS SERVICE?

Every good analysis starts with an accurate and detailed account of energy consumption and the cost of that energy. This requires:

- 365 days of energy consumption (KWh) & demand (kW) data
- A full year of utility bills & energy supplier charges if applicable
- An in-depth understanding of your customer’s rate tariff & NEM rules

At ETB, we refer to this complete table of data containing a site’s annual usage and costing data as an Energy Use Profile (EUP).

BENEFITS INCLUDE:

- **Domain Expertise.** Leverage our team of in-house rate experts who have created 100k+ rate tariff database records.
- **Quality Assurance.** Multiple members of our rates team will validate and QA your final delivered EUP.
- **Customer Specific.** We’ll precisely match your customer’s utility rate tariff billing sub-attributes and taxes.
- **NEM Specifications.** We’ll research and match all regional NEM rules, including export valuation and true-ups.
- **Deregulated Markets.** We’ll precisely reconcile your customer’s energy supplier charges and utility bill T&D charges.
- **Baseline.** Utilize our proprietary database of reference load profiles to baseline if you don’t have interval data.
- **Save Time.** Empower your sales team to focus their finite time on closing projects and contributing revenue.
How much is your **TIME WORTH?**

- **DO IT YOURSELF:** 3.5 Hours @ $100/hr = $350
  
  Putting together a completed Energy Use Profile can be time-consuming and error-prone, especially in deregulated markets where the utility and 3rd party energy supplier are separate entities. If not done precisely, the accuracy of the subsequent financial analysis will be compromised. Garbage in, garbage out.

- **COST TO HAVE ONE OF OUR PROS DO IT:** $199
  
  Our premium service does all this work for you. We request your data through ETB Developer, and our in-house utility rate experts will construct, QA, and authenticate all of this data on your behalf. Have certainty that the solar + storage economic analysis you run on the ETB Developer platform is exacting for your customer.