

eEquals Install Standards and Adders

Our priority is to create an amazing experience in going solar. As much as we would like to help everyone go renewable, there are some properties where solar is not ideal. In order to maximize the customer experience below you will find a gradient (green light, yellow light, red light) to help you both filter out which jobs to avoid and which jobs to build proper expectations on. The first list will go over guidelines for purchases and loans. The second list will go over leases which are more restrictive.

Dealer Adders (Redline)

Adder	Cost	Unit of Measure
Base Panel	\$0.00	Per Watt
Lease Adder	\$0.15	Per Watt
SolarEdge Energy Bank (7.5 kW)	\$14,700	1 Time Charge
SolarEdge Energy Bank (2 nd battery)	\$9,000	1 Time Charge
SolarEdge Energy Hub (Inverter Only)	\$2,000	1 Time Charge
EV Charger	\$1,000	1 Time Charge
SolarEdge Extended Warranty	Market Rate	1 Time Charge
Enphase Inverters	\$0.10	Per Watt
Enphase Sunlight Backup	\$2,950	1 Time Charge
Ground Mount (100 ft. trenching included)	\$0.80	Per Watt
Landscaping for Ground Mounts if needed	Market Rate	1 Time Charge
Trenching for Roof Mount (\$500 basecharge)	\$30.00	Per Foot
Steep Roof (7/12 and greater pitch)	\$0.15	Per Watt
Flat Roof Adder (Without Tilt kit)	\$0.10	Per Watt
Flat Roof Adder (with Tilt Kit)	\$0.15	Per Watt
Small System Adder (10- 12 panels)	\$750	1 Time Charge
Electrical Panel Upgrade (estimated amount)	\$2,400	1 Time Charge
Feeder Wire	\$1,700	1 Time Charge
Carbon Solutions REC Utility Collateral	\$0.08	Per Watt
Site Survey	\$100	1 Time Charge
Job Cancel Adder (After Permits Received)	\$450	1 Time Charge

Internal Adders (RevShare)

Adder	Cost	Unit of Measure
Base Panel	-\$0.10	Per Watt
SolarEdge Energy Bank (7.5 kW)	\$14,700	1 Time Charge
SolarEdge Energy Bank (2 nd battery)	\$9,000	1 Time Charge
SolarEdge Energy Hub (Inverter Only)	\$2,000	1 Time Charge
EV Charger	\$1,000	1 Time Charge
SolarEdge Extended Warranty	Market Rate	1 Time Charge
Enphase Inverters	\$0.10	Per Watt
Enphase Sunlight Backup	\$2,950	1 Time Charge
Ground Mount (100 ft. trenching included)	\$0.80	Per Watt
Landscaping for Ground Mounts if needed	Market Rate	1 Time Charge
Trenching for Roof Mount (\$500 basecharge)	\$25.00	Per Foot
Flat Roof Adder (Without Tilt kit)	\$0.10	Per Watt
Flat Roof Adder (with Tilt Kit)	\$0.15	Per Watt
Small System Adder (10- 12 panels)	\$750	1 Time Charge
Electrical Panel Upgrade (estimated amount)	\$2,400	1 Time Charge
Carbon Solutions REC Utility Collateral	\$0.08	Per Watt
Site Survey	\$100	1 Time Charge
Job Cancel Adder (After Permits Received)	\$450	1 Time Charge

For Purchases and Loans

Red Light - Jobs that we will not install
Utilities - Egyptian Electrical Co-op
Property/Roofing Types - Trenching unless it is a ground mount - Where cutting into cement or boring is required - Trenching further than 150 for any job. The trenching for any ground mount need to be under 150 feet

Yellow Light - jobs with an adder and extended install/PTO timelines (over 4+ months)
Utilities - All approved Co-op's or Municipal Utilities require a \$0.10/watt adder - Jobs greater than 10.1kW AC will have extended install timelines
Areas - Chicagoland Area jobs require a \$0.10/watt adder (10 or less jobs/month) - Areas more than 80 miles outside of Edwardsville, IL or Springfield, IL require a \$0.05/watt travel adder (Belleville, IL will take longer) Use arrow on google map to determine - Naperville and Aurora have a \$0.05 adder
Property Types - Ground mounts (100 ft. trenching included in GM adder) trenching adder is \$25 per foot

Green Light - Jobs that have quicker install/PTO timelines (2-3 months)
Utilities - Commonwealth Edison (ComEd) - Ameren
Areas - Areas within 80 miles of Edwardsville, IL or Springfield, IL

Sunnova Lease

Install Guidelines

Due to the delayed nature of Sunnova's payment terms and the high volume of Sunnova jobs, we will retain a minimum of 25% of the commission until PTO.

Due to Sunnova's strict install rules and limited approved vendor list the following guidelines are the only jobs that are approved to install on. If it is not on the list, then we will not do it.

Green Light - Jobs that have quicker install/PTO timelines (2-3 months)
Approved Utilities - Commonwealth Edison (ComEd) - Ameren
Approved Properties - Traditional Composite Shingle Roof only (i.e. no metal, rolled asphalt, foam, membrane, plastic, roofs, or rubber) - Main Panel Utility Taps Only (i.e. if there is an outbuilding or barn we cannot install on it because Sunnova does not allow us to install on sub-panels.)
Red Light
Everything else not listed is a not allowed per Sunnova