

## Web-based Solar Business Management Software

*Increase Profits with Efficient Business Practices*

SEIA has historically supported industry initiatives to reduce the installed cost of solar and help grow the industry. Through this partnership, SEIA expects the typical solar contractor to find soft cost reduction in at least five areas of their business: the management of leads, sales processes, projects, purchasing, and documentation. Lowering soft costs improves productivity and increases the scalability of solar contracting companies so they can grow and hire more employees.

### Enhance Your Performance with:



#### Lead management:

Capture, qualify & manage leads



#### Sales management:

The solar industry's most accurate cost estimation and sales document tools



#### Project management:

The solar industry's most accurate cost estimation and sales document tools



#### Purchasing management:

The solar industry's most accurate cost estimation and sales document tools



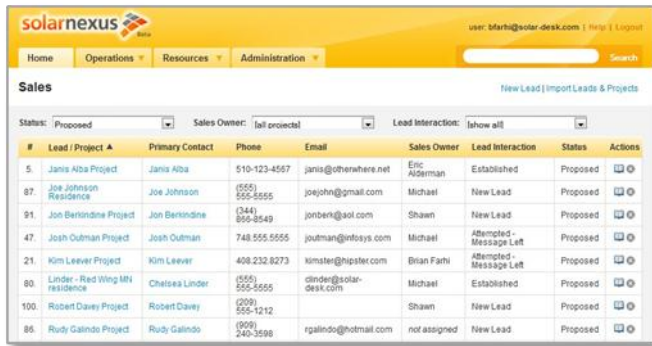
#### Unlimited project document storage:

Keep all of your project files organized and instantly accessible



## Deploy Solar Systems More Cost-Effectively

- ◆ Reduce the resources you need to sell, administer and complete projects thanks to tools, supplier integrations, and workflow management functionality
- ◆ Access all project and customer documents and information online in a central location
- ◆ Eliminate time wasted installing, maintaining and securing multiple software packages on individual computers



The screenshot shows the SolarNexus web application interface. At the top, there is a navigation bar with 'Home', 'Operations', 'Resources', and 'Administration' menus. Below the navigation bar, there is a search bar and a 'Sales' section. The main content area displays a table of sales leads with columns for Lead/Project, Primary Contact, Phone, Email, Sales Owner, Lead Interaction, Status, and Actions. The table contains 10 rows of data, including leads for Janis Alba, Joe Johnson, Jon Berksdine, Josh Outman, Kim Leever, Chelsea Linder, Robert Davey, and Rudy Galindo.

#	Lead / Project	Primary Contact	Phone	Email	Sales Owner	Lead Interaction	Status	Actions
5	Janis Alba Project	Janis Alba	510-123-4567	janis@otherwhere.net	Eric Alderman	Established	Proposed	[Icons]
87	Joe Johnson Residence	Joe Johnson	(555) 555-5555	joejohn@gmail.com	Michael	New Lead	Proposed	[Icons]
91	Jon Berksdine Project	Jon Berksdine	(344) 895-8849	jonberk@aol.com	Shawn	New Lead	Proposed	[Icons]
47	Josh Outman Project	Josh Outman	748.555.5555	joutman@infosys.com	Michael	Attempted - Message Left	Proposed	[Icons]
21	Kim Leever Project	Kim Leever	408.232.8273	kimster@hipster.com	Brian Fathi	Attempted - Message Left	Proposed	[Icons]
80	Linder - Red Wing MH residence	Chelsea Linder	(555) 555-5555	clinder@solar-desk.com	Michael	Established	Proposed	[Icons]
100	Robert Davey Project	Robert Davey	(909) 555-1212		Shawn	New Lead	Proposed	[Icons]
86	Rudy Galindo Project	Rudy Galindo	(909) 240-3598	rgalindo@hotmail.com	not assigned	New Lead	Proposed	[Icons]

## Why Use SolarNexus

- ◆ Single point of data entry minimizes redundancy and errors
- ◆ Tracking milestones keep all project members informed
- ◆ All project documents, data and diagrams are stored centrally for easy access
- ◆ Rapid generation of multiple, customized proposals and contracts
- ◆ Easily capture and design around site survey details
- ◆ Accurate and consistent pricing and parts orders
- ◆ Central purchasing management with 1-click ordering

## About SolarNexus

SolarNexus provides software that makes it cheaper, faster and more profitable to manufacture, sell and install solar systems. Designed specifically for the solar industry, the solution understands and automates the workflows and intricacies of solar projects, eliminating inefficiencies and facilitating collaboration among project team members.

### SolarNexus

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## SolarNexus is

### Fast

Enter information and create documents once so everyone in your company can use them on the project. Access equipment information from hundreds of manufacturers.

### Easy

Use it from any Web browser to access all the functionality you need to complete a project. Project milestones and reminders make it simple to keep your projects on track.

### Complete

SolarNexus was built for solar projects by people who know and understand the intricacies of your jobs and are solar industry veterans.

### Secure

Your data is safely and securely stored online using the same infrastructure as Amazon.com and is always available to your authorized users.

### Free

Up to 10 employees per company get free, unrestricted use of SolarNexus. No trials. No monthly fees. No limitations. How is it free? SolarNexus sometimes earns a small fee from suppliers when you purchase products and services via SolarNexus.

## About Partner

Established in 1974, the Solar Energy Industries Association(R) is the national trade association of the U.S. solar energy industry. Through advocacy and education, SEIA is working to build a strong solar industry to power America. As the voice of the industry, SEIA works with its 1,000 member companies to make solar a mainstream and significant energy source by expanding markets, removing market barriers, strengthening the industry and educating the public on the benefits of solar energy. www.seia.org.