

This document highlights many of powerful and easy-to-use features within SolarNexus. To attend a webinar or learn more, go to www.solarnexus.com.

Simplified Lead Entry & Tracking: Capture key customer details with quick and easy forms. SolarNexus provides pre-defined fields specifically for solar companies, so there's no setup required. And with the search function, you can easily find what you're looking for.

A straight-forward lead entry form allows users to capture all relevant data about a prospective client on the first call, with only a minimum amount of this information required to create a system configuration or proposal. Important sales information like client contact details, the probability of sale, and AHJ name are among the details that can quickly be added via pull-downs, simple text boxes and other easy-to-use methods of data entry.

Lead Data Import: Take existing prospect and client data from your existing information systems and import it so you don't need to manually re-enter it when using SolarNexus.

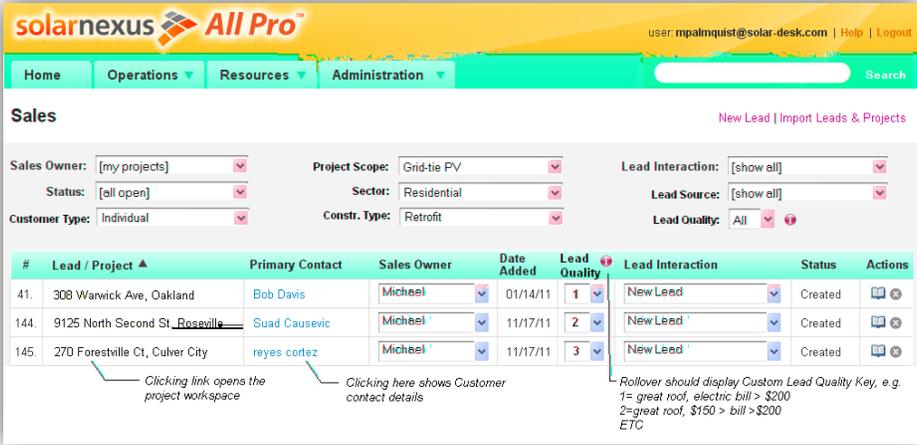
The screenshot shows the 'Edit Project' form in the SolarNexus web application. The form is titled 'Project #55 | Jordan Farmer Residence'. It contains several sections: 'Project Information' with fields for Project Name, Project Scope, Array Location, and Description; 'Lead Information' with fields for Lead Interaction, Lead Source, Lead Quality, Close Probability, Projected Close Date, and Est. Sale Amount; 'Property Information' with fields for Street, City, State, ZIP, Sector, Const. Type, Building Designation, and Assessor Parcel Number; and a 'Notes' section at the bottom. There are also checkboxes for 'customer owns site property', 'has existing generation capability', and 'broadband internet available'. On the right side, there is a sidebar with 'Status Notes' and 'Next Steps' sections.

Site Survey Data Capture: Quickly capture key details about on-site roof conditions, electrical equipment, billing data and more. The SolarNexus Site Survey form allows you to quickly enter this information online so you and your colleagues can instantly access it. And since it's all tied to a specific project, you'll always know where to find the right info. Photos can be stored as part of the site surveys too. Use this feature on an iPad or other tablet to make life really easy for you and your team.

Contacts Dashboard: Easily organize, sort and filter your clients' contact information. This is a major upgrade from whiteboards, Excel, or other home-grown solutions and way easier than Salesforce or other industrial-strength CRM solutions.

Custom Data Entry Fields: SolarNexus already provides a place for you to easily and quickly enter almost any important piece of customer or site information you'll need. But in case we missed one, you can create your own. Use simple text boxes, drop-down menus, and checkboxes. And you can make them required fields so your colleagues don't forget them!

Sales Dashboard: Easily organize, sort and filter your prospects' information. In addition to the data provided on the Contact Dashboard, with the Sales Dashboard you can easily see how each sales team member is doing and the progress of each prospect through the sales cycle.

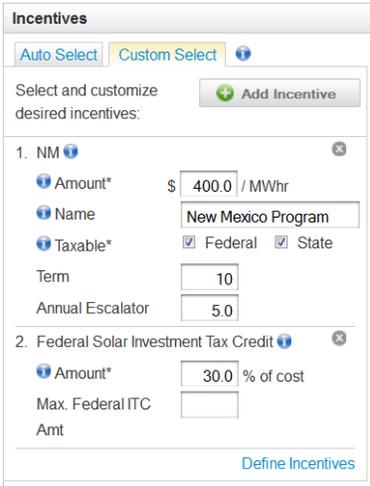


Create System Configurations: Capture the string configuration of your PV systems along with the makes and models of the key equipment used and other configuration details.

Cost Estimates: The most accurate and powerful cost estimate in the industry. Proper cost estimation is the most important part of staying profitable. SolarNexus allows you to capture all of the things that cost you money – big and small. But that needs to be done quickly. With SolarNexus, you can use our multi-edit functionality so you and your team can rapidly select important site or project variations from pull-down menus to automatically change the price and cost. Don't rely on sales reps needing to remember to add certain costs into a quote, and avoid going back to clients with unnecessary change orders because critical project details were missed. Just select the right conditions and it's all done for them!

Financial Analysis: Cash deals, loans, leases, PPAs – SolarNexus allows you to calculate it all, and generate all of the important measures of client value. From IRR to LCOE to CO2 offset, it's all there. And since things in our industry change so quickly, not only does SolarNexus provide you with the background incentive data for these calculations, you can define and use your own custom-entered incentives in case a new one's appeared, there's a recent change, or you just want to show a what-if scenario to a client.

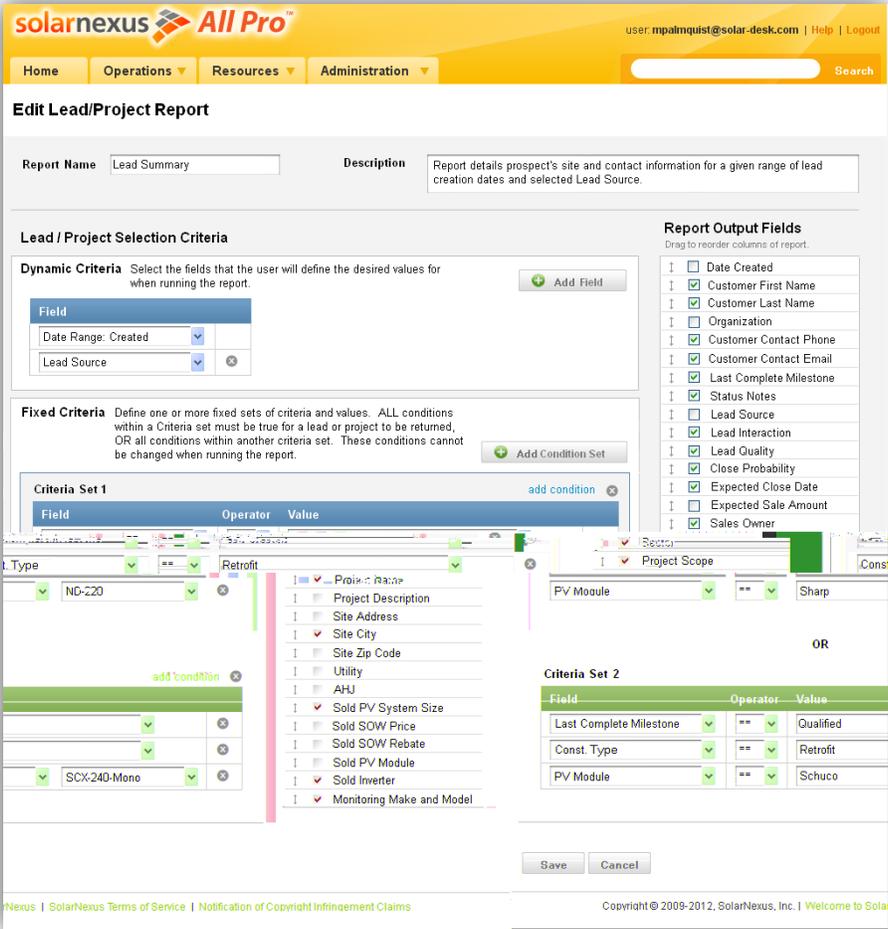
Custom Incentives: The real world changes quickly, and this means solar contractors require the ability to take advantage of the changing market landscape. In no part of the sale is this more true than the incentive selection and calculation process. SolarNexus provides an auto-select feature that enables users to rely upon incentive program data and calculations that are automatically determined based on the project's location. However, if incentive programs are added, removed, or changed, SolarNexus gives users



the flexibility to enter in their own incentive or incentives so the financial analysis can be as accurate as possible. This also allows users to perform 'what-if' scenarios for prospects to show the impact of losing out on an incentive. Overall, it provides the flexibility that's required for financial calculations in today's solar market.

Proposal & Sales Document Generation: You need to generate sales quotes and other documents, and you don't want them to look just like your competitors. SolarNexus provides several comprehensive and attractive templates for you to start with for your proposals and contracts, but gives you the flexibility to completely customize these or even create your own. And if you have a proposal you already like, you can replicate it in SolarNexus. Cover letters, contracts, and more – SolarNexus can handle it!

Advanced Sales Reports: Keep track of your sales team's pipelines in even greater detail, determine the success of your marketing campaigns, and more. SolarNexus allows users to generate highly-customizable sales and project reports. Users can create and edit their own reusable report templates so they can quickly and easily access the information they need at any time. These reports are available for others within the company that have the appropriate access level, as well. This feature is particularly helpful for team managers and executives.

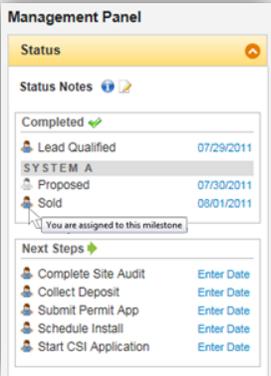


Purchase Management: Place Purchase Orders and Request for Quotes with your primary suppliers, so you can keep all of your orders in one place. Order products and services directly from SolarNexus Suppliers, or add in your own suppliers to streamline your ordering processes.

Supplier Catalog Access: View the offerings of SolarNexus Suppliers that provide equipment and services to companies like yours. These catalogs contain thousands of products. Some providers may require you be part of their network prior to viewing their catalogs, pricing and/or ordering.

Company-Defined Catalogs: A powerful feature in SolarNexus. Company Catalogs allow you to create a list of all of the modules, inverters, labor costs, BOS hardware, and other items that make up the costs in your jobs. You can centrally manage your costing and pricing, tie equipment or services to outside suppliers from whom you buy them, and add variations in these items so you don't need to enter in one item dozens of times in all of its combinations. For example, conduit can be a single item with price and cost variations like type of conduit and/or size. Product specifications for modules and inverters are already included in SolarNexus so you don't need to enter them in manually, and the Account Setup Assistant allows you to populate your Company Catalog quickly and easily.

Document Storage: Maintain all of your critical documents in one easy-to-access location. SolarNexus provides all of the data storage¹ your company needs so you can archive all of your CAD drawings, photos, customer documents – even short site videos. And the filing system couldn't be easier. Instead of burying important files in subfolders, SolarNexus allows you to 'tag' each file with appropriate references so you can easily cross-reference files.



Milestone Notifications, Tracking & Assignments: SolarNexus allows you to track the progress of your sales and projects with standardized milestones. Each time you or your colleagues complete a task, just enter the date it was completed and the rest of the company will know. You can assign these milestones to any of your colleagues, as well, so that everyone's on the same page as to who's responsible for what. And when milestones are completed, each person in your company can receive individualized notifications so you can always be informed when prospects or projects hit critical milestones – on your SolarNexus Home Screen or via email.

Project Management Dashboard: Quickly and easily access details of any of your projects from one screen. Organize, sort and filter your project information. Quickly see the latest status of each project, which projects are happening in which city or AHJ, which modules are being used in a project, how many, and more.

¹ Subject to SolarNexus Terms of Service

PowerClerk Filing in CSI Territory:

The Program Administrators within the California Solar Initiative Program have estimated that about 40% of the rebate reservation applications they receive get rejected due to missing or inaccurate data. SolarNexus helps ensure that not only is the information in the

reservation request complete and accurate, but that it's completed quickly as well. This saves contractors time in the completion of the initial filing, and can also reduce the time to revenue recognition by days or weeks by eliminating errors. This feature is currently only available for the CSI Program, but will be available in other PowerClerk-enabled states as they allow for such electronic form completion.

Incentive Tracking & Management: SolarNexus provides the ability to download forms, upload completed incentive documentation, and mark when each incentive milestone is completed so you can more easily track and locate critical incentive processes and documents.



Learn More at
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About SolarNexus
SolarNexus Inc. provides solar business management software that makes it cheaper, faster and more profitable to sell, install and maintain solar systems. Designed specifically for the solar industry, the solution streamlines sales, operations, and administrative processes, thereby increasing sales and lowering costs. SolarNexus is web-based and facilitates collaboration among team members and externally with key suppliers and partners. For more information, visit www.solarnexus.com.