



Integrated Solar Business Management Software

*For residential, commercial,
utility-scale solar installers
and developers*



SolarSuccess™

Grow Your Solar Business And Increase Profits

- ▶ Reduce overhead costs
- ▶ Shorten project-to-cash timeline
- ▶ Increase operational efficiency



The leading cloud-based business management software designed to meet the specific operational needs of residential, commercial, and utility-scale solar installers and developers.

Why is SolarSuccess important for Solar Contractors?

The US solar installation industry has grown very rapidly over the last decade and is poised for exponential growth over the next decade, aided by dropping hardware costs and the solar Investment Tax Credit. The decline in hardware costs has not been matched by a decline soft costs – typically now 65% of total installation costs – which has become the most urgent and difficult challenge for solar installers.

Reducing soft costs is the number one priority for most solar installers which come from many different sources including:

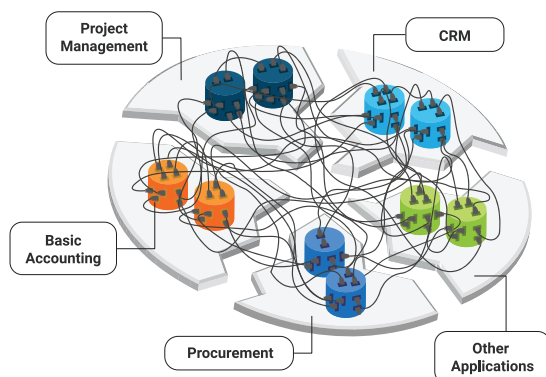
- ▶ Incompatible software programs
- ▶ Data entry errors
- ▶ Inventory mismanagement
- ▶ Procurement issues
- ▶ Inefficient labor utilization
- ▶ Changing customer acquisition costs
- ▶ Missed milestone payments
- ▶ Unexpected “adder” costs
- ▶ Delayed and erroneous invoicing
- ▶ Inconsistent and late reconciliations

SolarSuccess can reduce soft costs by 3-5 cents/watt on solar installation projects.

Why Widely-Used Programs Can’t Effectively Reduce Soft Costs

As companies grow, they typically cobble together a mix of software tools to address their needs, often resulting in a ‘hairball’ of incompatible applications that don’t “talk” to each other.

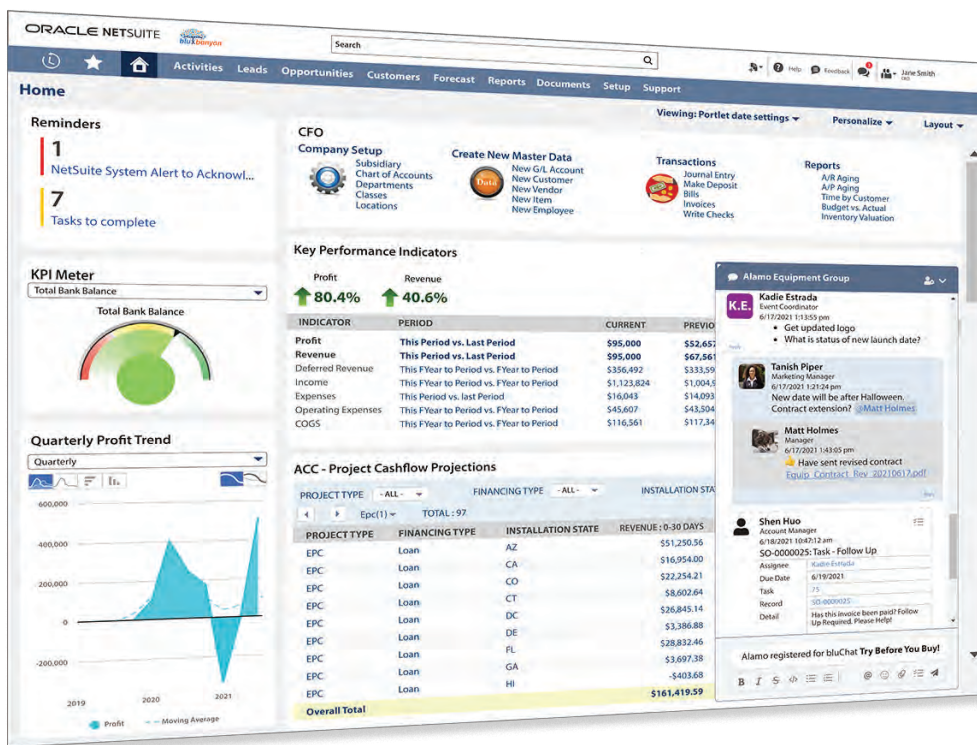
‘Hairball’ vs SolarSuccess



- | | |
|---------------------------------------|------------------------------------|
| ▶ Multiple applications | ▶ Unified, integrated applications |
| ▶ No integration between applications | ▶ Single source of data/reporting |
| ▶ Information silos | ▶ Eliminates Information silos |

Blu Banyan developed SolarSuccess, an award-winning Oracle NetSuite application, with the core application functionality necessary to improve operations, reduce soft costs, and meet the growth needs of residential and commercial solar installers.

SolarSuccess provides complete oversight on cash flow, sales, costs, profitability, project status, inventory, updates and alerts, and other functions key to a solar installer's success.



SolarSuccess™

ONE SYSTEM

Manages all key aspects of your solar business

Powerful team chat and collaboration

- ▶ Enable real-time visibility over the entire business
- ▶ Purchase, track, sell, ship, and invoice, all in one system
- ▶ Manage sales leads, quotas, pipeline, and commissions
- ▶ Track all customer interactions in one place
- ▶ Drive & monitor marketing campaigns
- ▶ Provide real-time inventory data to sales






Blu Banyan has deep experience across the solar industry, from installer start-ups to the leading industry installers, from equipment distributors to asset managers.

The Top 3 Residential Solar Contractors in the U.S. use SolarSuccess, and are growing faster than the industry growth rate.

SolarSuccess™

Business Transformation for Solar Installers



Manage all aspects of your business on ONE SYSTEM	 quickbooks	 salesforce	 built on ORACLE NETSUITE
Accounting	✓	X	✓
CRM	X	✓	✓
Financial Management	X	X	✓
Supply Chain/Inventory	X	X	✓
Team Collaboration	X	✓	✓
Human Resources	X	X	✓
eCommerce	X	X	✓
SOLAR DASHBOARDS:	X	X	✓
Project Workflows	X	X	✓
Task Queues	X	X	✓
SLA Alerts	X	X	✓
ADVANCED DOCUMENT MANAGER:	X	X	✓
Drag & Drop	X	X	✓
Revision & Status Control	X	X	✓
Milestone Completion Triggers	X	X	✓
PROJECT MANAGEMENT:	X	X	✓
Visual Timelines	X	X	✓
Sub-Contracting Monitoring	X	X	✓
Solar Financial Templates	X	X	✓

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Solution Provider