

# Questions to Ask Solar Service Providers



**SOLAR  
POWER  
PARTNERS**

**Does the provider have a track record of accomplishment with this kind of transaction?**

A provider should have a track record of completed projects using successfully-executed solar Power Purchase Agreements.

SPP has 37 completed projects using solar PPAs that are under commercial operation and management.

**Does the provider have projects that show experience working with solar electricity systems similar to yours?**

A provider should have a variety of different solar systems completed and in operation. Your site will require a customized solution, and a provider that has experience with a variety of systems will meet any site-specific challenges.

SPP has worked with all major and common commercial system types, including fixed ground mount, single and dual axis trackers, fixed roof mounts, and elevated array installations.

**Does the provider have financial partners with the substance and sophistication to follow through with the deal?**

A provider should have large and stable financial institution partners in place.

SPP is backed by Energy Investors Funds (EIF), a global expert in energy finance and one of the world's leading investors in private power projects and companies. EIF's financial strength, stability, and energy knowledge base ensures the long-term success of SPP operations.

**Does the provider have installation expertise and knowledge, and work with experienced installers who have built a system under sPPA terms?**

A provider should have solid partnerships in place with vetted, experienced installers with their own successful track record and case history.

SPP drives best practices with an experienced in-house design and engineering team, which assesses and proposes the best possible system specifications.

**Does the provider send monitoring and production reports and feedback?**

A provider should provide as much detail as possible about the system and its production; their equipment should be sophisticated enough to produce detailed information and the provider should have a team in place to manage it.

SPP has a sophisticated management system that lists monthly production and monitoring statistics. SPP is the only PPA provider that specifies string-level monitoring on all its systems.

**Does the provider have a defensible savings analysis? Are they using the proper tariffs in their calculations? Are they providing realistic assumptions about your system's electricity output?**

The provider's methodology should be able to stand a vetting process from third party evaluators.

SPP prides itself on its time of use/ time of production cost benefit analysis and utilizes the best third party solar production and financial analysis tools in the industry.

**Does the provider have the ability to provide the best equipment for your installation location?**

The provider should have the ability and track record of managing the installation process, including the equipment specified, so that they can ensure the best solution.

SPP uses best of breed technologies and only works with experienced and qualified integrators.

**Is the provider's contract flexible? Will it support your needs?**

Some providers do not offer contracts with flexibility for negotiation. Some providers do not create their own contracts and do not have the expertise to adjust them as needed.

SPP will negotiate terms in order to achieve comfortability with a 20 year commitment.

Adapted from *The Customer's Guide to Solar Power Purchase Agreements* published by the Rarus Institute, October 2008.  
Visit [www.californiasolarcenter.com](http://www.californiasolarcenter.com) to download the guide.