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SolarizeRVA 2021 Contractor Questionnaire & Documentation Request

Thank you for your interest in collaborating with Viridiant to advance clean energy in Virginia. Viridiant will invite two or more “Partner Contractors” to provide PV installations and related services for individuals and households that Viridiant engages via our 2021 SolarizeRVA campaign and other outreach.

Our “Solarize 2.0” model includes key modifications implemented with the intention of building a healthy, long-term solar industry in Virginia that best serves consumers and installers as our energy system is decarbonized. In particular,

- *Contractors are not asked to offer a predetermined per watt price or particular equipment choice up front.* Viridiant staff will refer potential clients whom we have recruited and vetted to all of our preferred contractors who then are free to offer their best bid based on real-time pricing and workflow conditions. A solar array is a big investment. Anyone should get multiple bids. We serve as the client’s advocate from start to finish, reviewing bids and recommending cost-effective energy efficiency strategies as appropriate.
- *The 2021 campaign will be seven months long.* Viridiant and its outreach partners will hold events and recruit participants through the end of October. The intent is to avoid boom/bust cycles that negatively affect customer service and disrupt stable business operations. Our multi-year goal is 1,000 installations by 2025.

Viridiant will evaluate contractors for potential participation using the criteria listed in the campaign MOU (attached). For the questions below, please provide answers in line and attach documents as needed when returning this form. Not all of these are necessarily requirements (unless so marked), rather, these are some of the factors Viridiant will consider.

- Virginia Licenses** – Please provide copies of current licenses held by the firm or responsible parties. Alternative Energy Systems (AES) is required.
- Insurance Coverage** – Please provide copies of your firm’s current insurance policies. General liability of \$1M minimum per occurrence and \$2M minimum for aggregate and workers’ compensation of \$1M per accident, per employee are required.
- Experience/Business Strength** – Please list the firm’s years in operation and approximate number of PV jobs completed. Please also describe the range of your services and client base (e.g., system size range, diversity of clients, commercial and residential work, ground and roof mounted systems, battery system installations, EV charger installations, etc.).
- Technical qualifications** – Please list any industry certifications or special training (e.g., NABCEP, BPI) as well as the associated staff.
- Sales Process** – Please briefly describe your typical sales process, noting whether sales staff are on commission or salary.
- Client Proposals** – Please provide at least two examples of typical residential client proposals. Viridiant will review for clarity and accuracy, especially regarding \$/W installed, estimated energy production, ROI, equipment installed, manufacturer warranties, labor warranties, etc.



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- G. **Customer Contracts** – please provide at least one example of a typical residential customer contract (if these vary meaningfully from proposals). Viridiant will review for clarity and thoroughness of details to ensure good relations and minimize disputes.
- H. **Labor/Workmanship and Equipment Warranties** – Please describe and/or attach documentation of your labor/workmanship warranty terms and typical equipment warranties (may be included in proposal or contract examples).
- I. **References** – Please provide a sample of residential customer references, ideally representing the entirety of the firm’s years in operation.
- J. **Service Territory** – Briefly describe your preferred and extended geographic range of service, particularly noting your capacity to serve the greater Richmond, VA market.
- K. **Corporate Citizenship** – Please list association memberships, community engagement, non-profit support, etc.