

## Attachment B

### Solarize RI - Warwick Program Pricing Proposal

#### Selected Community

Please complete this document electronically – do NOT handwrite.

Proposal for Community
Warwick

#### Primary Point of Contact

Installer Company Name	Contact Name
Contact Email	Contact Phone Number

#### Proposed Equipment

List all proposed equipment to be used during the course of the program for the typical solar PV installation. If more than one variety of equipment will be used, please include it below. **The selected Installer(s) may only alter the list of approved equipment during the course of the Solarize RI program upon pre-approval by Program Administrators. If the equipment proposed below does not match equipment listed in customer proposals and contracts, there may be a delay in Commerce RI grant approval, if applicable.**

Major Component	Manufacturer	Model Number
<i>Inverter(s)</i>		
<i>PV Modules</i>		

<i>Mounting System</i>		
<i>Production Meter</i>		
<i>Data Acquisition System (if applicable)</i>		

**Tiered Pricing Proposals<sup>1</sup>**

The bid should include a dollar per watt (\$/W) Purchase Price that will reduce as higher tiers are reached. Optional: a Lease/PPA Price in the form of a dollar per kilowatt hour (\$/kWh) price. While the Lease/PPA Price is expected to remain the same throughout the program, the bid should include a financial incentive (such as a rebate, check card, other incentive, etc.) that is received by Lease/PPA customers as higher tiers are reached.

<b>Tiers</b>	<b>1kW-50kW</b>	<b>51kW-150kW</b>	<b>50kW-100kW</b>
<b>Purchased Price (\$/W)</b>			
<b>Lease/PPA Price<sup>2</sup> (\$/kWh)<sup>3</sup></b>	Lease/PPA Price (at 90% optimal): _____ Escalator (%) <sup>4</sup> : _____		
<b>Lease/PPA Incentive<sup>5</sup></b>	N/A		
<b>Details on Lease/PPA Pricing Model</b>	Explain any variations on the Lease/PPA model that will be provided. Outline the maximum range for pricing escalators that will be present in contracts.		

<sup>1</sup> Installer should include a template Purchase contract and, if applicable, a template Lease/PPA contract in the proposal for review.

<sup>2</sup> Provide a lease/PPA price for a system that produces 90% of optimal production. All lease/PPA prices should assume \$0 down upfront. In addition, provide the contract escalator that applies to projects.

<sup>3</sup> If a lease is offered, convert the payment to a \$/kWh price.

<sup>4</sup> The lease/PPA escalator is the rate by which the price will increase over the term on the contract.

<sup>5</sup> Provide the incremental value that a lease/PPA customer would receive as a new tier is reached (Not the total value received, including prior tier incentives).

If proposing a lease/PPA price, OER also requests a summary of Lease/PPA Pricing based on alternate system production. Please complete the following, indicating what the price would be for a typical contract with the different production percentages, including the escalator.

<b>% of Optimal System Production</b>	<b>100%</b>	<b>95%</b>	<b>90%</b>	<b>85%</b>	<b>80%</b>
<b>Lease/PPA Price (\$/kWh)</b>					
<b>Escalator (%)</b>					

**Increased Pricing Factors**

Outline below any additional costs that may increase the tiered pricing proposal (both Purchase and PPA/Lease Prices, if offering) above. Identify a maximum price increase for projects under the Program.

<b>Factors</b>	<b>Increased Cost (\$/W)</b>	<b>Increased Cost (\$/kWh)</b>	<b>Flat Fee (if applicable)</b>	<b>Description of Work</b>
<p><b>Site Specific</b></p> <p>May include, but is not limited to:</p> <ul style="list-style-type: none"> <li>• Multiple roof arrays</li> <li>• Tilt racking</li> <li>• Standing seam metal roof</li> <li>• Flat roof</li> <li>• Pole or ground mounted system</li> </ul> <p>Tree removal</p>				
<p><b>Structural</b></p> <p>May include, but is not limited to:</p> <ul style="list-style-type: none"> <li>• Reinforcing rafters</li> </ul>				

<p>Electrical</p> <p>May include, but is not limited to:</p> <ul style="list-style-type: none"> <li>• Electrical panel upgrade</li> <li>• Electrical sub-panel</li> <li>• Meter Upgrade/change</li> <li>• Interior conduit run</li> </ul>				
Internal Monitoring (Micro-inverters)				
Extended Warranty (if applicable)				
Maintenance (if applicable)				
<p>Other</p> <p>May include, but is not limited to:</p> <ul style="list-style-type: none"> <li>• Additional cost micro-inverters</li> <li>• Steep roof / tall roof (define)</li> <li>• Small system adder</li> <li>• Large system cost subtraction</li> </ul>				
Total Additional Cost				