

Form B1 – Company Profile

Company Name Solaflect Energy (ground proposal)

*If applying as a consortium, please submit a separate Company Profile for each partnering installer.
Please also submit a separate Company Profile for all relevant subcontractors.*

Company Name: Solaflect Energy		If you are a subcontractor, list lead company below: n/a	
Location of Headquarters: Norwich VT			Year Founded: 2007
Location of Main Office for Solarize-Specific Staff: Norwich VT (326 Main St, Ste 4)			
Number of Installations in Vermont			
2011: n/a	2012: n/a	2013: 31	2014: 82
<p>Briefly describe your history of installations in Vermont (listing towns and approximate number of installations). If fewer than 10 installs, please explain why you have not been more active in this region:</p> <p>Solaflect Energy was founded in 2007 to develop an improved, more affordable dual-axis solar tracker, so that solar energy will be more affordable and useful to the grid. Prior to 2013, the company focused exclusively on R&D. We began selling and installing our Suspension PV Tracker in the spring of 2013. We now have residential installations in Barnard, Charlotte, Thetford and Thetford Center, Fairlee, Hartford, Hartland, Johnson, Norwich, Perkinsville, Post Mills, Sharon, South Royalton, Strafford and South Strafford, Starksboro, and White River Junction, a commercial installation in Middlebury, and the first of our Community Solar Parks in Lunenburg (with customers from a variety of towns in the GMP service territory). (We also have a few customers in NH.) All told, we have a few more than 120 trackers installed for our customers.</p> <p>Most of our customers are within a 45 minute drive of Norwich, our founding location.</p>			

<p>If applying as part of a consortium, please list partnering installers below:</p> <p>n/a</p>
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If not selected as a Solarize partner installer, is your company interested in being on a list of installers willing to subcontract with a Solarize installer if necessary to avoid strains on that installer’s capacity during the Solarize program? **Yes** **No**

We are willing to discuss subcontracting for customers choosing our Tracker. That is the exclusive solar product we offer, and the only solar array we stock parts for and have trained our crew to install.

Briefly describe your company and outline its history (include any changes in size, business model, name, or ownership since your founding). What services does your company provide? Does your company typically contract out for any portion of your work related to solar PV installation? Please explain.

As noted above, Solaflect Energy was founded in 2007 to develop an improved, more affordable dual-axis solar tracker. Our key engineering innovation is the use of suspension cables to hold the PV modules in place, rather than steel framing. This is analogous to the design of a suspension bridge as compared to a truss bridge. With this approach, we are able to provide the same (or better) structural integrity as 1,000+ lbs. of steel framing using only 7 lbs. of high tensile cables. Eliminating the frame weight has knock-on effects in light-weighting the array as a whole. To date, our engineering improvements have eliminated nearly 75% of the steel used in traditional tracker designs. This efficiency of materials translates into monetary savings we can pass on to our customers.

Historically, the energy efficiency advantage of tracking has been outweighed by the added financial cost of the tracking technology. Our engineering improvements solve that problem. The cost for one of our trackers is generally less than the cost of a similarly sized ground-mounted solar array in a fixed orientation, despite that fact that, by tracking, our array provides between 30% and 45% more energy from the same PV modules (typically around 40% but the precise advantage depends on the specifics of the location).

Solaflect’s R&D has been supported by two U.S. DOE research grants of \$1 million each. As part of these grants, we have had to achieve DOE mandated benchmarks for reliability and accuracy. The Solaflect PV Tracker is the most accurate and reliable solar tracker available for residential and small-commercial use, and almost always the most cost-effective solar option, ground or roof, in terms of energy delivered per dollar invested.

In 2013, we began selling Suspension PV Trackers to residential customers, primarily in and near Norwich VT. In 2014 we expanded the manufacture of our trackers, and began offering a community solar option through the first of our Community Solar Parks.

Solaflect PV Trackers must be ground mounted. This is our exclusive product offering, and we offer the tracker both for on-site installation and hosted off-site at the Community Solar Parks.

We use subcontractors for excavation and trenching work, and for electrical work requiring a licensed electrician.