

CREATING PROFITABLE GROWTH BY REDUCING SOFT COSTS

As hardware costs decline and demand for clean energy climbs, driven by expanding state clean energy standards, residential and commercial solar are projected to continue growing rapidly over the coming decade. Solar Installers can position themselves for profitable growth by smartly addressing their soft costs, and eliminating inefficiencies in data entry, project management, inventory variability, account reconciliation, customer acquisition and milestone payments.



THE FUTURE LOOKS BRIGHT FOR US SOLAR GROWTH



29 states have renewable portfolio standards.



2M to 4M solar installation growth between 2019 and 2023.



US photovoltaic capacity is expected to double within 5 years.



30% of new US energy capacity added last year was solar.

SOFT COST REDUCTION IS A KEY COMPETITIVE ADVANTAGE FOR INSTALLERS



18,000 jurisdictions and 3,000 utilities create red tape, **delay** installs.



64% of total costs are soft costs.



90% of soft costs are within solar installers control.



Eliminate inefficiencies in inventory, procurement, labor utilization and project management.

IMPLEMENT A UNIFIED BUSINESS MANAGEMENT SOLUTION TO CONTROL SOFT COSTS



1 system for accounting, project management, inventory, procurement and sales.



Real-time visibility and operational management across your entire business.



Cloud-based for anywhere, anytime, any device, access and response.



Eliminates manual errors and data conflicts due to incompatible applications.

BLU BANYAN SOLARSUCCESS™ BUILT ON NETSUITE



90 days to implement.



Real-time visibility on project profitability, distributor stock availability, project milestone alerts, solar KPIs, task queues, financial templates and more.



1 year solution typically pays for itself within the first year.



Specifically designed and optimized for Solar Installers.