


# **SOLAR**

Corporate Overview



**SITEMARK**



|  |           |
|--|-----------|
| <b>1. ABOUT SITEMARK</b>                 | <b>3</b>  |
| <b>2. COMPANY STATISTICS</b>             | <b>4</b>  |
| <b>3. OUR PLATFORM &amp; PRODUCTS</b>    | <b>5</b>  |
| <b>4. DELIVERABLES</b>                   | <b>8</b>  |
| <b>5. THE PROCESS OF WORKING WITH US</b> | <b>10</b> |
| <b>6. REFERENCES</b>                     | <b>12</b> |
| <b>7. FAQs</b>                           | <b>13</b> |
| <b>8. CONTACT</b>                        | <b>15</b> |

## 1. ABOUT SITEMARK

Established in Belgium in 2016, Sitemark has become a trusted partner and leading global provider for aerial business intelligence. Sitemark pioneered the way in which the world's largest enterprises access, manage and work with aerial information and use it to their competitive advantage. The company has grown into a team of 40+ strong with customers in over 40 countries.

Sitemark is a committed partner to leading-edge entities such as Engie, Bouygues, Orix and Vinci. Within the Energy, Construction, Mining and Agriculture industries, Sitemark helps its customers reduce and streamline their costs, avoid project delays, and manage large portfolios across the entire lifecycle of their projects.

## 2. COMPANY STATISTICS





### 3. OUR PLATFORM & PRODUCTS

#### THE SITEMARK PLATFORM

Map, Measure and Analyze your assets with browser-based aerial data

The Sitemark Fuse platform makes use of aerial imagery to deliver full transparency into your assets. Virtually visit your site at any time to easily target anomalies in solar panels and understand their impact on yield and profit.

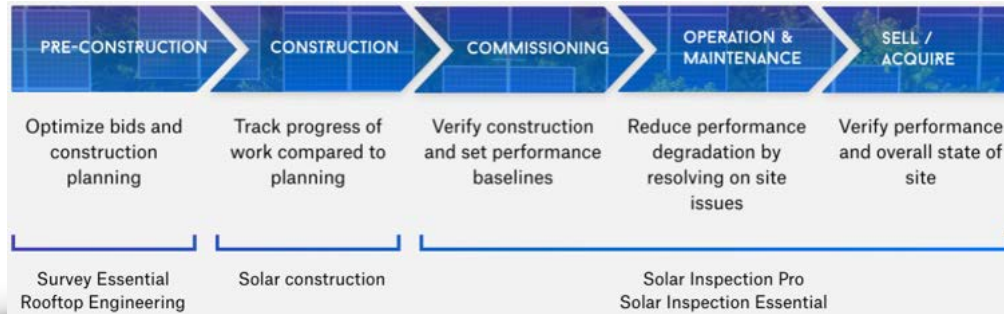
Sitemark is designed to help you make relevant business decisions. The platform is equipped with reliable tools to give you precise measurements and analytics, all to ensure you achieve operational efficiencies of your sites.

## THE SOLAR PV OPERATIONS LIFECYCLE

### Where Aerial Inspections Make A Difference

It is critical to have complete insight into the status of your solar assets. Aerial inspections reduce risk and optimize profitability. This is essential throughout the project lifecycle, from site construction to the operational phase and site handovers.

With a digital twin, gain the power of having a single source of truth across all stages of your solar site lifecycle.







## PRODUCTS

If your objective is to capture and visualize the most accurate and highest quality output available in the industry today, then [Sitemark PRO](#), with its full visual and thermal orthomosaic of your site is the best option. Ensure no anomalies are missed with easy auditing of the detection quality. The final report includes deeper context into your site, such as loss estimation and cause classification for a single source of truth.

Another choice, especially suited for larger sites, is [Sitemark ESSENTIAL](#); a photo-based data capture solution which locates site maintenance issues and their causes on a photo level. Acquiring the data is executed faster, enabling cost efficiencies. The final report also includes critical context into your site's health.

Both options are suitable for O&Ms, EPC contractors and asset owners. The bottom line and true benefits come from the thermal scan.

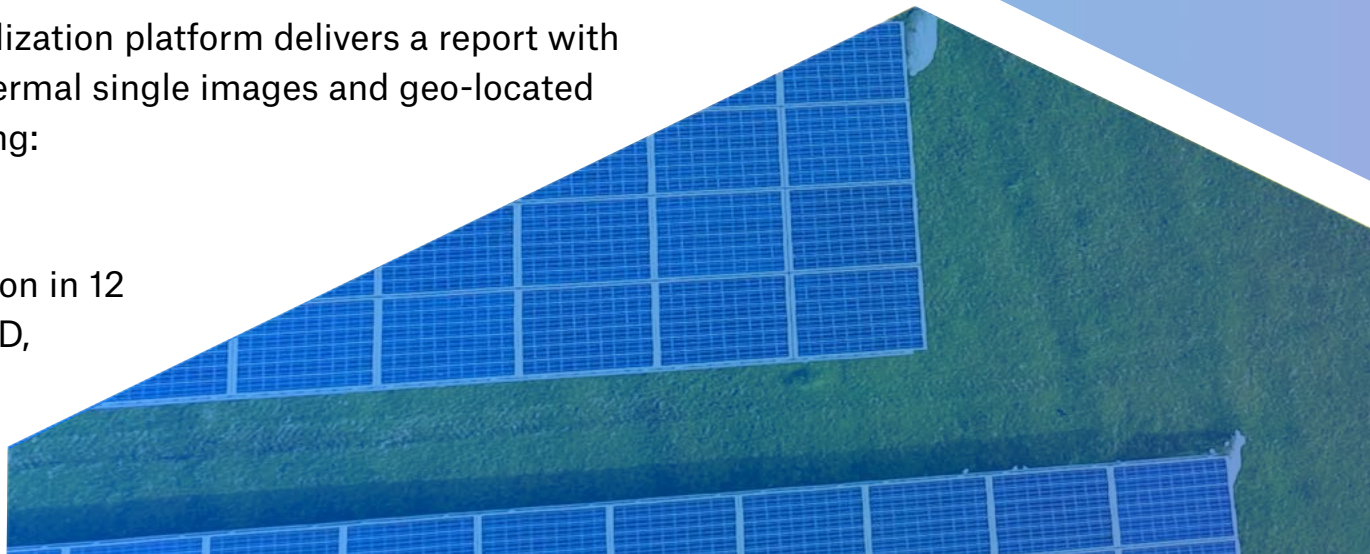
## 4. DELIVERABLES

What can you expect from a Sitemark inspection?

Sitemark has executed tens of thousands of drone flights worldwide. Based on our experience, we have seen that there is an average inefficiency of 5% on solar sites. How much does a 5% loss represent to you?

Sitemark's analysis and visualization platform delivers a report with drone-captured visual and thermal single images and geo-located solar anomalies, each including:

- ◆ Thermal cause classification in 12 categories: open string, PID,





Potential PID, single bypassed substring, double bypassed substring, diode, open panel, missing panel, multi hotspot, hotspot, junction box and unknown

- ◆ Visual Cause Classification in 9 categories: soiling, physical, vegetation, unknown, fuse, shadowing, dropping, inverter and wiring
- ◆ Temperature deltas
- ◆ Loss estimation

- ◆ Interested to see what you get? Download a [sample report](#)



## 5. THE PROCESS OF WORKING WITH US

### How do you become a customer?

1. After contacting Sitemark, we will walk through a demo to better explain how aerial data is captured and share an example of the output report you will receive. We will need to get a good understanding of the site(s) you need inspected such as the MW capacity and location to give an accurate quotation.
2. If you choose to proceed, you are able to order an inspection both offline with a salesperson or directly on the Sitemark Fuse Platform. The aerial data is gathered and sent to Sitemark. You have the choice of doing the data capture yourself if you have your own in-house drone or the process can be turnkey



where we do the inspection for you. Another option is that our experts can train your pilots, based on your requirements, to understand the techniques that derive the highest quality data

3. The data is then reviewed by our certified thermographers and data processing team. This process takes advantage of machine learning for speed and automation plus we add human-in-the-loop for verification. Turnaround time is usually 24 hours to have your data processed, depending upon your SLA terms.

4. Your data is available online via our cloud based platform. Note that the data is YOURS to download, including all raw images as well as the processed orthomosaic. While the visual report is very user friendly, we are happy to walk you through the output as needed to insure you understand the results.



## 6. REFERENCES



*ENGIE Laborelec regularly calls upon the services of Sitemark for the past 2 years on different continents. The collaboration is professional and we are impressed by their evolution.*



*For a client who wants to manage their assets professionally – this product is a MUST HAVE. Especially for clients who hold a large portfolio.*



## 7. FAQs

1. **Is Sitemark IEC compliant?** Sitemark uses IEC standards as a basis to develop our platform. IEC was written for handheld inspections, therefore there are a few elements that are impossible to comply with when using a drone.
2. **Is it possible to detect the solar panels' serial numbers with a drone inspection?** Drone cameras do not have the proper resolution to detect bar codes while at optimal flight height. However, Sitemark does offer a field app which allows you to capture the bar codes via a phone or tablet while walking the site.



**3. I want to fly my own drone, what equipment should I purchase?** We have both a webinar and blog that gives great advice on options based on your needs. You can find them [here](#).

**4. How much does a Sitemark inspection cost?** Solar site inspection pricing is based per GW. If you fill out your specifics on the Get a Quote page you can immediately get a free estimate based on your site parameters.

◆ Interested in receiving a quote? Click [here](#)

## 8. CONTACT

Contact Sitemark for more information, demo or quote at:



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