



Technology

Energy/sustainability

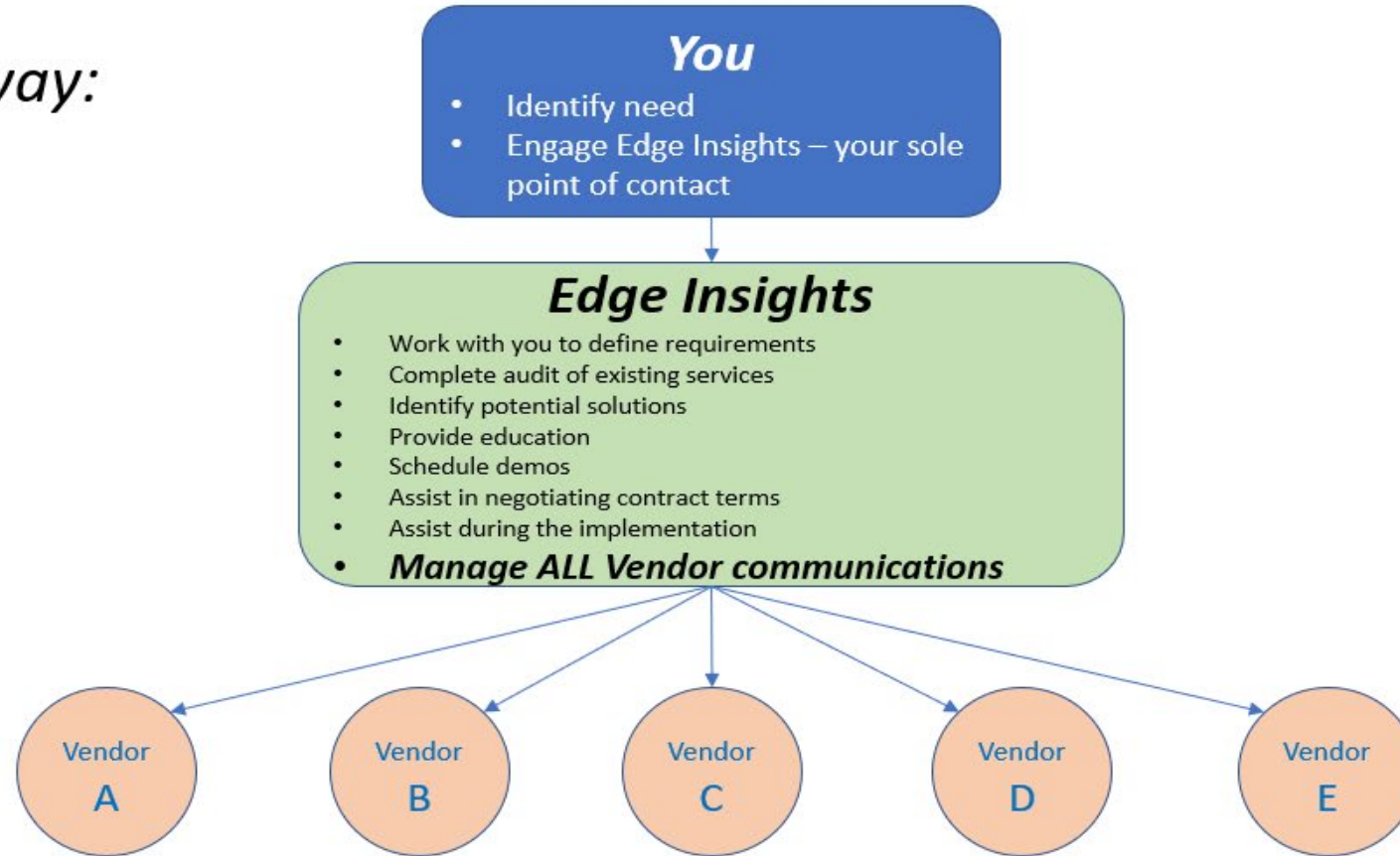
Auditing, Analysis & Procurement by Industry Experts

All Services Cash Flow and Budget Positive

No Risk engagement

Simplify the Process of Finding the Right Solutions

The new way:



Edge Insights provides all of these services at no cost to our clients!

Edge Insights Value – Technology Advisors

- ***We sit on your side of the table***
- One trusted advisor
- We simplify the process of identifying and buying the right technology
- Work with Technology leadership to align business strategy and goals with technology strategy and long-term plans.
- Edge Insights advisors assist with:
 - Defining business goals and expected outcomes
 - Defining functional requirements
 - Evaluation and selection of best fit solutions
 - Contract negotiation
 - Implementation support
 - Ongoing relationship management

All of that service and support at no cost!



Energy procurement/solar

Types of Purchasing Options for On-Site Solar Arrays

		Financing Options			
		PPA	PACE	Capital Leased / Financing	Cash
What Is It?	Stands For:	Purchase Power Agreement	Property Assessed Clean Energy Program	Equipment loan	Pays with own funds.
	How Does it Work?	Customer agrees to purchase electricity for entity who pays for solar system.	Loan is tied to customers property tax usually over 20 years.	More of a traditional loan or lease. Most companies will already have access to these.	Buyer pays by check.
	Pros:	Allows non-profit to take advantage of tax breaks; No cash upfront	No cash up front; Cash flow positive immediately	Relatively straightforward, traditional loan process.	Easiest and quickest way to move deal forward
	Cons:	Customer locked in for 20+ years with owner of system	Not available in many locations	Length of loan may not be as long as payback period.	Some customers do not have funds readily available