



# SolarToken Proposal

October 26, 2021

# Executive Summary

While adoption of solar has grown tremendously, it is not without obstacles... investors lack liquidity, solar deployments lack access to capital, low and moderate income community penetration lags.

SolarToken aims to connect investors with solar projects where transactions are recorded on the blockchain bringing transparency and liquidity to each deal. Vertalo will help SolarToken win the American Made Solar Prize Grant.

SolarToken would like to partner with Vertalo to achieve the following:

- Execute a successful pilot to (1 Ready!) prove to tokenization is viable, (2 Set!) demonstrate feasibility to Stakeholders, and (3 Go!) utilize Vertalo's platform.
- Begin with a sandbox/pilot to prove the concept via a Minimum Viable Product.
- Use the pilot to determine future features and functionality for the platform.
  - For example, how to enable payment processing via partners.
  - For example, implementing DeFi solutions within commercial real estate equity/tokens.
  - For example, work towards secondary market liquidity of assets on ATS's.



# Vertalo Platform

The Vertalo Platform provides an API first, end-to-end data management technology for capital formation, investor onboarding, digitization (fractionalization), cap table, tokenization, investor portal, and access to secondary liquidity.



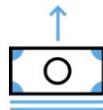
**Vertalo I/O**  
Investor Onboarding

Seamless, digital capital formation & investor subscription process



**Data Management**  
Cap Table & Tokenization

Smart contracts for sophisticated financial instruments



**Secondary Liquidity**  
& Investor Portal

Pre-public direct listings for private companies



# 12 Month Pilot Pricing

Product	Description	Fee Type	Term
Vertalo I/O: Investor Onboarding	<ul style="list-style-type: none"><li>- Qasaar Branded Offer Wall &amp; Interface</li><li>- Investor Onboarding Flow</li></ul>	Subscription	9 months
Vertalo DM: Data Management & Transfer Agent as a Service	<ul style="list-style-type: none"><li>- Create Initial Offering</li><li>- Cap Table Management</li><li>- Transfer Agent Services</li><li>- Tokenization (Optional)</li></ul>	Subscription	9 months
Issuances	<ul style="list-style-type: none"><li>- 1 Issuances (includes 300 investors)</li></ul>	Issuance Fee	Within 9 month term

**Total Fees: \$100,000**  
\$20k invoiced upon Grant Approval from Ready! phase  
\$30k invoiced when Set! Phase is won  
\$50k invoiced when Go! Phase is won

**This proposal is an estimate only and subject to change. Terms expire 90 days from issue.**



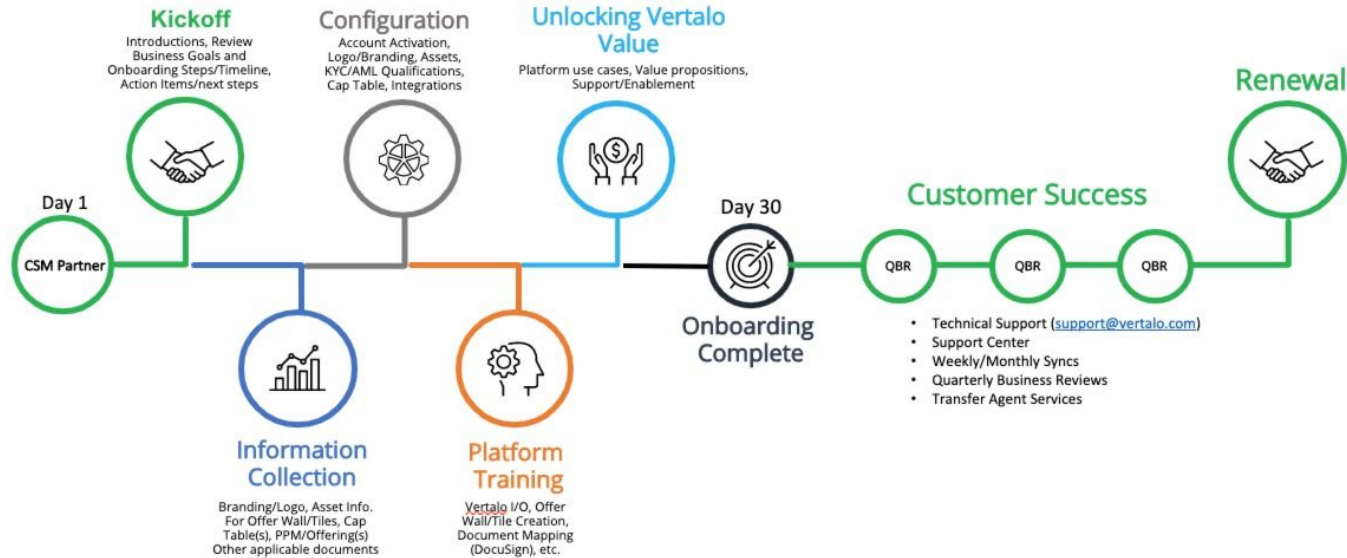
# Vertalo I/O Deployment Approach

**Timeline:** Based on the above scope including Vertalo I/O, we estimate **4-6 weeks** to configure and stand up the SolarToken whitelabeled Vertalo platform. Vertalo will work with SolarToken invest to deploy:

- Offer Wall & Offer Tile creation
- Investor Onboarding process flow definition
  - 3rd Party Setup (Netki, DocuSign)
- System Training & Ongoing Support



# Vertalo Customer Success



# SolarToken Account Team



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