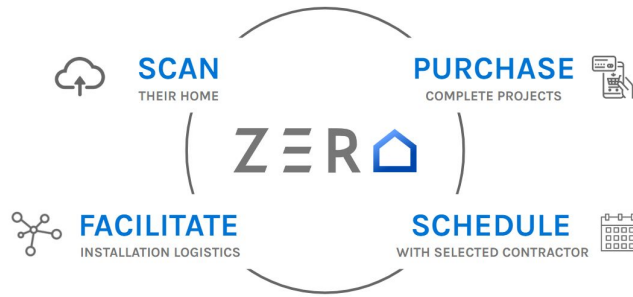


# EMPOWERING RURAL COMMUNITIES TO ELECTRIFY

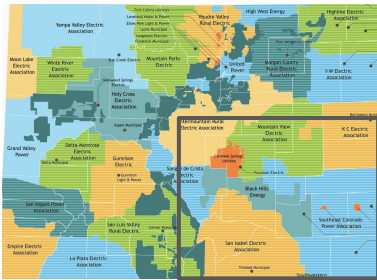
Self-serve, automated project design and accessible financing



## HOW ZERO WORKS



## FOCUS GEOGRAPHY - RURAL



### Southeastern Colorado:

- 5 of Tri-State's Member Utilities
- >40% of heating systems older than 15 years
- Large LMI population
- Substantial utility bill savings

## ZERO'S PROPOSED PROJECT

**Solution:** combine on-bill financing with ZERO to make home electrification projects affordable, simple, and high quality.

### Project Proposal:

- Deliver whole home electrification plans, quotes and installs for rural, LMI households in 5 communities across Southeastern Colorado.
- Use our software platform, Zero Emissions Retrofit Optimization (ZERO) to assess, scope and price projects.
- Finance projects through CCEF's on-bill financing platform.
- Upskill contractors and utilize ZERO to improve QA/QC.

### Impact:

- **Speed:** 90%+ time reduction from business-as-usual (BAU)  
Assessment: <1 hr (vs. 50) // Quotes: <24 hrs (vs. weeks)
- **Cost Savings:** <10% upfront cost reduction from BAU
- **Accessible:** Financing that works for everyone



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