



Technical Assistance Request

SolFX

Solar Strut Mount: A code complaint system for mounting solar on Strut channel.

The Solar Strut Mount is a Residential solar mounting system compatible with Strut channels the goal is to bring safe installs that are easy to permit and procure. The Solar Strut Mount system is relatively simple and can be on the market as early as Q1 2024. SolFX will need assistance to realize this solution with Financing, Product testing, manufacturing, and Business strategy.

Financing: Q1 2024 with a code compliant mounting solution on the SolarApp; SolFX will be looking to scale. Funding will be needed for inventory, warehouse space, and strategic marketing/sales campaign.

Product Testing: The landscape of solar permitting and meeting AHJ requirements is a bit of a moving target as codes are updated and jurisdictions adopt new permitting strategies. Certain Jurisdictions and finance companies that are more at risk require testing to ensure safety of installations. The State of Florida has a product approval process that has testing requirements outside of UL2703; Financing companies such as FM global require extra safety factors and specific testing for approval. There are a multitude of AVL's (Approved Vendor List) that have specific testing requirements for approval. Much of this testing can be done at connector labs. QAI has a good reputation in the industry for testing on these types of approvals.

Manufacturing: SolFX is working with foreign manufacturers and is looking to bring the Mounting system to market quickly. However Ideally these components would be manufactured in the U.S. and could be easily made in most manufacturing facilities requiring simple extrusions and minor fabrication.

Business Strategy: SolFX is working with the SBDC which has been a great source of assistance for business planning and strategy. However industry experts in construction or solar industry with experience with business strategy would be hugely beneficial and appreciated.

