

Revolve Solar
Seattle, WA, USA
Website: <https://www.revolve.solar/>
Video link: <https://www.youtube.com/watch?v=F15PBM71chE>

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CEO: Hansell Stedman

Category: Energy & EV Charging

Year Founded: 2022

Number of Employees: 1

Funding to Date: self financed

Funding Stage: early stage

Use of Funds: Product development,
creation of marketing material



Business Description: Revolve Solar sells solar-powered carports to homeowners without traditional rooftop solar. Our carports provide free, grid-independent energy, keep cars cool and environmentally protected, and enable homeowners to take advantage of solar power at a lower price point. By utilizing second-use solar panels, we prevent landfilling or recycling of useful panels and pass significant savings onto our customers. Revolve will initially target homeowners through direct sales. Further business development will enable sales through retail outlets and sales to larger corporate customers.

Product/Market Fit: Our first product configuration is a single-space carport built for single family homeowners who keep at least one car parked in the driveway. Our customer research indicated there are a significant number of homeowners who park a vehicle in this configuration and desire solar power but have not yet been able to afford a solar investment.

Business Model: Revolve Solar manufactures, distributes and assembles solar carports for its customers. We will initially utilize existing solar panel resellers and contract manufacturers to grow the brand at a low capital investment. We offer outright sales and financing models and create value by offering a simple and affordable customer experience.

Customers/LOI: Demonstration site currently under construction at our office in Seattle.

Management: Hansell brings value to the team through background in technical and project management realms. Revolve is currently seeking a founding team member skilled in product management and marketing.

Technology Status: TRL = 9 The TRL of solar panels is a 9 - Revolve Solar does not currently own any IP.

Impact and Sustainability: Revolve Solar strives to democratize access to clean energy. We are committed to reducing inequality and waste in the way that power is accessed.

Markets: Single family homes with an EV that have not yet purchased solar represents a segment of over 1 million customers, growing at nearly 40% annually. At the expected sale price of our product, we estimate a total market value of \$6B. We will penetrate the large parking lot market after developing brand presence in the single family market.

Competition: No companies offer assembled solar carports directly to single family customers. Non-solar carports and solar roof installations are available but unattractive to many customers due to cost, installation complexity, or both.

Financial Projections

Year	2025	2026	2027
Revenue	\$60,000	\$1,366,400	\$6,344,000
Profit	-\$252,000	\$22,436	\$2,644,920
Funding Needs	\$500,000	\$2,000,000	\$0