



Solterra Solar Exchange (SolEx)

Transforming U.S. Solar Procurement to Boost Domestic Manufacturing

Vision: Accelerate the adoption of U.S.-manufactured solar modules, driving economic growth and energy independence. Partner with Solterra’s SolEx Marketplace Platform and help scale this transformative platform across the nation!

Challenge:

- **Cost & Complexity:** Smaller solar projects face high costs and complex procurement processes.
- **Domestic Disadvantage:** U.S. manufacturers struggle to compete with cheaper imports/market dumping
- **Import Risks:** Ethical concerns, geopolitical/trade risks, and potential project delays undermine the appeal of imported modules.

Solution:

- **Bulk Purchasing Power:** SolEx aggregates volume from small projects to get large-scale pricing for U.S. solar modules.
- **Easy Procurement:** Our user-friendly platform simplifies decision-making and site logistics.
- **Risk Reduction:** By focusing on U.S.-made products, SolEx minimizes legal and ethical risks, ensuring reliability.

Manufacturer	Product	\$/w EXW	\$/w Site	Cell Origin	Yield	Warranty	Bankability
SEG Houston, TX	SEG-1445-460-8M8-BG-182_EN SEG-1540-553-8MA-BG-182_EN SEG-1915-610-8M2-BG-182_EN SEG-1540-553-8MA-BG-182_EN(F2)	\$0.XX	\$0.XX	Imported Indonesia Domestic \$0.02 adder	XX.X%	Favorable	BB
HELIENE Mountain Iron, MN	156 Half-Cut Mono 605W – 625W 156 Half-Cut Mono 565W – 585W 144 Half-Cut Mono 560W – 580W 144 Half-Cut Mono 520W – 540W	\$0.XX	\$0.XX	Imported Vietnam Domestic \$0.03 adder	XX.X%	Standard	CC+
First Solar Perrysburg, OH	Series 6 – 430W-460W Series 6 Plus – 455W – 480W Series 6 Plus Bifacial – 455W-480W Series 7 TR1 525W-550W Series 7 FT1 – 505W-540W	\$0.XX	\$0.XX	N/A – CdTe Domestic Content Eligible	XX.X%	Standard	A

Portal Mockup

Impact:

- **Affordable Solar for All:** Smaller projects get access to high-quality, cost-effective U.S. solar modules.
- **Boosting U.S. Jobs:** Increased demand for American-made products means more jobs and economic growth.
- **Ethical and Reliable:** Domestic production minimizes risks with imports, supporting a responsible supply chain.