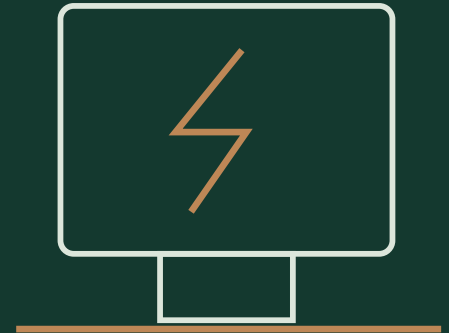


# SunMotive Projects

Installed scopes. Purchased crew  
capacity.

Fictional prelaunch



# Hardware and crews need cash before collection.

**Available units → completed work → fees**



Demand and completion are assumptions.

Paid work will test time and margin.

# **A clear scope.**

# **A controlled delivery process.**



**Agree**



**Schedule**



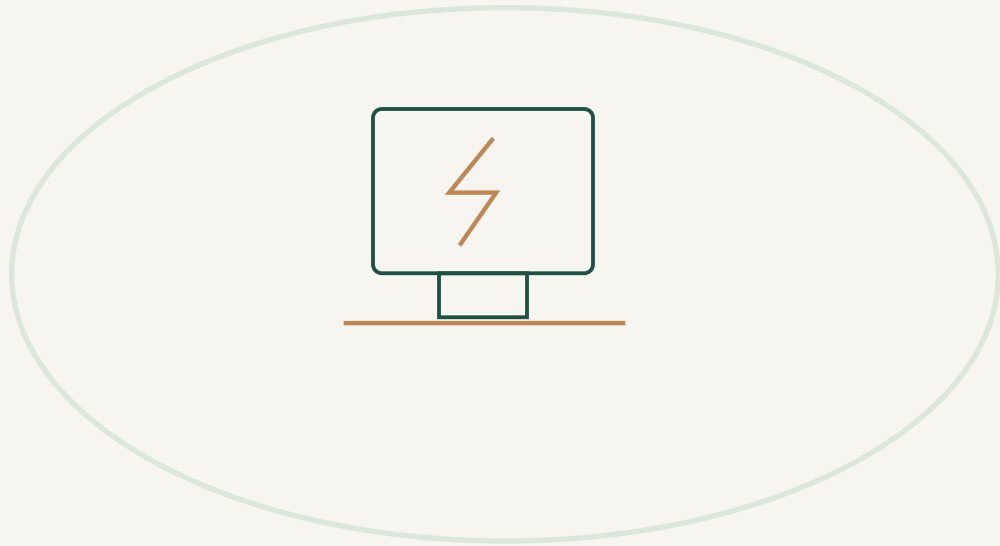
**Deliver**



**Collect**

One agreed scope. Documented acceptance.

# Start with a reachable buying occasion.



## **Property owners**

An installed scope

## **Existing system owners**

A defined retrofit or upkeep

Schematic; buyers and area to validate.

# Defined billing units. One shared service mix.



|                  |              |
|------------------|--------------|
| Home PV 50%      | <b>900</b>   |
| Business PV 25%  | <b>1,000</b> |
| Battery work 15% | <b>1,000</b> |
| Inverter work 5% | <b>600</b>   |
| PV upkeep 5%     | <b>300</b>   |

USD / whole-crew hour.

# Compete on the job and the commercial terms.

## Possible alternatives

Suitable installers

Retrofit specialists

Maintenance providers

## Check before booking

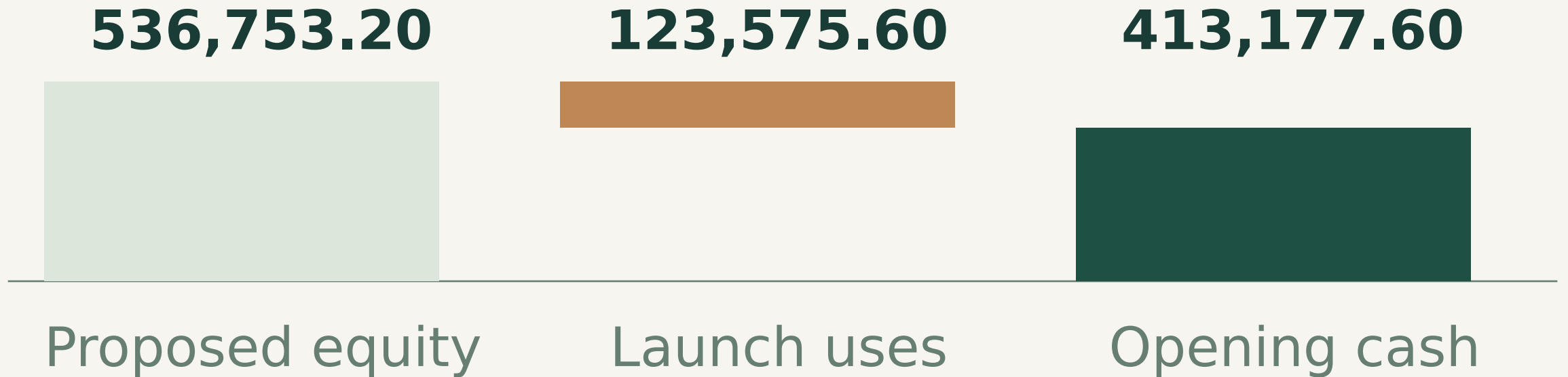
Site and responsibilities

Hardware and crews

Acceptance and payment

Compare equivalent work and written terms.

# Fund the launch. Keep a reserve.



**Year 1 net income: USD 94,597.19**



# Proposed team.

## Clear delivery responsibilities.



Monthly base pay

|                    |          |
|--------------------|----------|
| <b>Electrician</b> | 6,250.00 |
|--------------------|----------|

|                  |          |
|------------------|----------|
| PV design budget | 3,125.00 |
|------------------|----------|

|                    |          |
|--------------------|----------|
| Owner project lead | 7,916.67 |
|--------------------|----------|

|               |          |
|---------------|----------|
| Office budget | 1,875.00 |
|---------------|----------|

Paid internal roles; external crew labor bought once.

# Prove the job economics before adding capacity.



Prelaunch. These are the next tests.

**Proposed owner equity.**

**USD 536,753.20**

External equity requested: USD 0.00

Terms and funding remain uncommitted.

Project payback: recovered in 11.73 months