

menap



Industrial Solar-as-a-Service

An introduction — 2018

FUTURE ✓ PROOF ✓ ENERGY

“Let us not demand more of
the Earth. Let us do more with
what the Earth provides.”

Gunter Pauli
‘The Blue Economy’, 2010, Paradigm Publications

Our mission

Help industries become more competitive and sustainable through on-site third party financed solar power



A hybrid experience

Founded in 2017 by solar veterans and impact investors with over 10 years of international experience in commercial & industrial PV installation and management



Basics

Direct sale generator–consumer

Long term (10 – 25 years)

No physical connection needed

Predictable power & price



Types of corporate PPA's

Sleeved PPA → off-site (UK, NL, Nordics)

Generator sells power directly to the consumer, the power is “sleeved” by the utility company and balanced by grid operator (topping up costs)

Synthetic (virtual) PPA → off-site (USA, LatAm)

Generator sells to utility at market price, who sells to consumer at wholesale price. Difference between fixed PPA price and wholesale prices is settled (CFD)

Direct local PPA → on-site

Self-consumed power is sold locally, and surplus power is sold to a utility at market price

System Lease / rent → on-site (Wallonia, Africa)

Generator leases or rents the system to consumer, with option to control system performance via a service fee

Triangular direct PPA: landlord is not consumer

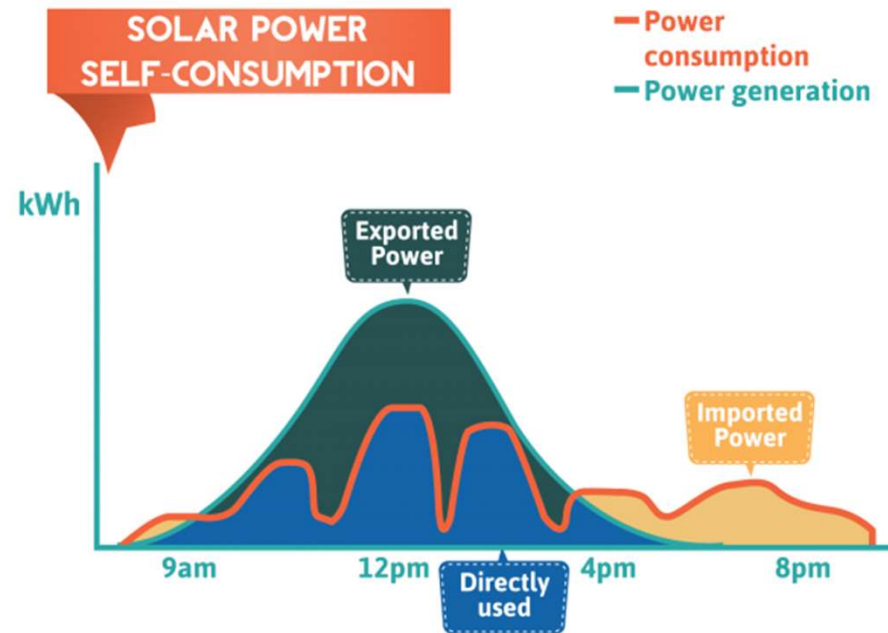
Landlord owns the injected power and the system after the term

In Europe

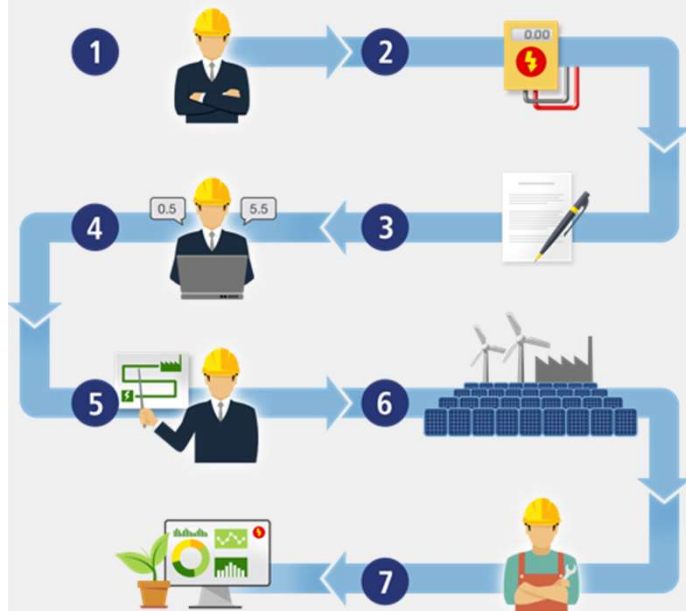


On-site C&I solar PPA

- Activate all idle rooftop & parking space
- Maximizing the local self-consumption
- Surplus power: injected into the grid (future: storage)
- Studies & permits by developer / investor
- After PPA term: system hand-over to landowner



Development milestones



Basic technical screening

Site visit, consumption data analysis, electrical infrastructure

Simulations

Solar yield & self-consumption projections, module layout, PV system design, financial yield simulations

Studies

Stability study, water tightness study, grid connection study, soil & foundation study, building permit

Contracting

Power Purchase Agreement (PPA), System lease & service (Wallonia, Africa), Right of Superficies

Installation

Turnkey EPC through international and local partners

Operation & maintenance

Constant monitoring and optimization



Innovation & development

Price flexibility

Fixed solar power price, fixed inflation, indexed via spot price, CO2 certificate pricing,...

Crowdfunding / crowdlending

Participation of employees, neighbours, the public,...

Roof renovation

Reinforcement or membrane replacement incorporated into the solar price, or financed as upfront roof rent

Solar greenhouses

A solution for vegetation enjoying shade

Carports

Extra value in sunny locations or with EV charging

Floating solar

Activating unused surfaces of non-public water



Let's act together

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