

## **Statement of Qualifications**

VeriSol is an international solar energy consulting firm with 25 years of experience in the solar energy business. We specialize in business development, project development and integrated analysis of solar opportunities in the commercial, industrial, and utility sectors. We also assist with finance and business planning as it relates to the solar energy industry.

Our experience is the result of many years of PV project development. We are committed to utilizing our extensive experience to ensure each client receives exceptional value from our services.

A typical consulting agreement would include a mix of the following services

- Development of goals and expectations
- Feasibility study
- Market research
- Preliminary drawings
- Technology recommendations
- Performance estimates
- Cost/benefit analysis, financial projections
- Budgetary expectations
- RFP preparation
- Management of RFP process
- Contract negotiations
- Equipment procurement
- Construction management
- Energy rate tariff analysis

## **Testimonials:**

*“I spent the better part of a year researching the best possible solution for a solar energy system at my business... I found VeriSol to be extremely knowledgeable and professional.... They helped educate me in both technical and economic details... I highly recommend John as a solar energy consultant.”*

**Jim Happ CEO**

*“I have had the opportunity to work with John Whisman in the development of numerous solar energy projects... he displays a superior knowledge of PV systems both technically and in the area of economic analysis... he has developed innovative methods for accurately estimating the financial viability of projects and has a keen insight into the factors involved...”*

**Solar Industry Professional**

*“As a solar PV integrator we face a continued challenge to secure the necessary talent and experience to close high value contracts. VeriSol’s team had the proven track record and balanced experience to meet our needs in closing business at the executive level. Their ability and efficiency to educate all parties involved through the complex technical and financial analysis of a net metered commercial PV system was invaluable.”*

**Warren Brown - Owner**



## **Client Sampling**

### **Stansell Electric, Nashville, Tennessee**

VeriSol worked closely with the management team at Stansell Electric to create a new solar division. The scope of work included design and engineering training as well as sales training. VeriSol provided key market data and financial analysis to identify viable markets for Stansell.

### **City of Nashville, Tennessee**

VeriSol provided training to the city of Nashville's electrical inspection department on code issues as they related to solar energy systems.

### **Labcon North America**

VeriSol was recommended as an owner's representative for Labcon's initiative to integrate solar PV at their facility. VeriSol provided their client with a verifiable financial proforma of the system prior to subcontractor selection so the project could receive executive approval. Work included system performance, rate analysis, system sizing and finance options. Upon executive approval VeriSol worked closely with the executive team to select the best equipment for the facility considering the on-site constraints. The final negotiated project cost and contractor selection ensured Labcon received the best value available.

### **Sierra Nevada Corporation – Gestamp Joint Venture**

VeriSol was hired to evaluate 55 state owned facilities contracted to receive solar PV. The evaluation was to determine the value of the solar energy saving compared to projected PPA rates. The independent analysis by VeriSol ensured the end user the financial validity of the project. The electric rate analysis covered 3 separate utilities with a total of 10 separate electric rate schedules.

### **One Sun- Solar Integrator**

One Sun's marketing efforts put them in a position to win a large PV contract with an international wine group. The owner determined he needed a sales team experienced with such projects. VeriSol worked successfully as a sales representative on the project.

### **Twin Hills Unified School District**

Twin Hills School was looking for an experienced PV consultant to develop and manage the RFP process for their PV project. In addition to drafting and managing the RFP VeriSol provided design services. The DSA approved project was contracted for less than the schools estimation and was completed on budget.

### **Tariff Power**

VeriSol was selected as part of a utility scale PV development group. The group is currently involved in the development of over 300 MW's of solar farm projects across the country. VeriSol's solar PV expertise has been critical in moving the projects forward as well as its involvement in bringing strategic partners to the team.

## **Key Personnel**

### **John L. Whisman, CEO**

John has worked in the field of solar energy since 1985 and has developed an expertise in the integrated analysis of commercial and utility solar energy systems. He has a deep understanding of solar technical issues, utility rate tariff idiosyncrasies, as well as the various financing models available for commercial solar energy development. He has worked with every type of commercial business from small retail to large industrial manufacturing to government to solar farms. John is an excellent communicator which allows him to deliver information clearly and concisely.



John has extensive experience as an installer, system designer, system sales, and detailed financial analysis. He has worked on hundreds of projects ranging from small 1 kW cabin systems to 100 megawatt solar farms. He sees the big picture and has the ability to identify the most effective way to help a client achieve maximum value.

John currently resides in Northern California and routinely travels internationally as necessary.

### **Nathan T. Booth, COO**

Nathan has been working in the PV industry since the inception of the first incentive programs in the United States 10 years ago. His experience includes: system design, system installation, project management, project development, project finance and most recently PV module channel sales. Along with his depth of experience he has created a strong network in the industry (of distributors, manufacturers, integrators, engineers and financiers). His unique talents and experience afford his customers an informative and efficient experience. Companies looking to expand or enter the solar PV market or insurance companies, investment banks and legal firms needing independent third party validation benefit from his experience. He believes staying in front of incentives and legislation is critical to understanding the ever evolving PV market as well as closely monitoring equipment and installation pricing, information which is essential to all clients.

For nearly two years Nathan was a key team member for a European PV manufacturer which was expanding into the U.S. Through this process Nathan developed and closed business with key accounts to solidify a U.S. presence. Working closely with the plant he played a key role in providing market intelligence and recommendation for product features to increase sales.