



Solar Energy Services, Inc.

# 2025 PROTECTIVE SOLUTIONS



24/7  
Monitoring



Decades of  
service



Fast response &  
Resolutions



Serving DC, MD, and  
Northern VA

# SUPPORTING EXPECTATIONS

Quality solar panels and equipment are built to withstand heavy usage, weather, and storms without damage if installed properly. Since there are no moving parts, panels, and equipment experience little deterioration. While a properly installed system can withstand many challenges, natural occurrences beyond control inevitably threaten the system's integrity. It is essential to conduct regular preventive maintenance to ensure the optimal functioning of a solar system over its extensive lifetime. Regular upkeep is imperative to sustain the system's efficiency and longevity. We take pride in servicing not only our installations but also extending our expertise to all solar system owners, demonstrating our respect for the broader solar community. Whether you're our client or not, we're dedicated to supporting the solar journey of every individual or organization who has chosen to embrace solar energy.



# Loss Protection & Savings

**Comprehensive O&M could improve delivery of underperforming 25% of systems from 73% to 93%, and another 25% from 87% to 93% of optimal.**

## UNDER-PERFORMING (LOWEST 25%)

- Little or no preventative O&M
- Little or no proactive monitoring
- Some corrective O&M

## AVERAGE (25-50%)

- Some preventative O&M
- Some proactive monitoring
- Good corrective O&M

## GOOD (50-75%)

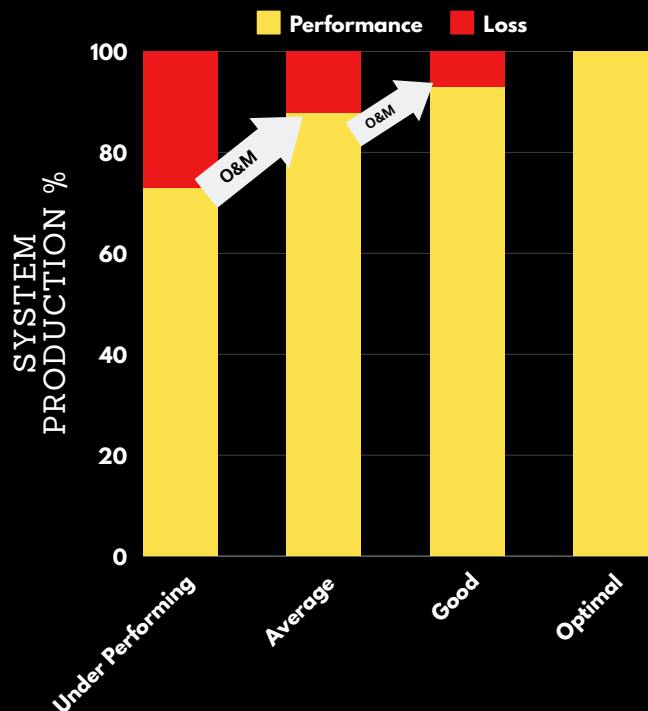
- Comprehensive asset management
- Good preventative O&M
- Good proactive monitoring
- Good corrective O&M

## OPTIMAL (100%)

- Comprehensive asset management
- Good preventative O&M
- Good proactive monitoring
- Good corrective O&M

## IDENTIFYING RISKS, AVOIDING MALFUNCTIONS, AND ENSURING YIELDS

When your solar system experiences downtime, it's not just about the immediate loss in production. Lost revenue accrues when a system is down or when output is reduced. It also means forfeiting SREC payments and losing the offset benefits of solar-generated electricity.



PERFORMANCE DATA: OSPARC JUNE 2014 FROM 2074 SYSTEMS IN 42 STATES, DEPARTMENT OF ENERGY THE FIVE STEP DEVELOPMENT PROCESS: STEP 5: OPERATIONS & MAINTENANCE

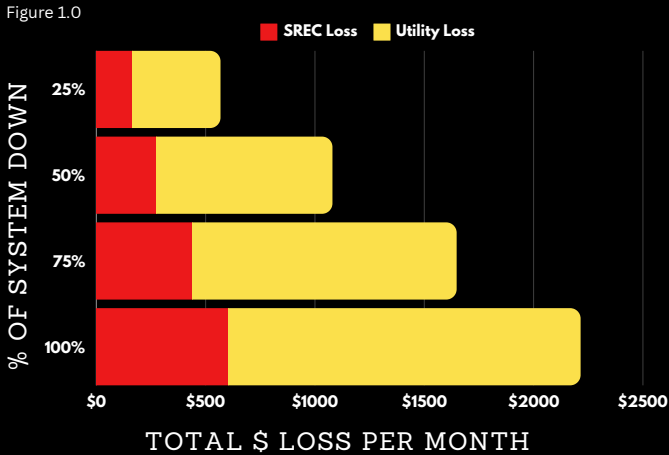
**AVERAGE PERFORMANCE RATIO INCREASES FROM 88% TO 94%**

## PM ADVANTAGES:

- Cost effective
- Flexibility allows for the adjustment of maintenance periodicity
- Increased component life cycle
- Energy savings
- Reduced equipment or process failure

# Loss Protection & Savings II

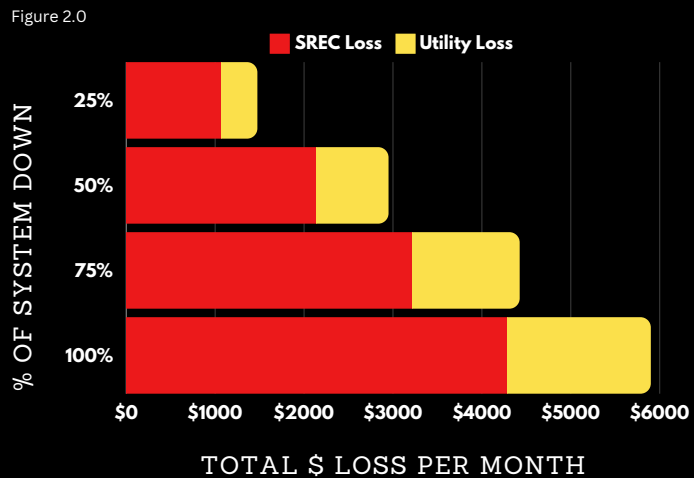
## Monthly Loss - MD 100KW SYSTEM



## Graph of Loss

The graphs in Figure 1.0 and Figure 2.0 illustrate an example of the estimated total monthly cost incurred when your solar system is not operational. This example includes the estimated Solar Renewable Energy Credits (SRECs) received for a 100kW system, along with the monthly utility bill that is no longer offset, calculated by the average price of commercial utility rates.

## Monthly Loss - DC 100KW SYSTEM



**WE'RE DEDICATED TO SUPPORTING THE SOLAR JOURNEY OF EVERY ORGANIZATION WHO HAS CHOSEN TO EMBRACE CLEAN ENERGY"**

— Megan Coughlin, Service Manager

### Technical Management

- Monitoring
- Energy Forecast
- Performance Analysis
- Technical Reports
- Warranty Management

### On-Site Services

- Preventative Maintenance
- Corrective Maintenance
- Greenkeeping (Green-Roofs)

### Additional Services

- Module Cleaning

# Proactive Monitoring & Preventative Maintenance

Comprehensive proactive monitoring and preventative maintenance are essential for early issue detection to mitigate significant impacts on system performance. Factors such as soiling, vegetation encroachment, tree shading, and evolving environmental conditions can introduce unforeseen risks to photovoltaic systems. It is imperative to institute proper maintenance practices from the system's inception to ensure sustained long-term efficiency.

We minimize downtime through our Active Monitoring and Preventative Maintenance approach. Our dedicated administrative team conducts weekly assessments of our Operations and Maintenance (O&M) sites to uphold optimal system functionality, ensuring consistent and reliable energy generation over the system's lifespan, ultimately maximizing return on investment. We provide monthly reporting on the most important technical matters. The monthly reporting includes a monthly performance overview of the PV system, site-specific key performance indicators, and a comparison report with every day production. Our vigilant O&M team remains proactive in identifying and addressing any emerging issues promptly, devising initial action plans for efficient resolution.



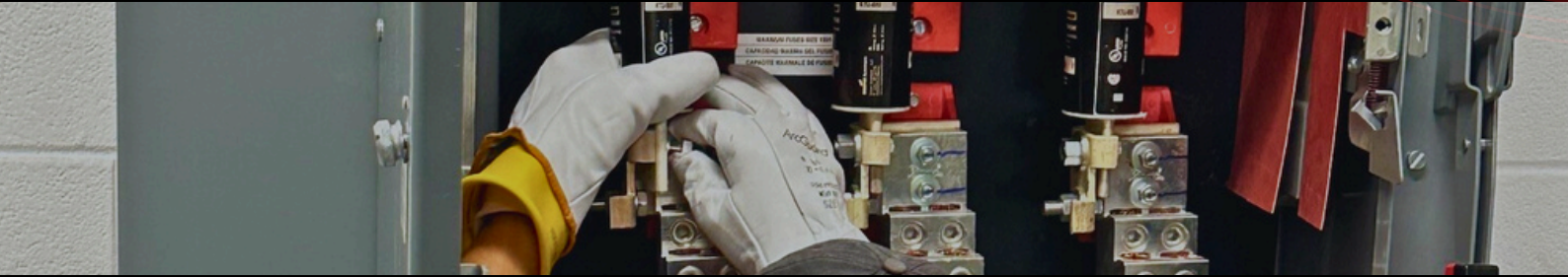
At the minimum, yearly system inspections are vital to identify current issues and mitigate potential future problems such as arc marks, loose racking, or shattered panels. While shattered panels may initially function, they are prone to complete failure over time. Preventative Maintenance (PM) maximizes system output, prevents more expensive failures from occurring, and maximizes the lifespan of the system. SES operations and maintenance encompass a broad spectrum of services and tools that help immediately eradicate any possible occurring issues. Regular site visits, day-to-day monitoring, and advanced software systems allow for precise performance tracking and timely issue identification.

Ultimately, a proactive approach to system maintenance fosters reliability, safety, and long-term economic benefits, ensuring that the system continues to serve its purpose at its highest level of performance for years to come.

# OUR PROMISE

Given SES's expertise and passion for the advancement of solar as a mainstream component of our country's energy portfolio, we are well prepared to lead in the realization and execution of Operations & Maintenance. We are confident that our O&M services will deliver exceptional value. SES meticulously oversees and manages solar systems, minimizing system downtime and maximizing site availability, ultimately resulting in optimized energy production, revenue, and profitability.

*Sunshine's A  
Wastin'*



**Integrity** – Integrity requires uncompromising adherence to ethical intentions, decisions, and actions in our business. Integrity is the truest path to success in our mission and vision.

**Responsibility** – We acknowledge our responsibility to perform our work safely, to provide expert guidance to our customers, and to remain current in this rapidly evolving industry.

**Craftsmanship** – Energy systems must be robust, dependable, and skillfully implemented. We equip our people with the resources to continuously improve.

**Fortitude** – As a pillar of the energy transition, the solar industry confronts regulatory, market, and construction challenges daily. We meet these challenges with determination, knowing that the work we do positively influences the future.

# COMPANY VALUES



Solar Energy Services, Inc.

# Contact *Us*

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