

AWARD

Solar Service Excellence | Apricity Renewables Inc.

NOMINEE

Apricity Renewables Inc.

CONTACT:

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NOMINATED BY:

Self-Nominated

Summary:

Set out a brief synopsis of the initiative (i.e. project, technology, service). This summary may be used during the event promotion.

Apricity Renewables successfully supported the purchase of 42 FIT3 rooftop solar projects with exceptional technical due diligence services that enabled timely and concise evaluations of asset quality and risks.

Description:

Please provide as much detail as you can to describe the initiative. Simply provide a description of the project, technology, service, etc. being considered. Do not address here how it was done or what it achieved.

Apricity Renewables was engaged to provide Quality Assurance inspection and technical due diligence services for the purchase of 42 commercial rooftop solar projects. These projects were located across Ontario, and concentrated primarily in South Western Ontario and the GTA. The buyer relied on Apricity Renewables to provide consistent and actionable reports that summarized deficiencies with code compliance, best practices, and workmanship.

1. Innovative Approach:

25/100 points

Please describe which kind of innovation and creative approach that was used to achieve outstanding results. In what way has the initiative pushed the envelope of current norms, traditional results and standard approaches?

Apricity Renewables Inc. (ARI) is committed to delivering value to clients in a market where soft-costs must be managed and reduced to remain competitive. As the Ontario solar market shifts from Feed-in-Tariffs to a Net-metering framework for Commercial & Industrial projects, this requirement for cost control is all the more pressing.

Apricity Renewables is able to leverage 7500+ hours of in-field construction and management experience with solar PV projects to develop automated processes for Quality Assurance inspections which reduce transactional costs for buyers, and equally as important reduce timelines required to close technical due diligence.

ARI developed an application that could be filled out by our inspectors in the field using a mobile device which ensured our detailed 300+ point inspection checklist was completed in a consistent manner across all 42 projects. These checklists and supporting photos could then be immediately uploaded to a cloud based server, for post-processing and approval by our Principal Engineer.

Using this automated system not only ensured quality and consistency was maintained across a vast area of diverse projects, but also allowed for automated reporting and summation of trends and performance for individual sites and portfolios. A common challenge met by buyers and lenders seeking technical due diligence services and quality inspections is the final reports lack actionable data. A “laundry-list” of highly technical deficiencies is difficult for the end customer to interpret and translate into actionable recommendations that can guide the closing of a commercial transaction.

Our automated Quality Inspection Reports (QIRs) included summary statistics on the total number of deficiencies, the percentage of failed inspection items, and the distribution of deficiencies across important metrics: Safety, Ontario Electrical Safety Code, Manufacturer Issues, and Design & Workmanship.

An additional benefit of this data driven reporting, was the ability to efficiently re-filter information to highlight broader trends. Our reporting allows the client to aggregate QIRs by contractor and identify top-performers for future procurement.

By standardizing and optimizing our technical due diligence and Quality Inspection process, we are able to deliver greater value to our clients while reducing time and costs. The outcomes of this project are now being discussed as part of a broader international initiative to standardize technical due diligence procedures (IEC-RE OD402 and OD404 <http://iecre.org/documents/refdocs/>)

2. Economic Benefit:

25/100 points

Highlight the benefits, with a sense of financial benefit, cost savings, emission reductions or other directly attributable benefits of the initiative. Did this initiative deliver or exceed anticipated value, results and returns? If you include confidential and commercially sensitive information, it will be treated as such. Please ensure you note the following - do not publicize.

Candidate requested not to publicize this information.

3. Engagement:

25/100 points

In what way(s) did the nominee undergo meaningful stakeholder/customer engagement and how has it been incorporated into the design and execution of the initiative? Highlight the manner in which the initiative was communicated to promote the importance and benefits of solar energy while achieving business and stakeholder/client objectives. Demonstrate how the proponent listened to its audience and acted on the advice.

When Apricity Renewables was approached by the client to perform Technical Due Diligence on the portfolio of 42 rooftop solar projects, ARI followed their proven process for generating a proposal, crystallizing an execution strategy, and executing and delivering on a project (see Figure 1. below). As part of the proposal process, ARI reviewed project goals and timelines with the Client and helped identify potential “upstream problems” that could impact ARI’s ability to deliver.

From this process, the client made the following requirements clear:

1. The competition for these assets was fierce, and the budget for closing costs needed to be aggressive.
2. A quick close was paramount to the success of the transaction, but the client was not interested in sacrificing the quality of the technical review to increase speed.

Key changes to the design and execution of this initiative that came out of the Proposal, Coordination, and Crystallization phases of ARI’s process included the following:

- A) An accelerated site visit schedule required ARI to “own” the day-to-day coordination of activities. Contact information and site access information were collected by our team, and approval for direct communication with landlords was provided to ensure on-site logistics could be managed effectively.
- B) The site visit schedule also required ARI to “own” site access. Coordination with third party suppliers of scissor-lifts and other site access equipment presented a schedule risk. ARI worked with the client to establish site access requirements for all 42 projects upfront, and project specific access strategies that would enable access to be provided directly by ARI inspectors.
- C) Both budget and schedule required the Client to prioritize deliverables and establish where ARI could provide greatest value. Collection and documentation of project equipment inventory, as well as Energy Production modelling was kept in-house for this portfolio. This allowed the Client to manage costs, while simultaneously preventing bottlenecks in project execution caused by files sharing logistics and cycle times associated with 3rd-party Energy modelling. This approach was reviewed and approved by project investors/financiers.

4. Corporate and Sustainable Responsibility:

25/100 points

Describe the environmentally conscientious approach during the design and execution of the initiative. Give concrete examples of how your initiative has benefited the environment (ex: saved X amount of CO2 emissions, reduced X amount of GHG, etc.) Explain the ways and manners by which this initiative was undertaken with the intent of demonstrating true corporate responsibility.

Apricity Renewables Inc. is committed to operating in an environmentally conscious manner, and identifying opportunities to reduce our environmental impact wherever possible. When traveling to Client offices across Ontario, ARI endeavours to take rail-based transportation instead of flying or driving wherever possible. ARI finds that rail-based transportation can compete with air travel for speed (when security is accounted for) across the GTA-Ottawa-Montreal corridor, and provides a comfortable environment for employees to work, leveraging our fully cloud based business operations.

Visits to the client's office via train contributed to our annual GHG emissions reductions of over 900kg of CO2 by avoiding flights and driving. ARI also estimates that the average downtime for the projects in this portfolio will be reduced by 8 hours/year as a result of critical deficiencies flagged and identified as part of the detailed automated QA inspection process developed for this project. Over the lifespan of the projects, this will result in an additional 450MWh of renewable energy being delivered to the Ontario power grid, saving approximately 250 Tonnes of CO2 emissions when compared against natural gas fired generation.

PHOTOS

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ARI

APRICITY
RENEWABLES
INC.

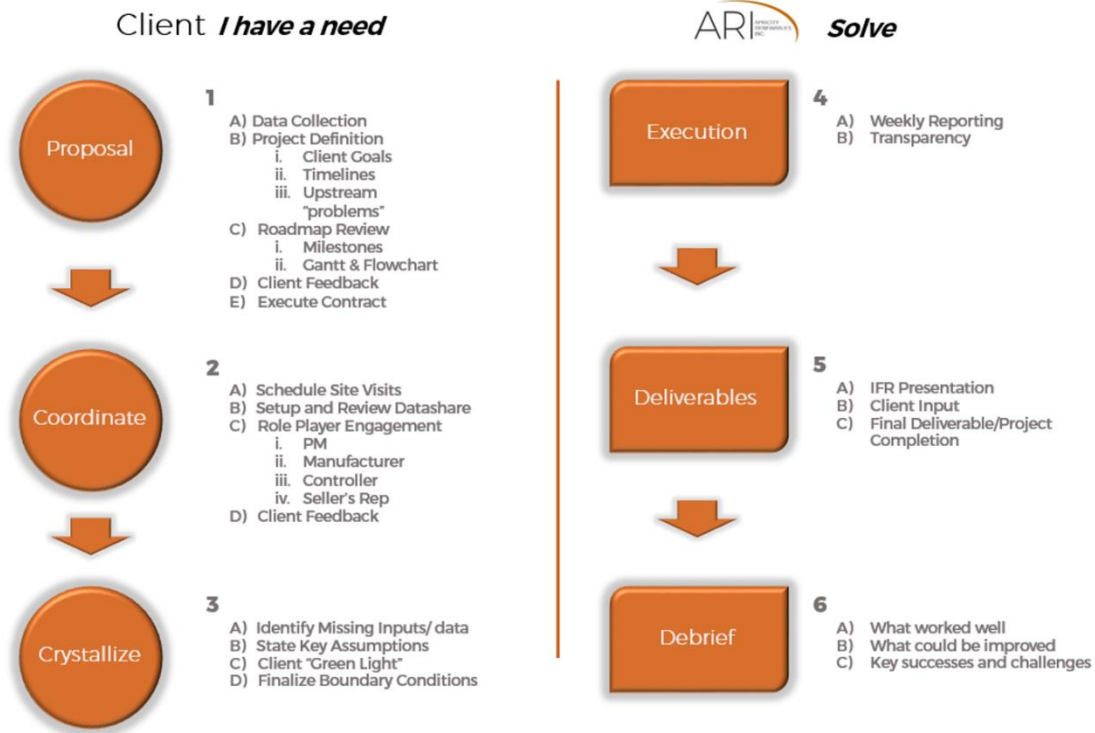


Figure 1 - Apricity Renewables Inc.'s Proven Process for Solving Client needs.

