



Commercial Solar Finance & Development Resources

You work hard to put projects together and you know there is a lot of risk in solar development . . . long development timelines, changing incentives, hard-won project finance commitments. [The Intelligen Connect platform](#) has been built to minimize your risk and your time to project construction and interconnection. We have compiled the various resources related to our finance offering and platform. To setup a time for you or a member of your team to talk with Seth Mansur who carries out the project intake and discovery calls, please find a time that works for you on his calendar: <https://mansur.youcanbook.me/>

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To access the files below, click on the [blue underlined](#) words.

Finance Options Available:

- [50 State Intelligen.energy Finance Offerings - 8-6-17](#)

Client Review Overview:

- **Client facing marketing collateral.** This can be used by your sales team to build belief in the value of solar (pages 1-2), the most common types of finance available (pages 3-4), and the process we utilize (pages 5):
 - [Intelligen Process Flier](#)
- **White paper** that is a great internal training tool for your team to learn how the Client Review process helps de-risk sales pipelines and saves EPCs/Developers up to dozens of hours and thousands of dollars in costs on projects where 95% of those pursued today don't make it to install:
 - [Intelligen Client Review Whitepaper](#)

Process To Carry Out The Client Review

1. The **Client Review Agreement** will authorize Intelligen to move forward with the Client Review and acknowledge the Client and Solar Review fees. Due to banking and credit agency regulations, we need this in place to stay in compliance and ensure we have authorization to carry out the Client Review:
 - [Client Review Agreement](#)
2. ***Link to initiate Client Review Process.*** Note: we prefer a warm 3-way phone call introduction to your client to ensure a smooth process: <http://bit.ly/intelligenclientreview>
3. Short PowerPoint that explains the **steps to setting up a Client Review** using the Intelligen Connect Platform (note: a member of the Intelligen team will carry out these steps):
 - [Setting Up A Client Review](#)
4. Copy of the **Client Review Application** your client will be filling out as part of the Client Review. Note: we have aggregated the requirements from our network of over 30 financiers to ensure we are collecting the information necessary to get your client approved across over 8 types of financial products:
 - [Client Application](#)
 - Complete the Intake & Basic Questionnaire tabs in our intake form: [Intake Form](#)

Links to Webinar Recordings:

- Massachusetts SMART program:
<http://www.commercialsolarfinance.com/smartprogram.html>

- Emerging Solar Technologies:
<http://www.commercialsolarfinance.com/emergingtechnologies.html>
- Close More Commercial Deals:
<http://www.commercialsolarfinance.com/closemorecommercialdeals.html>
- Obtaining Loans, Leases, & Sale Lease Backs:
<http://www.commercialsolarfinance.com/Obtainloansandleases.html>
- Obtaining Development Capital (pre-NTP):
<http://www.commercialsolarfinance.com/obtaining-development-capital.html>
- Hotel Finance: <http://www.commercialsolarfinance.com/hotelsolarfinance.html>
 - [Hotel Solar & LED Finance Flier](#)
- Residential mortgages for financing solar:
 - <http://www.commercialsolarfinance.com/resisolarwebinar.html>
- Upcoming webinar to register for: <http://www.commercialsolarfinance.com/solar-u>

Please reach out to Seth if you have any questions about the above resources and/or you are looking to discuss project specifics: please find a time that works great on the calendar: <https://mansur.youcanbook.me/> or email project information to: s.mansur@intelligen.energy