

Optimizing Clean Power Everywhere

Component Partner Program

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<http://www.homerenergy.com> • +1-720-565-4046

Component Partner Program...

...exposes your product and company to thousands of microgrid designers at the early stage of design.



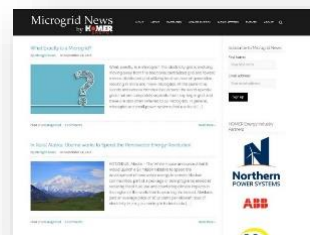
Conferences



Website



Training



Microgrid News



Software



Social Media



The microgrid market is growing, and so is HOMER

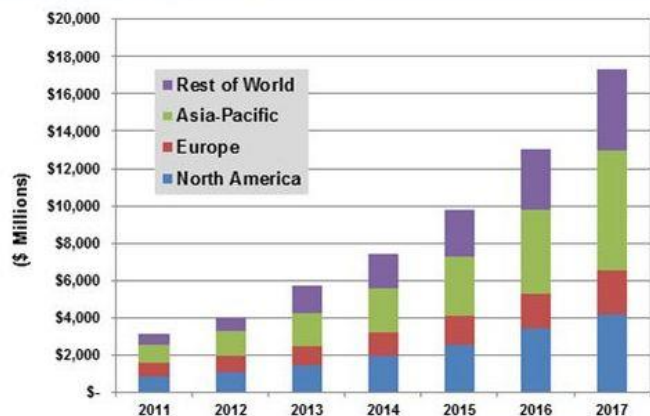
"The global microgrid market will rise from \$9.8B in 2013 to \$35B by 2020"

--Transparency Market Research

"Microgrids are becoming the transformative technology in today's energy industry..."

--Business Energy Magazine

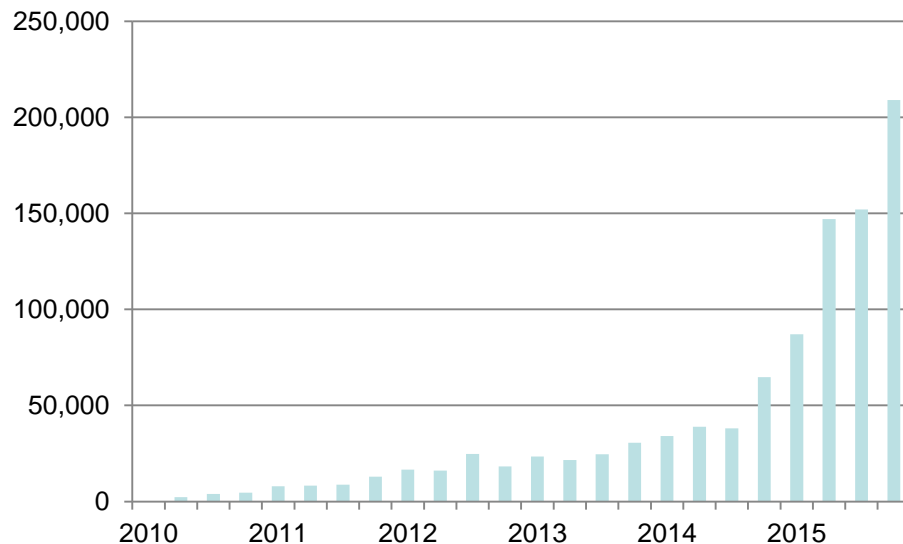
Microgrid Revenue by Region, Average Scenario, World Markets: 2011-2017



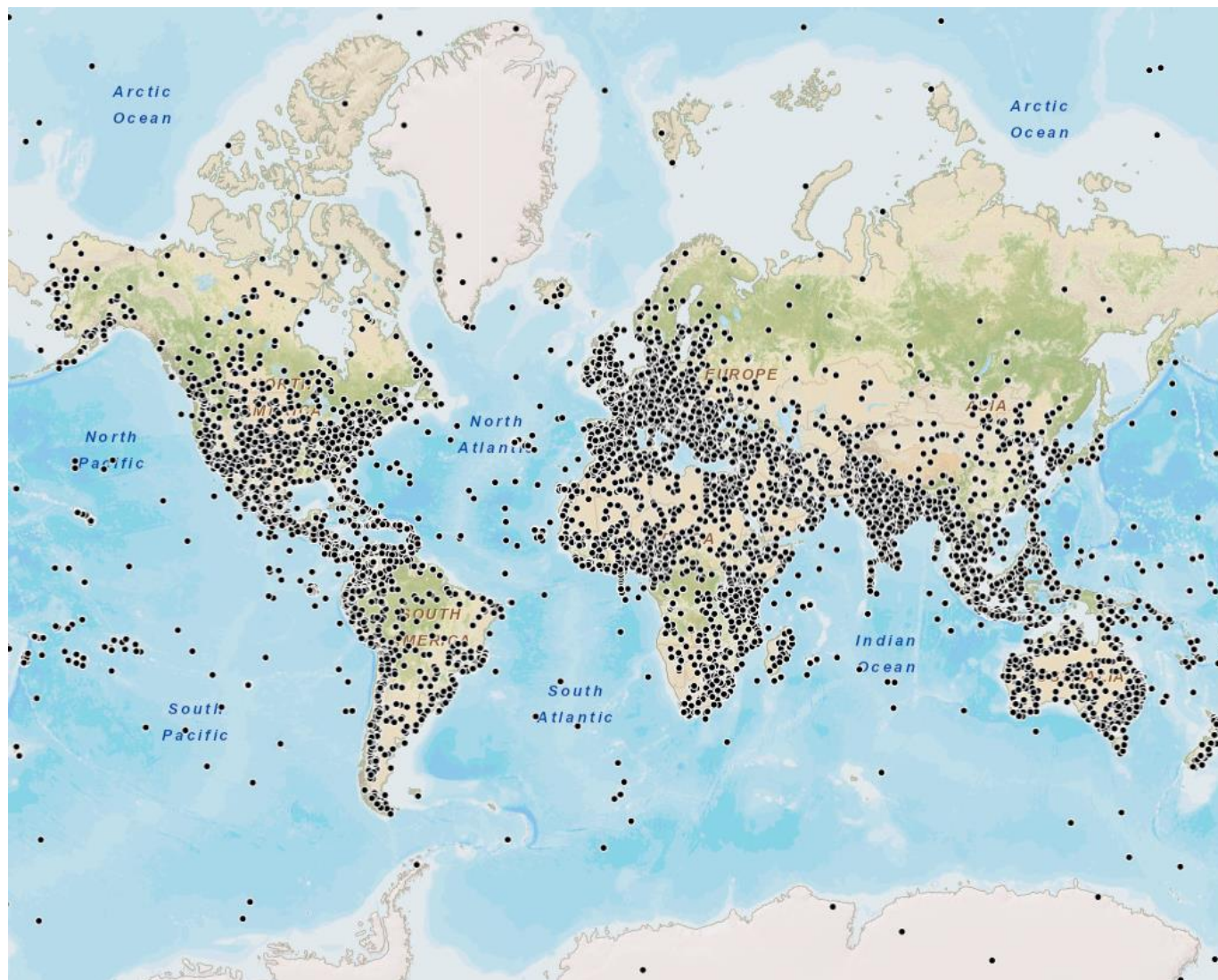
(Source: Pike Research)

1,600+ new signups each month will see your product in HOMER, when decisions are still being made.

HOMER License Revenue



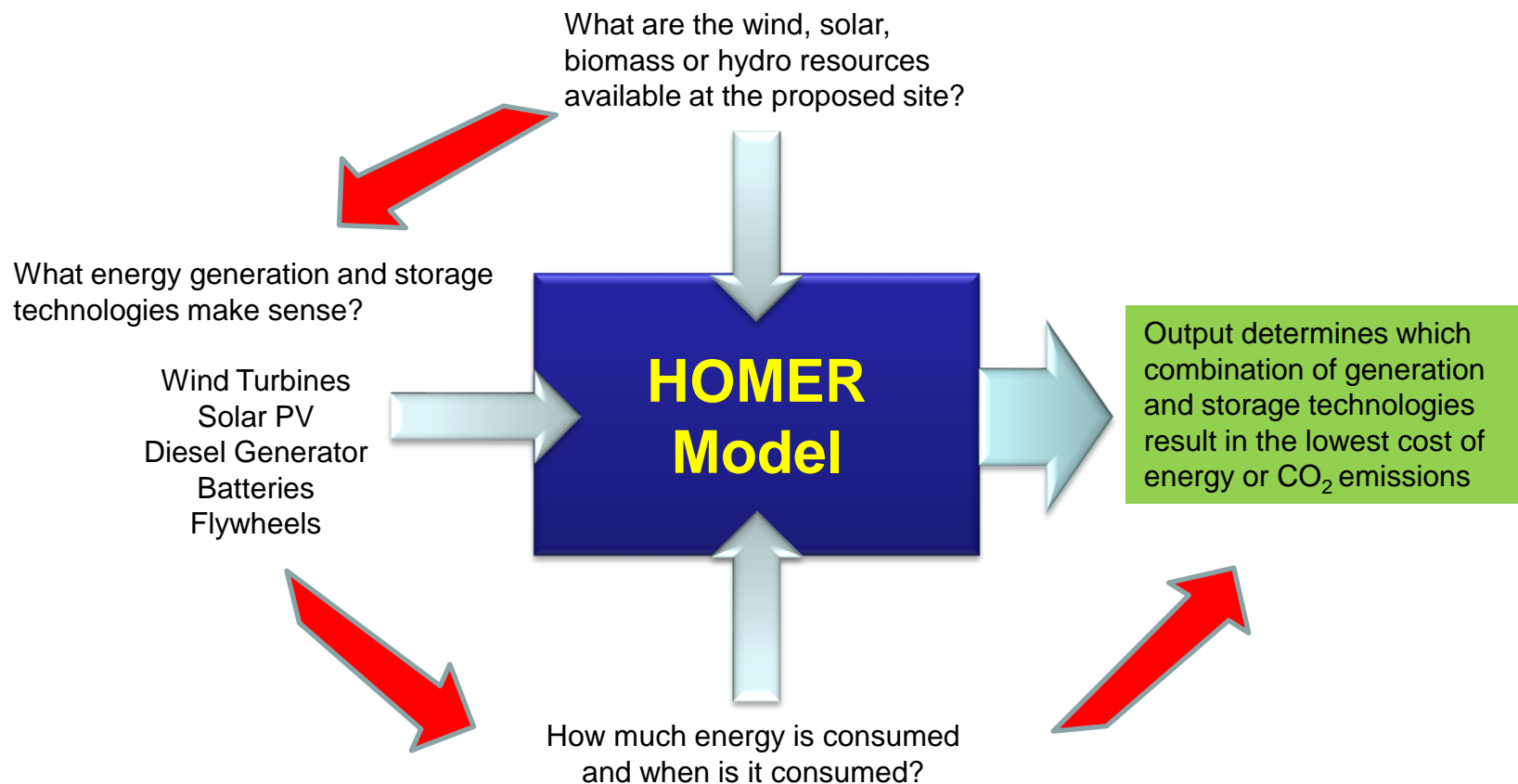
Get exposure to HOMER users around the world



More than 10,500 projects were evaluated or designed in HOMER Pro in 2015

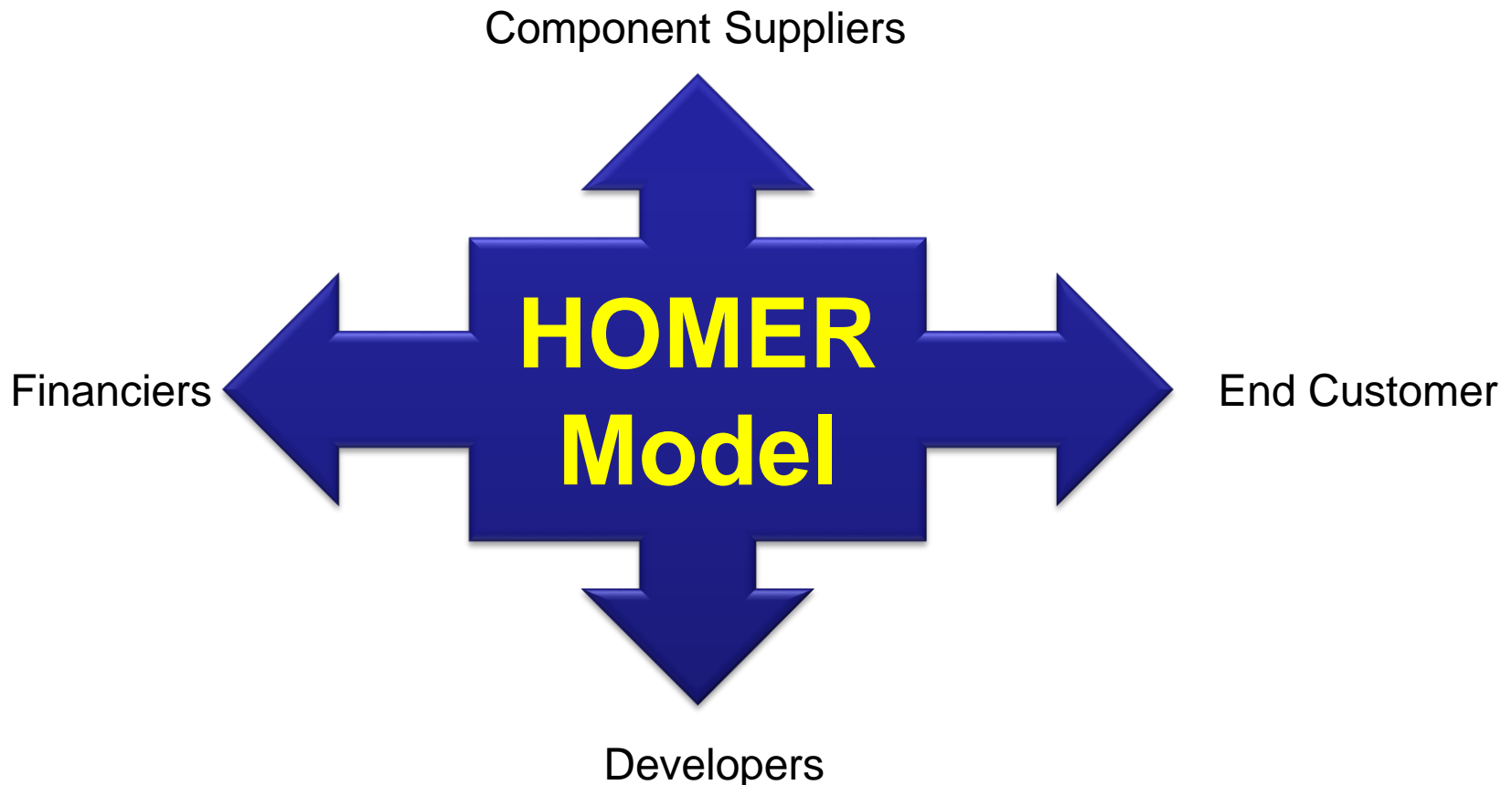
– What it is and how it works

HOMER is a software platform for rapid assessment of least-cost options for clean reliable hybrid power systems, whether on or off grid.



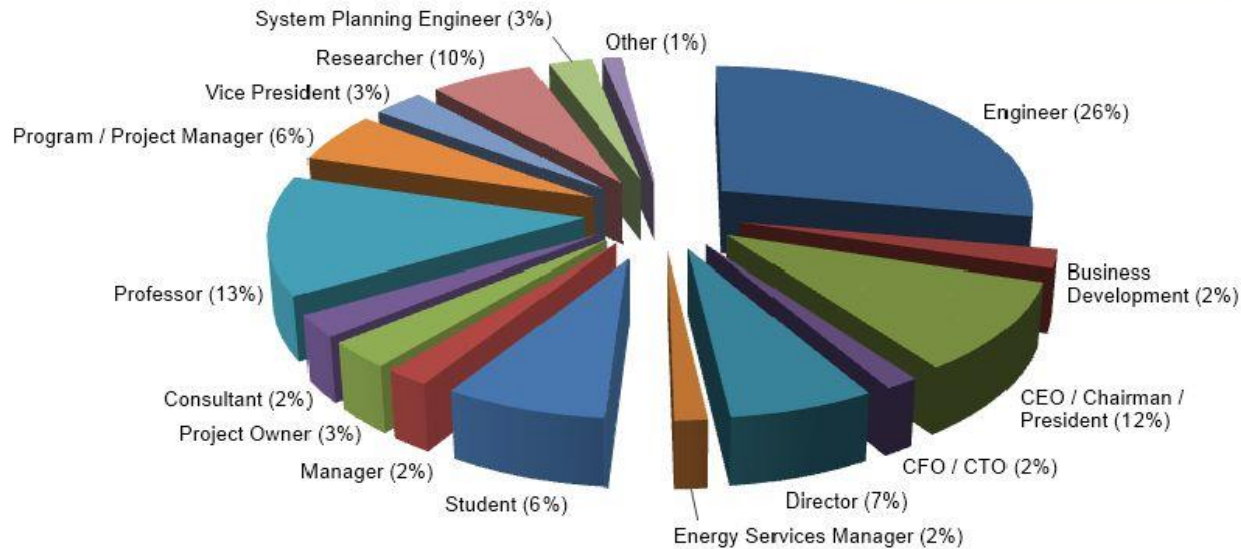
It's all about collaboration

We bring people together to build projects. HOMER Pro allows all parties to speak the same language and understand the needs of the project from each partner.

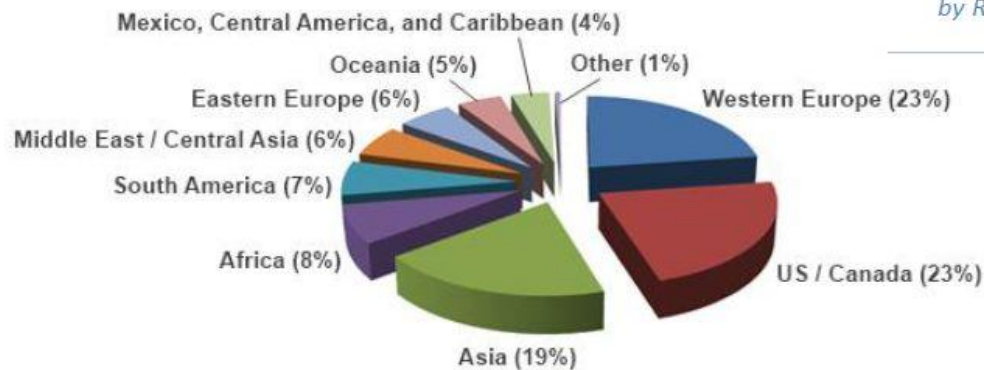


Who uses HOMER

by Job Title



by Region



A few users of HOMER Pro



How we reach the microgrid industry

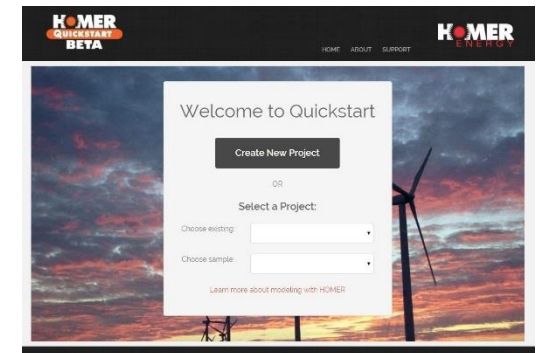
| Communication Platforms | By the numbers |
|--------------------------------------------|------------------------------------------------|
| Microgrid News | Over 85,000 subscriber monthly e-newsletter |
| Registered HOMER users | Over 140,000 |
| New HOMER users each month | 1,600 and growing |
| Twitter followers | Over 13,000 |
| LinkedIn Group | Over 700 members |
| HOMER Discussion forum | Over 2400 members |
| Universities that train engineers on HOMER | Over 1000 |

Component Partners leverage HOMER's 2016 marketing campaign

HOMER Energy's 2016 global outreach strategy targets microgrid industry players, developers, and educators. We will also introduce a new free online version of HOMER.

Campaign Highlights:

- ❑ Presentations at major solar, small generation, and microgrid conferences
- ❑ New Public Relations firm will drive the microgrid message
- ❑ Monthly newsletter to the largest microgrid mailing list
- ❑ 4th annual microgrid conference (New York 2016)
- ❑ Periodic email messages to the microgrid community
- ❑ Twitter announcements for new partners and projects
- ❑ Linked-in for new announcements and articles
- ❑ New series of training seminars to expand user base



SaaS HOMER Quickstart

Component Partner: Gold Level

Website



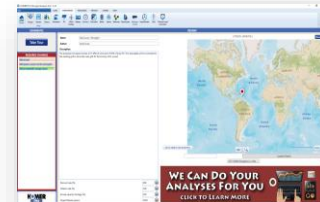
- ✓ Gold Placement
- ✓ 500 word overview and logo
- ✓ Unlimited white papers

Microgrid News



- ✓ Gold Placement
- ✓ Article announcing partner
- ✓ Unlimited article submission

Software



- ✓ One component
- ✓ Gold Priority product placement
- ✓ Logo
- ✓ Component Image
- ✓ Direct Contact
- ✓ Banner

Conferences



- ✓ Logo on event banners
- ✓ 2 free registrations
- ✓ 20% discount on additional registrations
- ✓ 20% discount on sponsorships

Training



- ✓ Guaranteed seat
- ✓ Logo projected and verbal shout-out at seminars
- ✓ Logo projected and verbal shout-out at webinars
- ✓ Provide promotional material
- ✓ 20% discount on custom webinar

Social Media



- ✓ Articles republished in Linked-in
- ✓ Tweets of partner announcements

\$6,500/yr (USD) plus \$500 for each additional component
GREATEST REACH

HOMER Pro Component landing page (Gold) - Highest visibility for your products and company

The screenshot shows the HOMER Pro Microgrid Analysis Tool interface. The top menu bar includes FILE, LOAD, COMPONENTS, RESOURCES, PROJECT, SYSTEM, and HELP. Below the menu is a toolbar with icons for Home, Design, Results, Library, Generator, PV, Wind Turbine, Storage, Converter, Boiler, Hydro, Reformer, Electrolyzer, Hydrogen Tank, Hydrokinetic, Grid, Thermal Load Controller, and a Calculate button.

The main interface is divided into two tabs: SCHEMATIC and DESIGN. The SCHEMATIC tab has buttons for "Take Tour" and "Start Wizard". Below these are "REQUIRED CHANGES" with links: "Add a load", "Add power sources to the microgrid.", "Add a renewable energy source", and "Newer version of HOMER Pro available".

The DESIGN tab is active, showing the "STORAGE SET UP" section. It includes a "Choose a storage type:" dropdown with options: Batteries, Super Capacitors, Flywheels, Pumped Hydro, and Other. A callout bubble points to the "Flywheels" option, stating "Direct contact Information".

The "Flywheel" section displays the "Powerstore 500" product. It includes a "Component Image" of the flywheel unit. Below the image is a text block: "Powercorp has over 20 years of experience in remote power generation and control. Powercorp's proven success in this area has been achieved with high penetration wind diesel systems. With Powercorp's PowerStore grid stabilising". A callout bubble points to this text, stating "Your click-through banner (Gold)". Below the text is an "Add Storage" button.

At the bottom of the "Flywheel" section is an advertisement for ABB. It includes the ABB logo, the text "Power and productivity for a better world™", and contact information for Craig Blizard: "www.abb.com", "craig.blizard@it.abb.com", "+41 (0)43 317 7111", "Affolternstrasse 44", "CH-8050 Zurich", "Switzerland". A callout bubble points to this contact information, stating "Click boxes offer details about company". Below the contact information is a "More Information" button.

At the bottom of the DESIGN tab is a large green banner with the text "PUT HOMER IN YOUR CLASSROOM" and "CLICK TO LEARN MORE". To the right of the text is an image of a classroom.

The HOMER PRO logo is visible in the bottom left corner of the interface.

Component Partner: Silver Level

Website



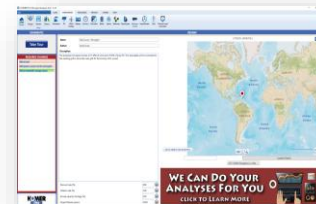
- ✓ Silver Placement
- ✓ 300 word overview and logo
- ✓ 3 white papers per year

Microgrid News



- ✓ Silver Placement
- ✓ Article announcing partner
- ✓ 2 articles per year

Software



- ✓ One component
- ✓ Silver Priority product placement
- ✓ Logo
- ✓ Component Image
- ✓ Direct contact

Conferences



- ✓ 1 free registration
- ✓ 10% discount on additional registrations
- ✓ 10% discount on sponsorships

Training



- ✓ Logo projected at seminars
- ✓ Logo projected at webinars
- ✓ Provide promotional material
- ✓ 10% discount on custom webinar

Social Media



- ✓ Articles republished in Linked-in

\$3,500/yr (USD) plus \$400 for each additional component

VALUE PACKAGE

HOMER Pro Component Landing Page (Silver)

Better exposure for your products and branding

The screenshot displays the HOMER Pro Microgrid Analysis Tool interface, specifically the 'DESIGN' tab. The top menu bar includes FILE, LOAD, COMPONENTS, RESOURCES, PROJECT, SYSTEM, and HELP. The 'COMPONENTS' tab is active, showing a grid of component icons: Home, Design, Results, Library, Generator, PV, Wind Turbine, Storage, Converter, Boiler, Hydro, Reformer, Electrolyzer, Hydrogen Tank, Hydrokinetic, Grid, and Thermal Load Controller. A 'Calculate' button is visible on the right.

The main content area is divided into two sections: 'SCHEMATIC' and 'DESIGN'. The 'SCHEMATIC' section on the left contains a 'Take Tour' button, a 'Start Wizard' button, and a 'REQUIRED CHANGES' section with links: 'Add a load', 'Add power sources to the microgrid.', 'Add a renewable energy source', and 'Newer version of HOMER Pro available'. Below this is a 'Direct contact Information' section with the HOMER PRO logo.

The 'DESIGN' section on the right is titled 'STORAGE SET UP' and features a 'Choose a storage type:' dropdown menu with options: Batteries, Super Capacitors, Flywheels, Pumped Hydro, and Other. A callout bubble points to the 'Flywheels' option, stating 'Click boxes offer details about company'. Below the dropdown is a 'Flywheel' section for 'Powerstore 500'. It includes a 'Properties' table with the following data:

| Property | Value |
|--------------------------------|----------------|
| Flywheel Model | Powerstore 500 |
| Parasitic Load (kW) | 12 |
| Charge/Discharge Capacity (kW) | 500 |

A callout bubble points to the 'Flywheel Model' entry, stating 'Component Image'. Below the table is a text block: 'Powercorp has over 20 years of experience in remote power generation and control. Powercorp's proven success in this area has been achieved with high penetration wind diesel systems. With Powercorp's PowerStore grid stabilising'. A callout bubble points to this text, stating '3rd Party Advertising is posted'. At the bottom of the 'Flywheel' section is an 'Add Storage' button.

Below the 'Flywheel' section is an advertisement for ABB. It includes the ABB logo, the text 'PUT HOMER IN YOUR CLASSROOM', and a 'CLICK TO LEARN MORE' button. A callout bubble points to the ABB logo, stating 'Direct contact Information'. The advertisement also includes contact information for Craig Blizard: 'www.abb.com', 'craig.blizard@it.abb.com', '+41 (0)43 317 7111', 'Affolternstrasse 44', 'CH-8050 Zurich', 'Switzerland'. A 'More Information' button is located at the bottom right of the advertisement.

Component Partner: Bronze Level

Website



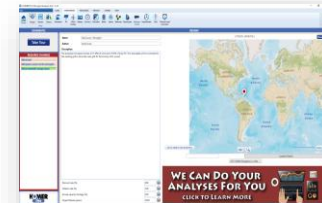
- ✓ Bronze Placement
- ✓ 150 word overview and logo
- ✓ 1 white paper per year

Microgrid News



- ✓ Bronze Placement
- ✓ Article announcing partner
- ✓ One submission per year

Software



- ✓ One component
- ✓ Bronze Priority product placement
- ✓ Logo
- ✓ Component Image

Conferences



- ✓ 10% off registration

Training



- ✓ Logo projected at seminars

Social Media



- ✓ Articles republished in Linked-in

\$2,000/yr (USD) plus \$300 for each additional component
ENTRY LEVEL

HOMER Pro Component Landing Page (Bronze)

Exposure for your products and branding

HOMER Pro Microgrid Analysis Tool build #227 1.0.5933

FILE **LOAD** **COMPONENTS** **RESOURCES** **PROJECT** **SYSTEM** **HELP**

Home **Design** **Results** **Library** **Generator** **PV** **Wind Turbine** **Storage** **Converter** **Boiler** **Hydro** **Reformer** **Electrolyzer** **Hydrogen Tank** **Hydrokinetic** **Grid** **Thermal Load Controller** **Calculate**

SCHEMATIC **DESIGN**

Take Tour **Start Wizard**

REQUIRED CHANGES

- [Add a load](#)
- [Add power sources to the microgrid.](#)
- [Add a renewable energy source](#)
- [Newer version of HOMER Pro available](#)

STORAGE SET UP

Choose a storage type:

- Batteries
- Super Capacitors
- Flywheels
- Pumped Hydro
- Other

Flywheel
Powerstore 500

Properties
Flywheel Model
Parasitic Load (kW): 12
Charge/Discharge Capacity (kW): 500

Powercorp has over 20 years of experience in remote power generation and control. Powercorp's proven success in this area has been achieved with high penetration wind diesel systems. With Powercorp's PowerStore grid stabilising

Add Storage

Component Image

3rd Party Advertising is posted

Click boxes offer details about company

ABB
www.abb.com
Affolternstrasse 44
CH-8050 Zurich
Switzerland
More Information

PUT HOMER IN YOUR CLASSROOM
CLICK TO LEARN MORE

HOMER PRO

HOMER Pro Component Landing Page (Free Version)*

The screenshot shows the HOMER Pro Microgrid Analysis Tool interface. The top menu bar includes FILE, LOAD, COMPONENTS, RESOURCES, PROJECT, SYSTEM, and HELP. Below the menu is a toolbar with icons for Home, Design, Results, Library, Generator, PV, Wind Turbine, Storage, Converter, Boiler, Hydro, Reformer, Electrolyzer, Hydrogen Tank, Hydrokinetic, Grid, Thermal Load Controller, and a Calculate button.

The main interface is divided into two tabs: SCHEMATIC and DESIGN. The SCHEMATIC tab has buttons for 'Take Tour' and 'Start Wizard'. Below these are 'REQUIRED CHANGES' with links: 'Add a load', 'Add power sources to the microgrid.', 'Add a renewable energy source', and 'Newer version of HOMER Pro available'. The HOMER PRO logo is at the bottom left.

The DESIGN tab is active, showing the 'STORAGE SET UP' section. It includes a 'Choose a storage type:' dropdown with options: Batteries, Super Capacitors, Flywheels, Pumped Hydro, and Other. The 'Flywheel' option is selected, showing properties: 'Flywheel Model', 'Parasitic Load (kW): 12', and 'Charge/Discharge Capacity (kW): 500'. An 'Add Storage' button is at the bottom right of this section.

A speech bubble points to the 'Flywheel' section, stating: 'Only Mfg. Name and model number are included'. Another speech bubble points to the '3rd Party Advertising is posted' text, which is located below the 'Choose a storage type:' dropdown. At the bottom right, there is a banner for 'PUT HOMER IN YOUR CLASSROOM' with a 'CLICK TO LEARN MORE' link and an image of a classroom.

* There is a \$200 fee for storage devices (batteries) due to the amount of data required

Component partner summary

| | | FREE* | BRONZE | SILVER | GOLD |
|-------------------------------|-------------------------------------------------------------------------|-------|------------------|--------------------------------------------|---------------------------------------------|
| HOMER ENERGY WEBSITE | Partner listing with logo and text | ✗ | 150 words | 300 words | 500 words |
| | Inclusion of white papers | ✗ | ✓ | ✓ | ✓ |
| MICROGRID NEWS | Announcement article | ✗ | May be shared | ✓ | ✓ |
| | Logo in partner section (website & newsletters) | ✗ | Bronze Placement | Silver Placement | Gold Placement |
| | Article submission in Microgrid News | ✗ | 1 Per year | 2 Per year | Unlimited |
| MICROGRID CONFERENCE | Entry to all HOMER Conferences | ✗ | 10% discount | One free ticket plus 10% discount on addl. | Two free tickets plus 20% discount on addl. |
| | Discount on Conference Sponsorships | ✗ | ✗ | 10% | 20% |
| | Logo on all event banners | ✗ | ✗ | ✗ | ✓ |
| LIVE TRAININGS | Guaranteed seat at any training even if sold out | ✗ | ✗ | ✗ | ✓ |
| | Recognition as an Industry partner at all trainings (in PPT slide deck) | ✗ | ✗ | Projected on screen | Projected on screen & verbal |
| | Provide promotional material at select trainings | ✗ | ✗ | ✓ | ✓ |
| WEBINARS | Partner Introduction webinar | ✗ | Full cost | 10% discount | 20% discount |
| | Recognition as an Industry Partner at select webinars | ✗ | ✗ | On screen | On screen & verbal |
| HOMER SOFTWARE COMPONENT PAGE | Component in HOMER Pro database | ✓ | ✓ | ✓ | ✓ |
| | URL, address, notes section | ✗ | ✓ | ✓ | ✓ |
| | Component image | ✗ | ✓ | ✓ | ✓ |
| | Contact email and phone | ✗ | ✗ | ✓ | ✓ |
| | Clickable banner | ✗ | ✗ | ✗ | ✓ |
| | ANNUAL COST | None* | \$2,000 | \$3,500 | \$6,500 |
| | Additional components (each) | | \$300 | \$400 | \$500 |

* There may be a \$200 fee for storage devices (batteries) due to the amount of data required

Thousands of satisfied customers

“We spent a lot of money developing our own model, but threw it away because everyone kept asking for our HOMER results.”

Bruce Levy, CEO, TDX Power - USA

“Everybody I know who is working with HOMER is amazed”

Michael Tittmann, Tittmann Solar GmbH, Germany

“You guys have created a very powerful tool - I’m new to the Microgrid world - so HOMER is a great help. I recommend Homer to everyone I meet!”

Steve B – Ontario, Canada

“Congratulations for HOMER. Very useful and simple to use in the context of Rural Africa”

Smail Khennas, PREDAS-CILSS, Burkina Faso

“HOMER has become a staple in our program’s integrated energy planning course”

Martin Obermaier, Energy Planning Program - COPPE/UFRJ, Brazil

“I recently downloaded HOMER for review purposes and have found it to be an excellent program. Now I’m using it for a real project, designing small energy systems for remote homes in Sweden”

Sven Ruin, ÅF-Industri teknik AB, Sweden

Sign up today!

Andy Kruse
and
Michael Johnson

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