

Optimizing Clean Power Everywhere

Component Partner Program

1790 30th St, Suite 100, Boulder, Colorado 80301, USA
<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.



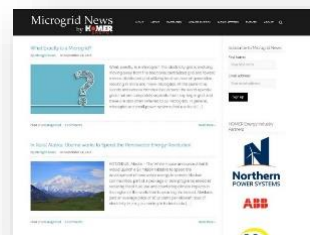
Conferences



Website



Training



Microgrid News



Software



Social Media



The microgrid market is growing, and so is HOMER

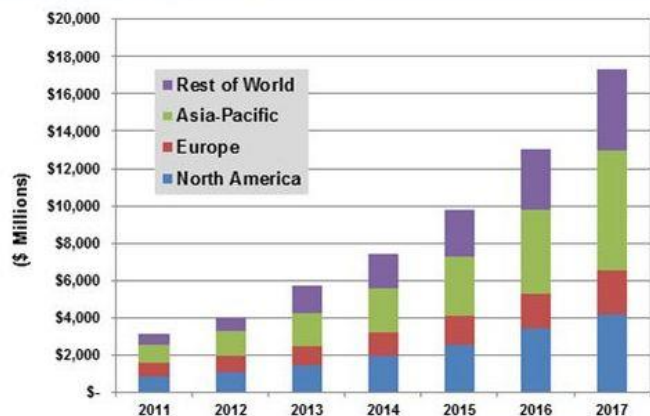
"The global microgrid market will rise from \$9.8B in 2013 to \$35B by 2020"

--Transparency Market Research

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

--Business Energy Magazine

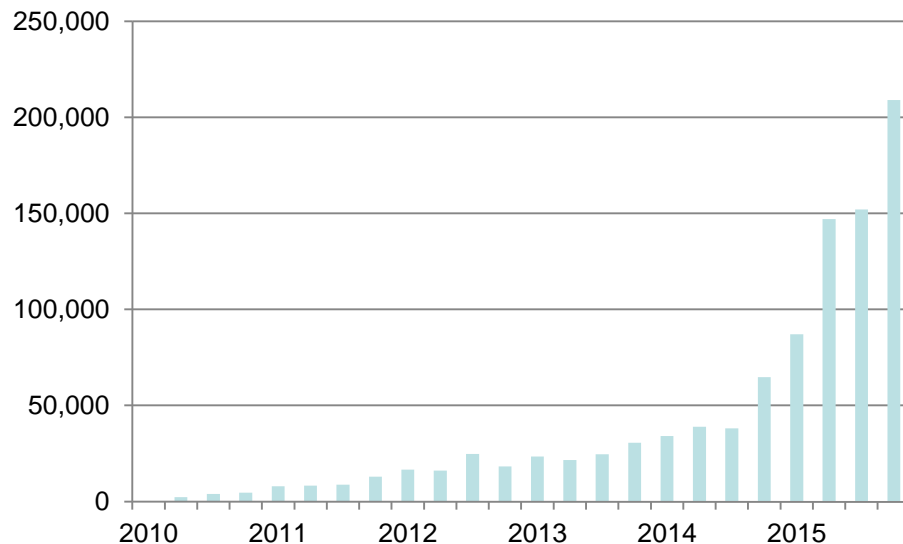
Microgrid Revenue by Region, Average Scenario, World Markets: 2011-2017



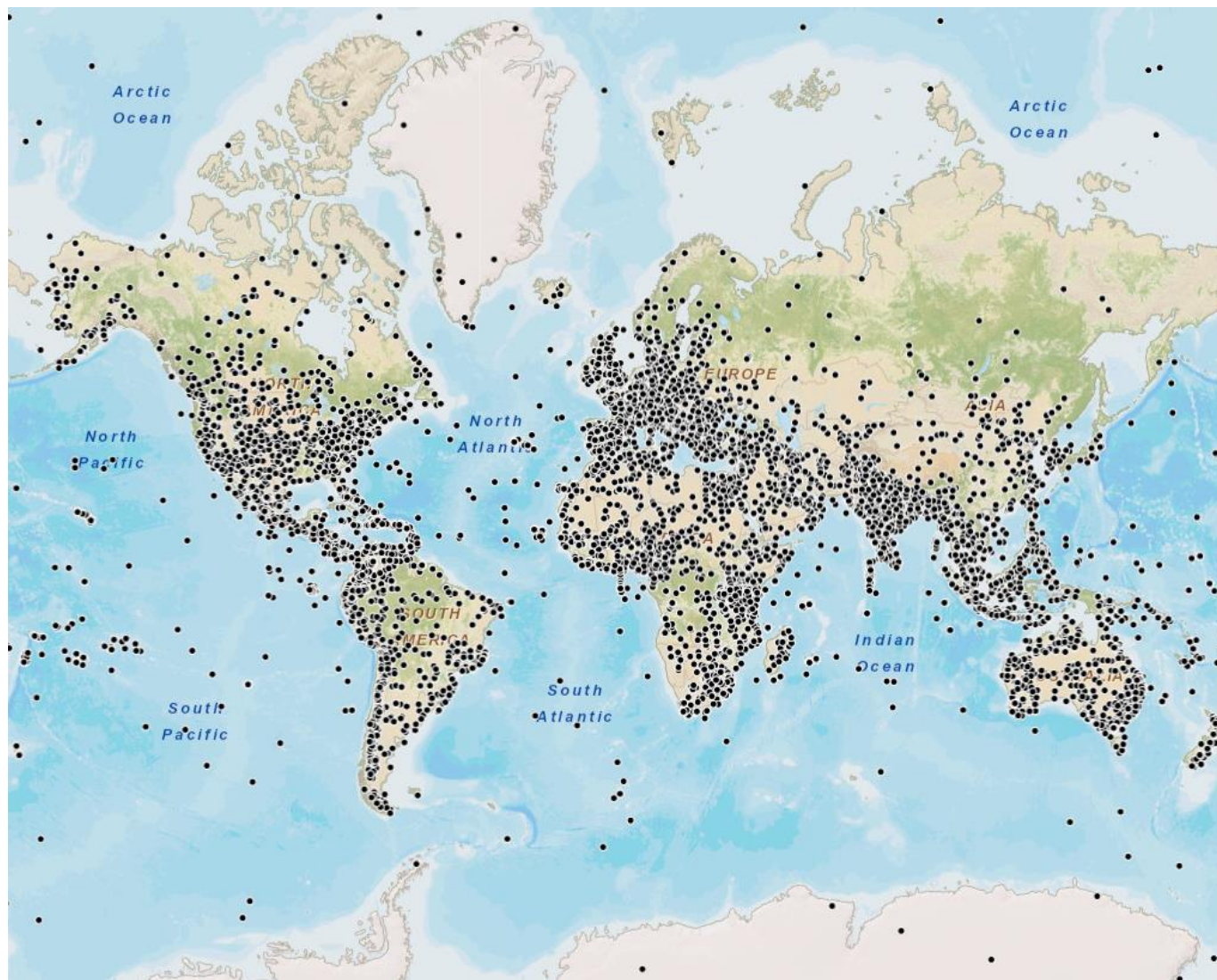
(Source: Pike Research)

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

HOMER License Revenue



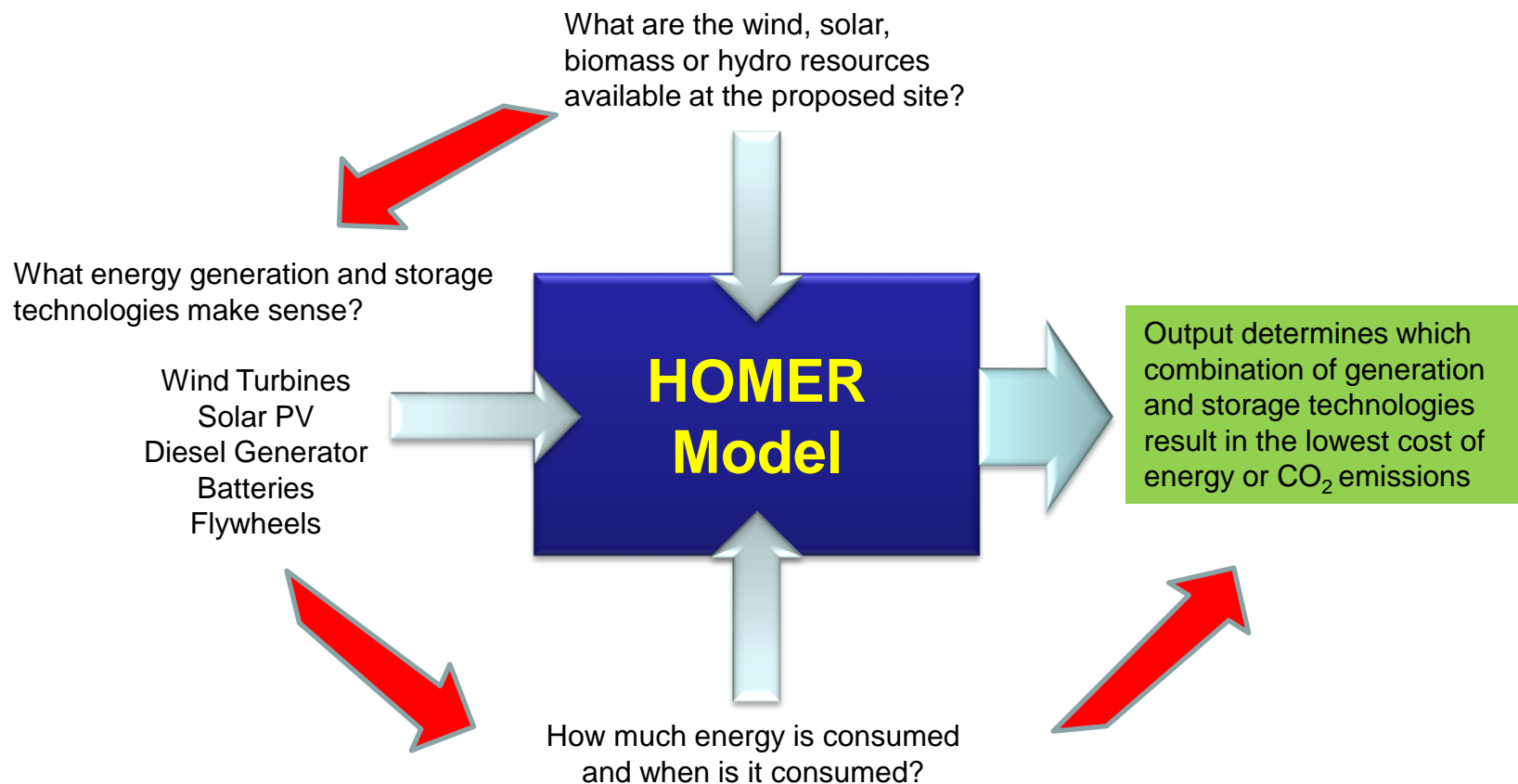
Get exposure to HOMER users around the world



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

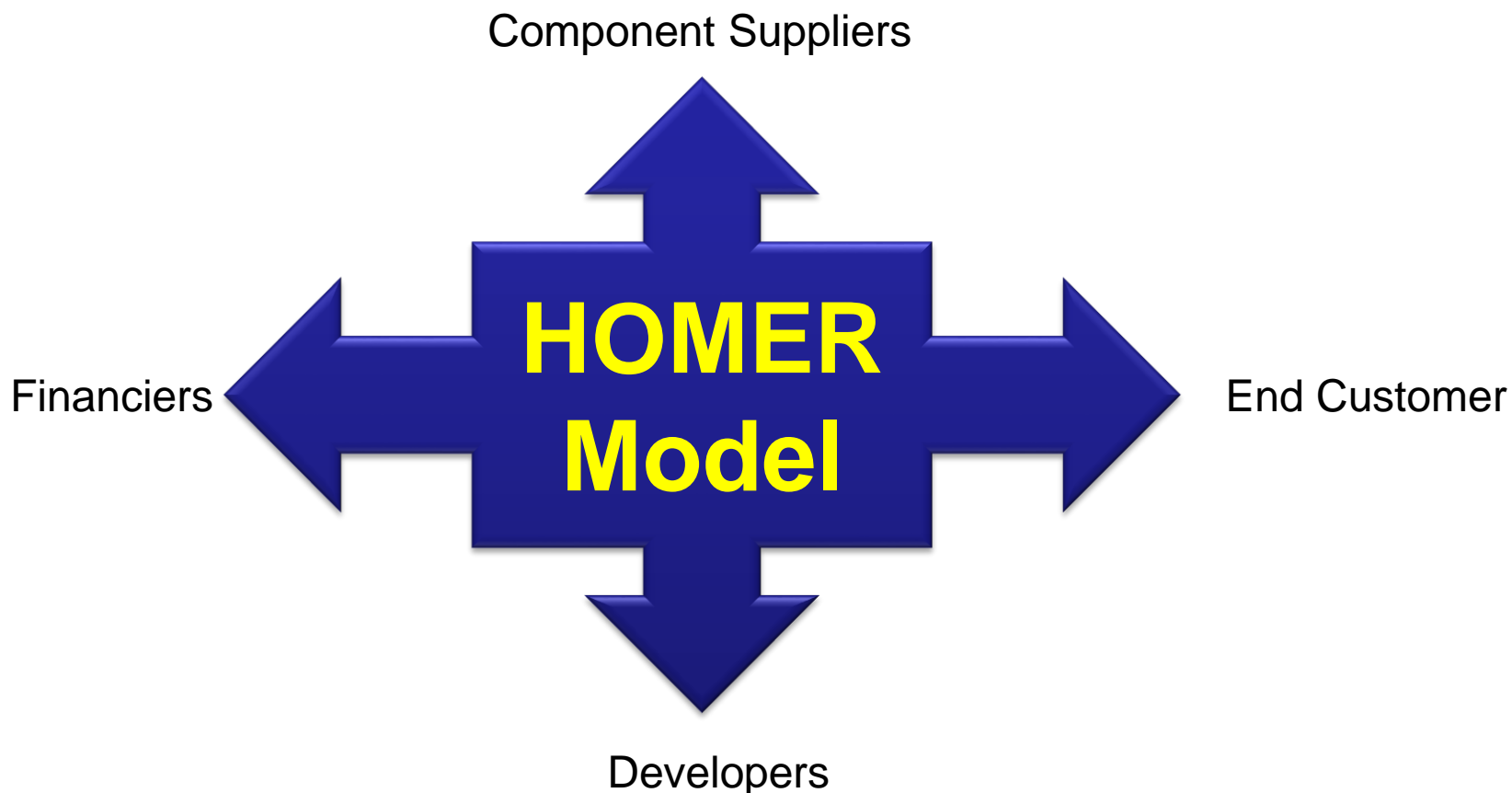
– What it is and how it works

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



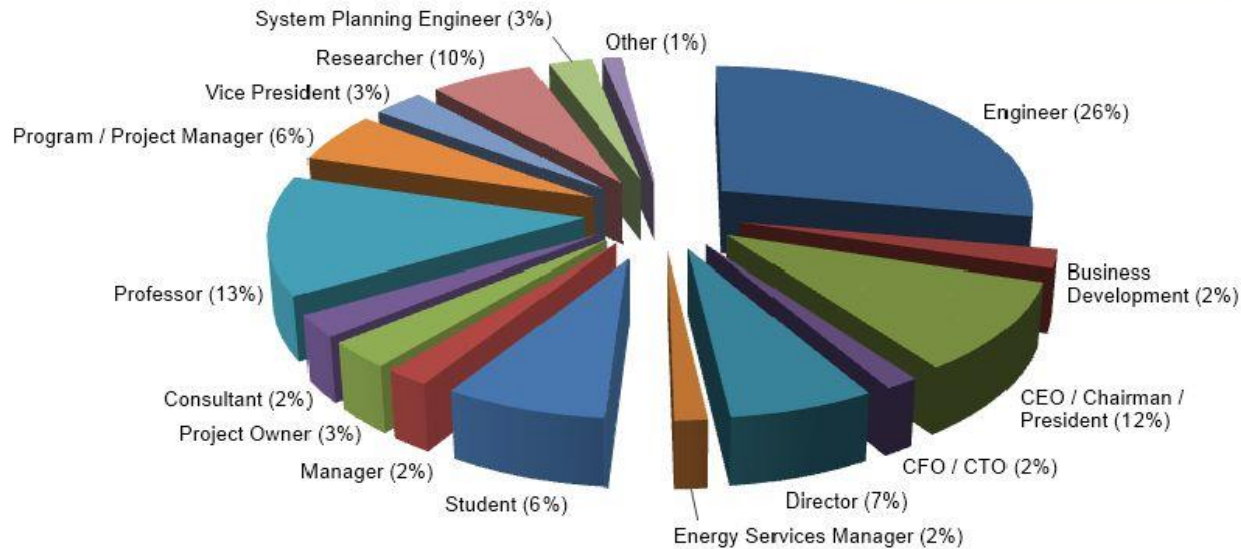
It's all about collaboration

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.

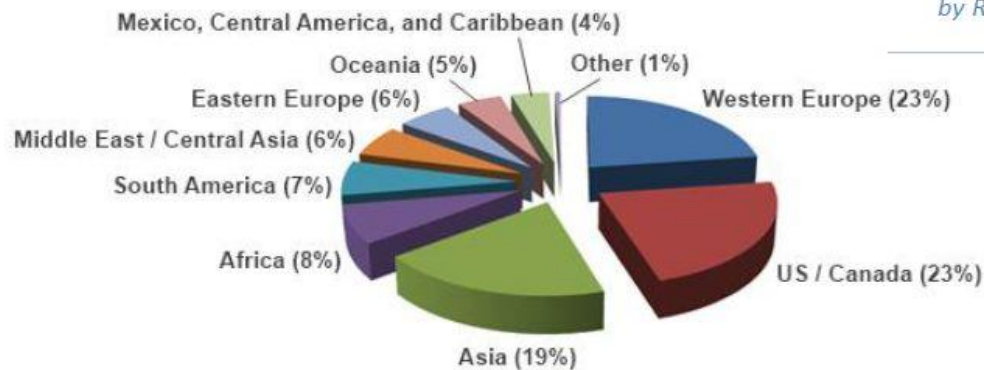


Who uses HOMER

by Job Title



by Region



A few users of HOMER Pro



How we reach the microgrid industry

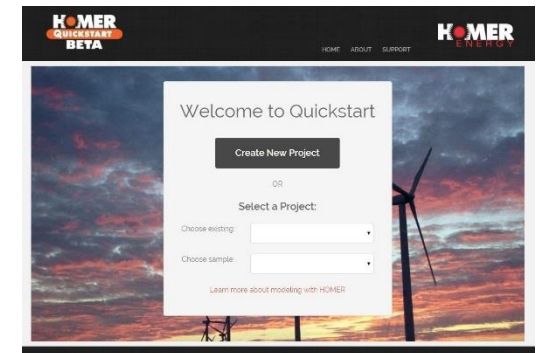
Communication Platforms	By the numbers
Microgrid News	Over 67,000 subscriber monthly e-newsletter
Registered HOMER users	Over 140,000
New HOMER users each month	1,600 and growing
Twitter followers	Over 13,000
LinkedIn Group	Over 700 members
HOMER Discussion forum	Over 2400 members
Universities that train 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



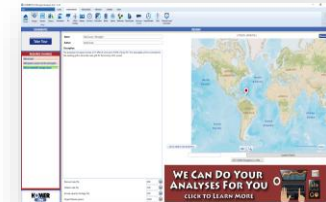
- ✓ Gold Placement
- ✓ Unlimited white papers

Microgrid News



- ✓ Gold Placement
- ✓ 500 word overview
- ✓ Unlimited article submission

Software



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

Conferences



- ✓ Logo on event banners
- ✓ 3 free tickets
- ✓ 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
- ✓ 20% discount on trainings

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

Component Image

Direct contact Information

Expanded area for more notes and component features

Your click-through banner (Gold)

REQUIRED CHANGES

- Add a load
- Add power sources to the microgrid.
- Add a renewable energy source
- Newer version of HOMER Pro available

WIND TURBINE SET UP

Northern Power NPS100C-21

PROPERTIES

Name: Northern Power NPS100C-21
 Abbreviation: NPS100C-21
 Rated Capacity (kW): 100
 Manufacturer: Northern Power Systems
 Website: <http://www.northernpower.com/products/nps100/>
 Email: info@northernpower.com
 Phone: 802-461-2903
 Address: 29 Pitman Road
 Barre, Vermont 05641
 USA

Notes:
 Northern Power 100kW wind turbine based on the C platform. Hub heights: 23m, 37m. 20.7m rotor, IEC wind turbine class IIA. Permanent magnet drive architecture. Operating temperature range: -20 °C - +50 °C.

Need assistance with your project? Call or write us today

Northern POWER SYSTEMS

Component Partner: Silver Level

Website



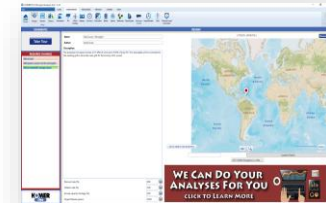
- ✓ Silver Placement
- ✓ 3 white papers per year

Microgrid News



- ✓ Silver Placement
- ✓ 300 word overview
- ✓ 2 articles per year

Software



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

Conferences



- ✓ 1 free ticket
- ✓ 10% discount on sponsorships

Training



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

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

Component Image

Direct contact Information

Expanded area for more notes and component features

✓ 3rd Party Certified
✓ Project financing available

WIND TURBINE SET UP

Northern Power NPS100C-21

PROPERTIES

Name: **Northern Power NPS100C-21**
 Abbreviation: **NPS100C-21**
 Rated Capacity (kW): **100**
 Manufacturer: **Northern Power Systems**
 Website: <http://www.northernpower.com/products/nps100/>
 Email: info@northernpower.com
 Phone: 802-461-2903
 Address: 29 Pitman Road
 Barre, Vermont 05641
 USA

Notes:
 Northern Power 100kW wind turbine based on the C platform. Hub heights: 23m, 37m. 20.7m rotor, IEC wind turbine class IIA. Permanent magnet drive architecture.
 Operating temperature range: -20 °C - +50 °C.

REQUIRED CHANGES

- Add a load
- Add power sources to the microgrid.
- Add a renewable energy source
- Newer version of HOMER Pro available

HOMER Pro

Component Partner: Bronze Level

Website



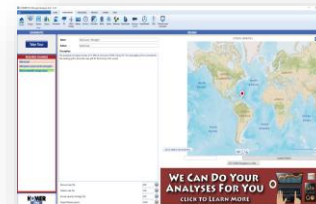
- ✓ Bronze Placement
- ✓ 1 white paper per year

Microgrid News



- ✓ Bronze Placement
- ✓ 150 word overview
- ✓ One submission per year

Software



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

Conferences



- ✓ 10% off tickets

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

Component Image

3rd Party Advertising is posted

Expanded area for more notes and component features

REQUIRED CHANGES

- Add a load
- Add power sources to the microgrid.
- Add a renewable energy source
- Newer version of HOMER Pro available

WIND TURBINE SET UP

Northern Power NPS100C-2

PROPERTIES

Name: Northern Power NPS100C-21
 Abbreviation: NPS100C-21
 Rated Capacity (kW): 100
 Manufacturer: Northern Power Systems
 Website: <http://www.northernpower.com/products/nps100/>

Address: 29 Pitman Road
 Barre, Vermont 05641
 USA

Notes:
 Northern Power 100kW wind turbine based on the C platform. Hub heights: 23m, 37m. 20.7m rotor, IEC wind turbine class IIA. Permanent magnet drive architecture. Operating temperature range: -20 °C - +50 °C.

ATTEND THE MICROGRID 2015 CONFERENCE FOR ONLY \$395! EARLY BIRD PRICING ENDS SOON!
 DON'T MISS THIS OPPORTUNITY TO BE A PART OF THE PREMIERE MICROGRID EVENT. A TWO-DAY PROGRAM THAT CAREFULLY EXAMINES THE BUSINESS MODELS, OPTIMAL TECHNOLOGY MIX, AND CRITICAL STEPS FOR SUCCESSFULLY DEPLOYING MICROGRID SYSTEMS IN REMOTE, ISLAND, AND GRID-CONNECTED ENVIRONMENTS.
 OCTOBER 14-15, 2015 CANBERRA AUSTRALIA.

✓ 3rd Party Certified
 ✓ Project financing available

HOMER Pro

Component partner summary

		BRONZE	SILVER	GOLD
MICROGRID NEWS	Partner listing and write-up in Microgrid News website	150 words Bronze placement	300 words Silver placement	500 words Gold placement
	Logo in partner section of Microgrid News website	Bronze Placement	Silver Placement	Gold Placement
	Article submission in Microgrid News	1 Per year	2 Per year	Unlimited
HOMER ENERGY WEBSITE	Listing in partner section	Bronze Placement	Silver Placement	Gold Placement
	Inclusion of white papers	✓	✓	✓
MICROGRID CONFERENCE	Entry to all HOMER Conferences	10% discount	One free ticket	Three free tickets
	Discount on Conference Sponsorships	✗	10%	20%
	Logo on all event banners	✗	✗	✓
IN-PERSON 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	Logo and component image	✓	✓	✓
	Contact information	✗	✓	✓
	Clickable Banner	✗	✗	✓
	ANNUAL COST	\$2,000	\$3,500	\$6,500
	Additional components (each)	\$300	\$400	\$500

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

V.P. Business Development

HOMER Energy

1790 30th St. Suite 100

Boulder, CO 80301 USA

Office: +1-720-565-4046

Mobile: +1-928-380-3527

Andy@homerenergy.com

www.homerenergy.com
