

SPAN

ELECTRIFY YOUR LIFE

SALES TEAM

In select markets, Suntuity offers the SPAN smart panel. SPAN replaces the traditional electrical panel in the home. SPAN smart panel reimagined the 100-year-old electrical panel to ready homes for electrification upgrades like solar, home battery, and EV charging equipment.

A SPAN smart panel automatically senses an outage and protects your home backup priorities.

- ✓ Control your home's energy.
- ✓ Monitor from anywhere.
- ✓ Real-time energy control.
- ✓ Prioritize your power.
- ✓ Circuit-level visibility.
- ✓ Control during outages.

Unlike a traditional electrical panel, SPAN smart panel gives you homeowner circuit-level control and provides actionable insights into how energy is used in the home.

Check out their website: <https://www.span.io/panel>

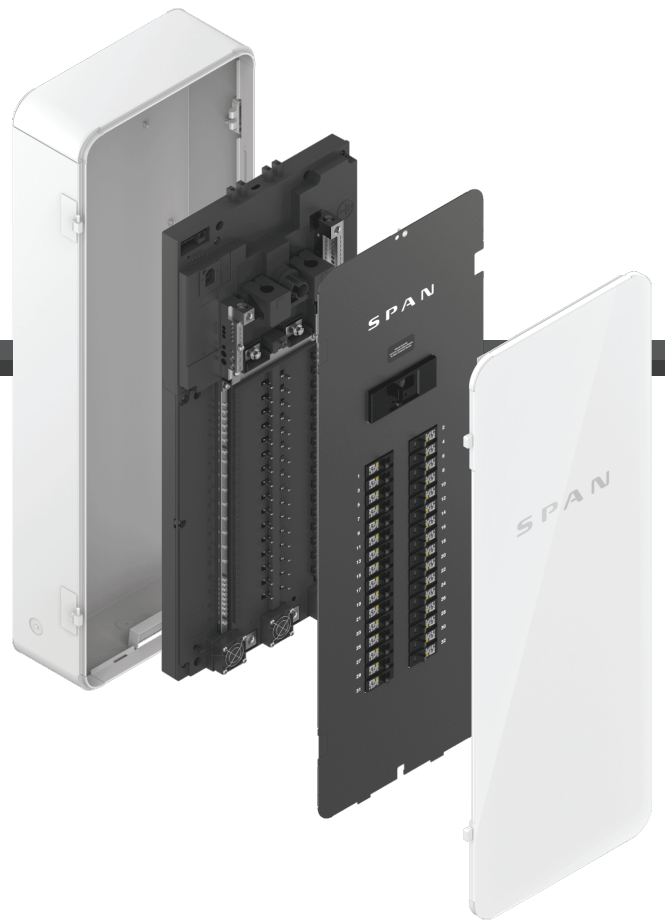
Here's what people are saying...

"A long-overdue, borderline genius product that puts much-needed control back into the hands of homeowners."

WIRED

WHY SPAN?

SPAN delivers flexible, efficient and intuitive home energy management to the palm of your hand.



SPAN AT A GLANCE

Enjoy Peace of Mind - Set it and forget it. Pre-program backup so you're protected when an outage occurs and you're not home

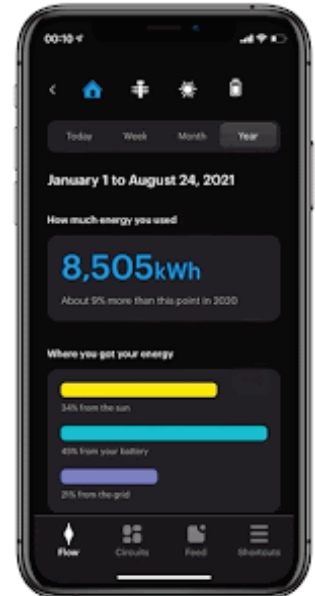
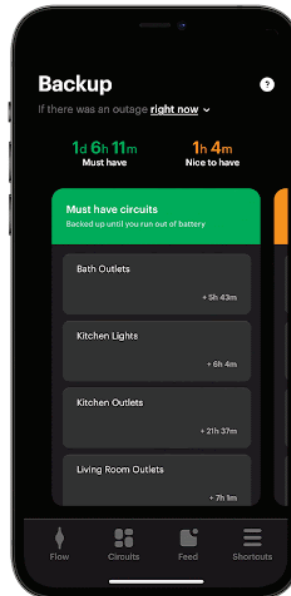
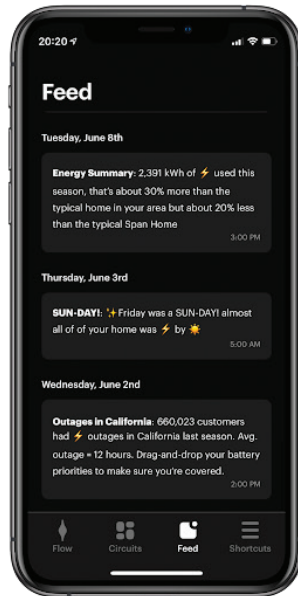
Manage Solar, EV, & Battery solutions in one intuitive app from anywhere on your phone and during an outage!

Be Empowered - change what you want to power during an outage and know exactly how long you're power will stay on, and how to lengthen your battery time.

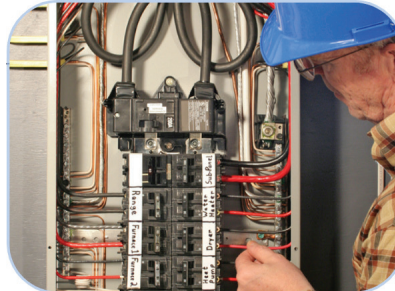
Maximize Your Investment - get 40% longer battery time from EACH battery

Increase energy efficiency and save on electric bills with SPAN's entire home monitoring, energy trends and insights

REDEFINE ENERGY MANAGEMENT



IDEAL CUSTOMERS



Solar & Storage Customers

- **Simple Backup Loads discussion!**
- **Set it and forget it** - Program automatic on/off loads for outage protection
- Extend battery life in an outage and get the most out of investment
- Enable customers to **easily add electrical loads (like an EV)**

Main Panel Upgrades

- Modernize Home Energy Infrastructure (**Do it right, once!**)
- Be ready for Battery, EV sales later
- Labor cost already covered!

Modernize Home Energy

- Offer as Add-On when Installing SPAN to increase \$
- Offer SPAN when customer asks for EV
- Avoid Service upgrades - save time and money

Sell the experience, a solution, and a service, NOT a product. Build Value. Focus on the key benefits:

- ✓ Peace of mind
- ✓ Protection (from outages, vampire loads, appliance failures, adding more circuits later)
- ✓ Efficiency
- ✓ Convenience
- ✓ Flexibility
- ✓ Empowerment - take control of your POWER!

LET'S BEGIN

Mr(s). Homeowner, I'm thrilled you're beginning your energy efficiency journey with solar. May I ask you a few questions to help me design the best energy solution for your home and your family's needs?

Qualifying Questions:

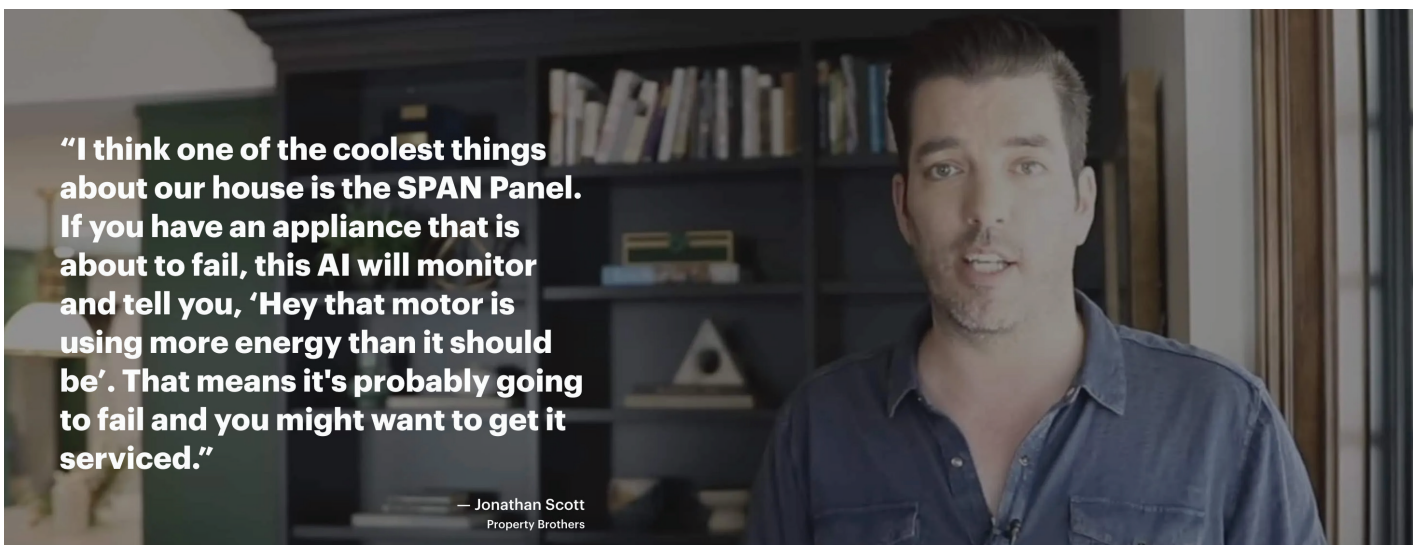
1. What size electric service powers your home? How old is the existing panel, is there space to add more circuits?
2. Do you have or intend to get an electric vehicle?
3. Are you interested in protecting your home from power outages?
4. Do you intend to add electric appliances to your home in the future? Like a hot water heater, hot tub, electric vehicle, heat pump, air conditioner?
5. Are rebates and tax credits important to you?



SPAN + Battery:

You get the most elegant, efficient, and automated home backup power system on the market. Set it and forget it or enjoy custom settings when the power is out. You'll get the most out of every battery and control it easily from the palm of your hand. Save time and money when adding electric appliances in the future. This solution delivers complete peace of mind, convenience, and flexibility.

Span delivers flexible, efficient and intuitive home energy management to the palm of your hand.



“SELLING SOLAR IS EASIER WITH SPAN”

- Use the App to make the experience of managing home energy tangible to the homeowner. Show them solar/grid power - including where the grid is getting its power and where the solar power is going.
- Show them what their consumption could be like and how they can learn to take control of their energy usage.
- Show them how they can control their home energy during a power outage.

SALES KITCHEN TABLE ELEVATOR / INITIAL PITCH

Sales person dialog training

I would like to introduce a really exciting product we are offering called SPAN. SPAN reinvented your 100 year old Electric Panel.

What this means for you is that you get complete insight and control of all of your circuits in your house. This allows you do to all kinds of important things, from prioritize your backup circuits when the power goes down to help your battery last longer, to see what is using the most electricity and lower your costs from that information. You will be able to add a future ready EV Charger allowing faster charging, and even get the peace of mind from making sure nothing dangerous is left on when you are out of town.

(Now talk about each)

SPAN Tech Portal: <https://techportal.span.io/dl/dcc150>

SPAN FAQs: span.io/faqs



INCREASE REVENUE SELLING SPAN



Increase close rate by over 50%!

By offering SPAN, homeowners are more engaged with the salesperson



Larger gross commission by selling more products per deal

Offer on 100% of MPU's and battery installs and potentially solar installs as well



Reduce Cancellations

Installers have seen over 25% rate of reduction compared to deals not including SPAN adding 1 less canceled deal every 4 cancellations you're experiencing today!