



# Make Smart, Simplified Decisions with Anza

**This innovative new solar procurement marketplace transforms how PV buyers find and select the best modules for their projects.**

## The Market Challenge

For developers, IPPs, and EPC companies, solar module procurement has become extremely challenging, with shipping and project delays, price increases, shifting U.S. policy, and overall market volatility disrupting the supply chain. In addition, the technology options have become more complex, with high-wattage large-format modules, bifacial PV, and other innovations coming to market that are changing project calculations.

## Your Module Solution

Anza is a game-changing solar procurement application that ranks top-tier module options based on real-time pricing, availability, and project inputs. Buyers can quickly compare options and select which one to buy. The application is built on a proprietary performance modeling and cost analysis engine that evaluates modules based on current product availability, market conditions, project inputs, and price. But instead of focusing only on the lowest CapEx available, Anza uses all of your project data to find and rank the best module options that maximize your project's net present value (NPV).

## Procurement Made Easy

With Anza, you can quickly move from visualizing your best equipment options to locking in your purchase. With our deep industry experience and long-standing relationships, Anza provides a long list of pre-vetted, attractively priced modules from top-tier vendors. These modules include pre-negotiated contracts with supply purchase agreements in place so you can close deals quickly.

**Anza simplifies the procurement process, saving significant amounts of time and money and enabling buyers to realize better project returns.**

## Customer Success Stories



*"When we had the choice to procure directly from a vendor or through Anza, we chose Anza because it provides more value. With Anza, I get better information, more diligence, a pre-negotiated contract I can trust, and a team that knows what they are talking about."*

C.J. Colavito,  
VP of Engineering,  
Standard Solar

Standard Solar, a commercial and community solar developer and long-term asset owner-operator, had previously bought modules directly from vendors. With Anza, they discovered the value of our technical due diligence, derisked supply agreements, module ranking analysis, and transparency. To date, Standard Solar has purchased 25 MW of modules using the online marketplace.



*"Anza gives us access to the entire solar module market and information to make informed decisions for our projects. Because of Anza, I don't need to hire additional procurement or engineering staff to support our module supply needs."*

Alejandro Fernandez,  
VP of Construction,  
Renewable Properties

Renewable Properties, a utility-scale and community solar project developer and owner, had used its EPCs to handle module procurement. However, current supply chain disruptions forced Renewable Properties to do more direct procurement. Anza offered a smart solution that enabled existing staff to comprehensively perform diligence and analysis to find the best modules for their projects. In addition to providing competitive pricing, Anza mitigated risk in the purchasing process and gave transparency into negotiated terms and conditions. With Anza, Renewable Properties could rapidly choose large-format modules that reduced its CapEx costs and increased energy yield. Renewable Properties has purchased 96 MW from Anza to date.

**Anza customers – developers, IPPs, and EPCS – have procured over 1.5 gigawatts of modules and recognized millions of dollars in additional project NPV.**



## How Anza Benefits Module Buyers



### **Save time and overhead costs –**

Enable your team to do more projects in a fraction of the time.



### **Access attractive pricing and delivery terms –**

We have 25 supply purchase agreements (SPAs) in place from top-tier companies, representing 90% of the U.S. industry supply available.



### **Quickly evaluate financial return –**

Anza ranks module options by the net present value to the project, not just the lowest cost.



**Lock in capacity** – Purchase chosen equipment promptly before availability or pricing changes.



**Access real-time data** – Get updates on current pricing and module availability.



### **Leverage utility-scale buying power –**

Receive volume pricing even for DG projects or single-project orders.



### **Purchase trusted, reliable products –**

Our product due diligence team vets all modules.



### **Avoid suboptimal framework agreements –**

Buy modules when you need them, based on your specific project specs, rather than agreeing to early, annual bulk purchases that might require costly design iterations.




### **Simplify your logistics management –**

Anza brings all the import, freight, warehousing, and delivery costs under a single invoice.


# Anza Online Marketplace

Anza offers a robust web-based application built on a proprietary analytical engine that simplifies your choices and ranks the most financially attractive option for your project.



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Arizona Solar Park



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Anza Project - BASE

08/09/22

Project Details

Last updated: 08/09/2022

Approved on: 08/09/2022

Racking Type

Single Axis Tracker

Project Size

25,000 kW

Quarter Selection

Q1 - 2023

EPC Margin (%)

12 %

Sales Tax (%)

8.6 %

Volume Purchased to Date (MW)

0 MW

Current Purchase Volume (MW)

25 MW

	Manufacturer	Module	Module First Available	Module Price (w/o sales tax) (\$/W)	NPV Delta (\$)	Revenue Delta (\$)	EPC Price Savings (\$)	Watt Class
1			Q4 - 2022	0.446 \$/W	\$0	\$0	\$0	535 W
2			Q3 - 2022	0.438 \$/W	-\$74,464	\$65,768	-\$140,233	540 W
3			Q4 - 2022	0.498 \$/W	-\$637,379	\$155,577	-\$792,956	650 W
4			Q4 - 2022	0.482 \$/W	-\$893,620	-\$33,210	-\$860,410	545 W
5			Q3 - 2022	0.493 \$/W	-\$1,082,465	\$13,106	-\$1,095,571	550 W
6			Q3 - 2022	0.493 \$/W	-\$1,272,337	-\$57,967	-\$1,214,370	540 W
7			Q3 - 2022	0.482 \$/W	-\$1,326,456	\$81,006	-\$1,407,462	535 W
8			Q4 - 2022	0.483 \$/W	-\$1,367,788	\$69,411	-\$1,437,199	535 W
9			Q4 - 2022	0.476 \$/W	-\$1,707,264	\$180,106	-\$1,887,370	450 W
10			Q3 - 2022	0.504 \$/W	-\$1,709,910	-\$133,842	-\$1,576,068	535 W
11			Q3 - 2022	0.528 \$/W	-\$1,938,985	\$236,513	-\$2,175,498	540 W
12			Q4 - 2022	0.559 \$/W	-\$2,840,581	-\$56,233	-\$2,784,348	530 W
13			Q3 - 2022	0.563 \$/W	-\$2,961,053	\$201,093	-\$3,162,146	535 W
14			Q3 - 2022	0.528 \$/W	-\$3,025,732	-\$72,669	-\$2,953,063	445 W
15			Q3 - 2022	0.657 \$/W	-\$5,346,306	-\$46,963	-\$5,299,343	575 W
16			Q3 - 2022	0.619 \$/W	-\$5,626,411	-\$122,146	-\$5,504,264	440 W
17			Q4 - 2022	1.006 \$/W	-\$14,445,557	\$155,577	-\$14,601,134	650 W

Anza NPV Ranking Table View

## Simple Steps For Seeing More, Buying Better

1. Get Anza access
2. Enter your project details
3. Receive a ranked list of module options
4. Automatically see pricing and availability updates
5. Select a module
6. Execute a purchase order
7. Submit details for your next project