SOLINK

SPECIALISED RENEWABLES CONSULTANCY

BRINGING THE POWER OF RENEWABLE ENERGY TO YOUR BUSINESS

THE MARKET CHALLENGE:

With rising electricity tariffs and falling costs of renewable energy, the decision of whether or not to invest in renewable energy solutions has become a simple one. The process of procuring the most effective solution, however, can be filled with obstacles, mainly due to information asymmetry between the client and supplier.

Mission

SOLINK will assist you to overcome the significant obstacles in implementing effective renewable energy projects, by decreasing the time taken and the associated risks of procuring a cost-saving, clean energy system for your business.

1 → 2 → 3 → 4 → 5 → 6

1. Information asymmetry.
2. Lack of clarity on system sizing and development requirements. Unrealistic assumptions made by Suppliers.
3. Inability to effectively compare Supplier proposals.
4. Premature appointment of a Supplier or a stalled procurement process.
5. Significant scope price and schedule movements post award of project.
6. Clients held to ransom by Supplier, or forced to restart procurment process.

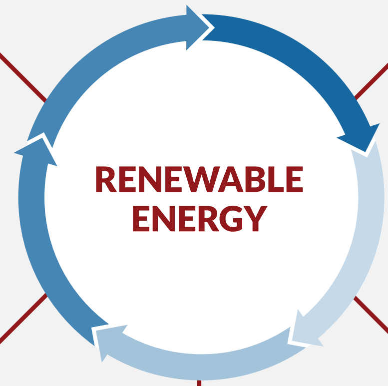
TURNKEY ENERGY FACILITATOR

OPERATIONAL MANAGEMENT

Independently verify your systems monthly performance, **ensure contractual obligations honoured**, interface with O&M contractor, re-tender existing O&M contracts.

FEASIBILITY ANALYSIS

Site assessment, feasibility analysis, **business case assessment**, project permitting & licencing.



CONSTRUCTION OVERSIGHT

Monitor **construction process, milestone payments, project snags list, performance tests and commissioning**, completion certificates, enforce delayed damages, oversee licensing.

PROJECT PROCUREMENT

Procurement strategy, structure documents, **selects suitable supplier**, standardise assumptions and requirements, drive competitiveness.

PROJECT CONTRACTING

Detailed design review & optimisation. **In house EPC, O&M and PPA contracts**, ensure system performance company protection, demand max security from supplier.

SOLINK CASE STUDY AND IMPACT:

CASE STUDY 1: SOUTH AFRICAN CLIENT PORTFOLIO			
INDICATORS	**ORIGINAL PROPOSAL**	**WINNING SOLINK RFP BID**	**IMPROVEMENT**
Total Projects Blended Costs (R/Wp)	R9,78	R8,50	**13.2%**
Total Portfolio Construction Schedule (weeks)	91	63	**30.8%**
Portfolio IRR	23%	27%	**17%**

CASE STUDY 2: 1MW GAUTENG PROJECT			
INDICATORS	**ORIGINAL PROPOSAL**	**WINNING SOLINK RFP BID**	**IMPROVEMENT**
Total Project Blended Costs (R/Wp)	R11.16	R8.89	**20%**
Construction Timeline (weeks)	28	20	**29%**
Project IRR	24.8%	29.9%	**21%**

SOLINK PROJECT IMPACT ON STANDARD 1MW PROJECT			
ITEM	**INDUSTRY STANDARD**	**SOLINK IMPACT**	**CLIENT SAVINGS (Mil)**
Schedule	**12-24 months**	**Expected Schedule Savings: 4-12 months**	**R0.70 - R2.1**
EPC Price	**Total Price Approx R12 mil**	**Expected Cost Saving: 4-15% in EPC costs**	**R0.47 - R1.8**
Additional Yield	**EPCs being conservative on yields as clients are not correctly using yields in evaluations**	**Expected Performance Saving: 2-12% in additional yield**	**R0.82-R5.04 / 20 yrs**
TOTAL EXPECTED SOLINK LIFETIME SAVINGS PER MW			**R2.0 - R8.9**

SOLINK ADDITIONAL BENEFITS

- Reduce external project risks (red flags)
- Improve project quality (to local & international best practices)
- Ensure longevity of your site and solar PV system

CLIENT FEEDBACK:

Old Mutual Properties – National Technical Manager:

SOLINK's service offering proved to have added value to our solar PV procurement process, by reducing the cost, internal efforts and duration as well as identifying and mitigating any associated risks.

British American Tobacco – Engineering and Facilities Manager:

Communication with the SOLINK team was clear and regular and we were never left in doubt in terms of project status and progress. I will highly recommend SOLINK as a service provider on similar projects.

Holdfast – Managing Director :

SOLINK was able to ensure we got a correctly specified system of the highest quality from a reputable supplier. SOLINKs competitive procurement process resulted in us getting a final system price that was over 15% less than we had received in our own direct requests for pricing from solar EPCs.

About Us:

SOLINK is a specialized renewable energy facilitator that assists C&I companies in taking renewable energy and storage projects from feasibility to commissioning. SOLINK takes the risk, time, and expense out of procuring renewable energy solutions. SOLINK has successfully assisted Old Mutual Properties, British American Tobacco, Siyanda Resources, Liberty Two Degrees, Redefine Properties, Hirt & Carter, Fortress Reit, AbinBev, Vukile Property Fund, and Heineken South Africa.

SOLINK'S KEY CLIENTS:

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