



Advisory Services for Solar Module Buyers

Anza offers advisory services to match every phase of solar project development and procurement. Coupled with our data and analytics subscriptions, these services help module buyers refine and maintain product strategy, identify optimal products & suppliers, and negotiate the best deal and terms in less time. **Learn more about the package options available to fit your company's needs.**

Product Strategy

Anza helps you refine and maintain a product strategy and AVL aligned with your goals, incorporating market intel and domestic content analysis, saving you months of time and mitigating risk.

Requires Anza Essentials or Pro Solar Subscription. Available for a flat, annual fee.

Service Benefits

- Receive guidance from the Anza team on what questions to ask during requirements gathering to be comprehensive from a risk-reward perspective
- Gain support using Anza's data & analytics platform to put an optimal product strategy and AVL together when you are lacking time or resources
- Understand the cost-benefit analysis of domestic content, including domestic and international blending
- Benefit from Anza's market, supply chain, regulatory, supplier, and product knowledge
- Keep your product strategy & AVL up-to-date through Anza's intel to mitigate risk & maximize value

Scope from discovery through product strategy & AVL formation includes:

- Product & counterparty requirements defined that are aligned with your goals:
 - Domestic content criteria
 - Technical or site limitations & risk elements
 - Commercial terms & requirements (contract term data for Pro subscription customers only)
- Anza platform & custom analysis:
 - Market-wide options assessed
 - Policy & supply chain risks identified
 - Optimal products & suppliers identified in AVL based on custom criteria and risk-reward analysis
 - Quarterly update to keep AVL product strategy up-to-date with any trade risk, pricing, or technology changes



Project Shortlist Optimization

Planning for your upcoming procurement? Anza helps you optimize your project equipment shortlist based on full lifetime value and your criteria requirements. We also incorporate our negotiated supplier pricing as well as in-depth supplier experience to help you get the best deal and terms. This saves you months of time, mitigates risk, and helps increase project profit.

Requires Anza Pro Solar Subscription.

Available for a project-based fee and is executed one time.

Product Strategy discovery & requirements scope included in this service.

Service Benefits

- Gain support using Anza's data & analytics platform when you are lacking time or resources to identify the ideal vendors to solicit bids from for your upcoming procurement
- Understand the cost-benefit analysis of domestic content, including domestic and international blending
- Benefit from Anza's market, supply chain, regulatory, supplier, and product knowledge
- Keep your product strategy & AVL up-to-date through Anza's intel to mitigate risk & maximize value
- Incorporate Anza's negotiated supplier pricing data & contract terms in your equipment selection process to get the best deal

Scope from discovery through project shortlist includes:

- Product Strategy discovery scope (unless already purchased):
 - Product & counterparty requirements defined that are aligned with your goals:
 - Domestic content criteria
 - Technical or site limitations & risk elements
 - Commercial terms & requirements (contract term data for Pro subscription customers only)
 - Optimal products & suppliers identified in AVL based on custom criteria and risk-reward analysis
 - Quarterly update to keep AVL product strategy up-to-date with any trade risk, pricing, or technology changes
- Anza platform & custom analysis:
 - Market-wide options assessed utilizing Anza's 1,000+ list prices & dozens of custom price quotes per month
 - Policy & supply chain risks identified
 - Anza's in-depth supplier commercial & track record knowledge, negotiated supplier pricing, and contract terms incorporated
 - Anza's lifetime value analytics utilized specific to your project; incorporating install costs and production benefit
 - Shortlist recommendations based on criteria and risk-reward analysis
 - Shortlist recommendations delivered in report & customer meeting





Procurement BAFO & Contract Negotiations

Bring your own shortlist or Anza's optimized shortlist, and we'll help you narrow your selection to your optimal choice with the best deal when buying modules. This will save you months of time, mitigate risk, and help increase project profit. Get Anza's support to negotiate the best contract terms based on our market understanding and supplier information and experience. Easily defend your selection to your board with our market benchmark report.

Requires Anza Pro Solar Subscription.

Available for a project-based fee and is executed one time.

Service Benefits

- Gain support managing suppliers, getting final pricing and terms, and negotiating contracts when you are lacking time or resources
- Benefit from Anza's deep supplier experience, contract term data, and SPAs to achieve the most optimal deal and terms
- Utilize Anza's market, supply chain, regulatory, supplier, and product knowledge to mitigate risk
- Easily defend your equipment selection with your board with our Market Benchmark Report
- Complete contract negotiations in weeks, not months

Scope from BAFO process through executable contract includes:

- Suppliers are managed to receive best & final pricing
- Anza's pre-negotiated SPAs available for review
- Anza's in-depth supplier commercial & track record knowledge, negotiated supplier pricing, and contract terms incorporated
- Support in final selection decision making
- Anza provides best deal & terms available through our relationship with supplier for final selection
- Redlined terms and conditions based on your product and counterparty requirements, especially regarding tariff and supply chain risk
- Review & produce technical exhibits needed for the contract
- Ensure that negotiated terms are in line with the market, and show via a benchmark report
- Executable Contract Package





Pro Procure Bundle

Interested in all three services to support your solar project from development through procurement? Our Pro Procure services bundle brings together our Product Strategy, Project Shortlist Optimization, and Procurement BAFO & Contract Negotiations services at a discounted rate, along with complimentary Order Fulfillment services.

*“ With Anza’s help, NewSun saved millions in direct module costs which allowed us to confidently advance our project through late-stage development and into financing. Anza’s depth of knowledge and expertise in the module supply chain – **from sharing what manufacturers were exposed to customs and import risks to explaining which suppliers were least likely to be impacted by new tariffs and duties** – provided NewSun the information it needed to make an informed decision on module procurement and hedge against future price risk. ”*

Erik Richardson, Director of Transactions and Development
NewSun Energy

Additional Services

Order Fulfillment

Anza’s Order Fulfillment service includes support coordinating with suppliers through product delivery. Our dedicated Customer Success team will work with you to promptly solve problems and leverage our extensive relationships when needed to help ensure your project schedule stays intact.

Order Fulfillment is included complimentary as part of our Pro Procure bundle and as a flat fee add-on per project for the Procurement BAFO & Contract Negotiations Service.

Warehousing & Final Mile Delivery

Anza offers Warehousing & Final Mile Delivery for clients needing additional support with warehousing, inventory management, order fulfillment, and logistics. Our team will coordinate and manage the supply chain headaches, freeing up your team to work on other projects. These services are provided for the direct cost of the third-party freight and storage services plus a set handling charge.

Warehousing & Final Mile Delivery is available as an add-on to our Procurement BAFO & Contract Negotiations Service and Pro Procure bundle.



For more information visit anzarenewables.com

Gain an expert team and improve your project outcomes with Anza!