



Case Study

Anza Helped NewSun Energy Navigate New AD/CVD Risk In Just Over a Month While Saving Millions

Founded in 2015, NewSun Energy became a leading utility-scale renewables developer and owner-operator in the Pacific Northwest with a small team of regionally focused experts. Despite their success, NewSun faced challenges navigating the constantly evolving, complex solar market due to their lean organizational structure, limited bandwidth, and procurement resources. Historically, they maintained relationships with a few direct module vendors and EPCs for module pricing but found difficulty staying on top of the intricate dynamics of the solar supply chain and ever-changing trade issues.

Challenge

In April 2024, a new AD/CVD petition was filed concerning cells and panels manufactured in Cambodia, Malaysia, Thailand, and Vietnam, significantly impacting module import strategies for the market. This was not the first time NewSun had encountered difficulties with tariff risk; they had delayed construction on several projects in 2022 after the Auxin case led to unexpected cost increases that rippled throughout the module supply market.

Determined to avoid a repeat scenario, NewSun sought a proactive approach to reduce AD/CVD risk and ensure competitive pricing for their pipeline consisting of several hundred MWs of construction-ready projects. After hearing early warnings from Anza about potential market disruptions, NewSun decided to act before the news of the new petition filing officially broke. Although their EPC relationships offered modules, these came at a premium, and NewSun lacked the resources and in-depth industry knowledge to evaluate their supply chain risk. To find the best option to de-risk their procurement, they turned to Anza for assistance with a 70 MW project in Oregon.

*“ Rather than spending the time and money to build out our own procurement team, Anza effectively served as that role, bringing a full team with years of industry experience. **This allowed our staff to focus on prioritizing critical, high-value work in advancing our pipeline of projects.** ”*

Erik Richardson, Director of Transactions and Development
NewSun Energy

Solution

Anza provided NewSun with invaluable advice on developing tariff changes and provided access to its module data and analytics platform, showcasing over 32 trusted vendors. By leveraging Anza's supply chain expertise and pre-negotiated supply purchase agreements, NewSun mitigated its module supply risk and secured fixed pricing and terms despite new pending duties. The entire process, from the initial Anza engagement to a locked-in best and final price, took just four weeks, allowing NewSun to sign the agreement just days later. This proactive strategy enabled NewSun to avoid financial setbacks and maintain project timelines and budgets. Additionally, Anza's Effective \$/WTM analytics enabled them to assess the lifetime value of different modules, considering both production and install cost impacts. Impressed by the results, NewSun expanded their purchase from 70 MW to over 800 MW, spanning 11 total projects. For the 70 MW project alone, they realized several million dollars in direct savings compared to other offers.

*“ 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. **With these results, and the high level of service and support from the Anza team, we felt it was an easy decision to proceed with our engagement and increase the size of our order.** ”*

Erik Richardson, Director of Transactions and Development
NewSun Energy

Conclusion

Anza's strategic guidance in the face of uncertainty due to new AD/CVD tariffs solidified its role as a trusted partner for module procurement. Thanks to Anza's strong vendor relationships and workflow efficiency, NewSun secured low-risk modules at the market's lowest prices. Their support ensured NewSun's success, enabling them to navigate market disruptions, secure optimal pricing, and maintain project momentum. Through this partnership, Anza demonstrated its capability to deliver tangible benefits in a volatile market environment.

