Sustainable Energy Advantage, LLC

Customized VDER Solar Value Stack Calculator

Sustainable Energy Advantage, LLC (SEA) offers a customized version of NYSERDA's Value of Distributed Energy Resources (VDER) Solar Value Stack calculator. NYSERDA's stock calculator estimates project revenue based on 1-3 years of backward-looking historical wholesale market energy and capacity prices. SEA's custom calculator incorporates custom forward-looking energy and price forecasts that provide a more informed representation of future revenue versus relying on historical prices that are constrained to change year-over-year by a single-fixed inflator.

Included Support Services

SEA support for includes:

- client training and orientation regarding inputting project specific details, running the calculator and understanding results;
- documentation of calculator methodology and inputs; and,
- responding to clarifying questions via email, phone call, or shared screen meeting.

Support services are capped at 16 hours/year. SEA will provide additional support on a time and expense basis.

Optional Maintenance Plan

After the initial license period runs out, clients may purchase a maintenance plan that will provide continued access to model updates and SEA support. Clients with an expired license that are not on a maintenance plan can purchase an updated model at a discount from the full license fee.

Version	Stand-Alone Solar Only	Solar with Storage & Stand-Alone Solar
Pricing	$11,000	$15,000
Updates Included	Any updates SEA makes to calculator within 1 year of purchase are included	
Customization (building out client-specific bespoke updates)	Time & expense basis based on standard hourly rate of $200 or as otherwise negotiated	
Client Ability to Customize	Model is locked except for project assumption inputs; client cannot access macros or customize SEA's modeling	Client has ability to customize for internal use
What is Locked	SEA custom macros & formulas are locked	Passwords will be available to unlock everything – client has full visibility into the model and ability to customize for internal use *(N.B., SEA will not warrant for any changes client makes to unlocked version. SEA will archive each locked version distributed.)*
Support during initial license period	Included for 90 days, up to 16 hours; after 16 hours or after 90 days, on time & expense basis	
Ongoing Support after initial license / layaway	Time & expense after 90 days, unless on Maintenance Plan	
Runs by SEA Included	2 prototypical projects included in first 90 days under License; after 90 days, SEA will complete model runs on a time & expenses basis (or included in Maintenance Plan)	
Opinion Letters	At additional discounted price to be negotiated	
Optional Maintenance Plan – Cost	$2,200/year or $660/quarter	
Optional Maintenance Plan - Benefits	Entitles customer to all updates (major or minor), fixed consulting hourly rate of $200/hour, and SEA-Base Level Support (capped at 16 hours/year) if payments are current	
Update Price – for License Holder w/o Maintenance Plan	Major Update: 50% of Standard Price (Major: e.g., change in underlying NYSERDA calc, program changes, updates of forecasts and inputs) Minor Update: 10% of Standard Price (Minor update: e.g., SEA enhancements, adjustment to single input, bug fixes, labeling etc.)	
Payment Requirements - License	Requires upfront payment	
Payment Requirements - Maintenance	ACH deposit preferred	
What happens if lapse of layaway or maintenance payments	(Maintenance Plan) Pay invoice due or pay for support based on upfront payment on estimate of time & expenses; updated version based on update price	