



Prepared By: [Salesuser Firstname], [Salesuser Lastname]

Phone: [Salesuser Phone Number]

Email: [Salesuser Email]



[System Size] Residential Photovoltaic System

March 12, 2012 / Quote No. 34432 / [Customer Firstname] [Customer Lastname] [Customer Address], [Customer City], Hawaii

Oahu / Discount Solar Co.
803 Ahua Street, Honolulu HI 96819
phone 808 842 5853 *fax* 808 847 7594

Maui / Discount Solar Co.
60 East Wakea Avenue #109, Kahului, HI 96732
phone 808 872 9592 *fax* 808 871 9418

email Sales@DiscountSolarHawaii.com
web www.DiscountSolarHawaii.com
license no. C-26041

Power Production Estimate

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Customer Details

Current Average Usage:	934 kWh
Current Utility Bill:	\$234.43
Solar Sunshine Zone:	450
Peak Sun Hours for Production:	5.2 hrs
Current Utility Rate:	34 c/kWh

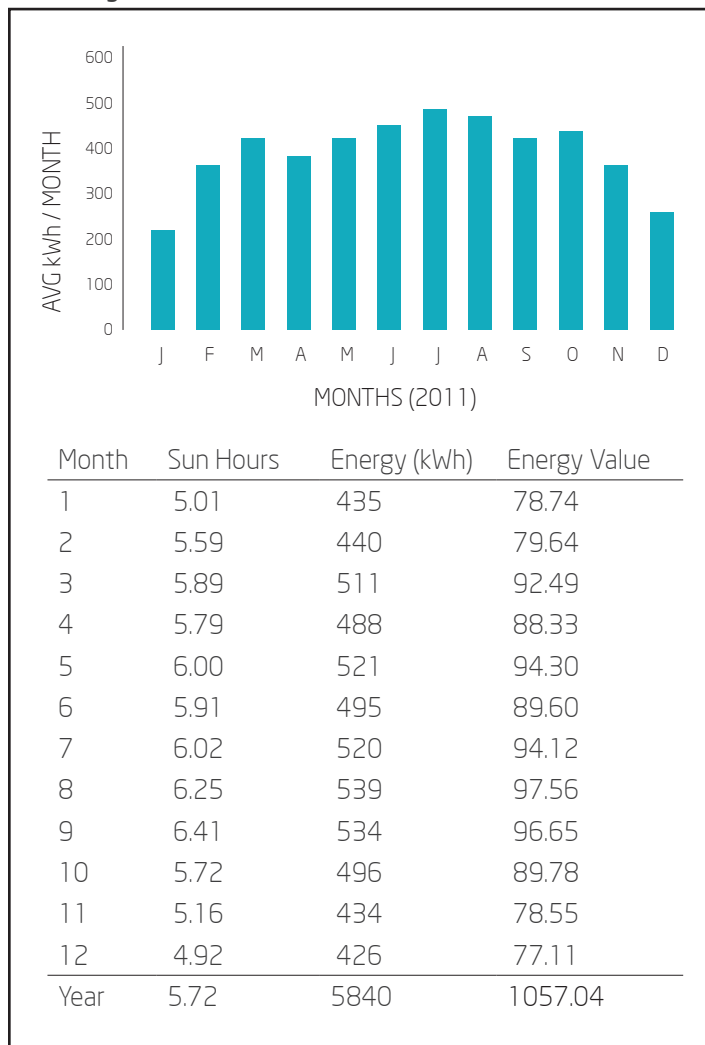
PV System Specifications

System Size (DC Rating):	4.0 kW
DC to AC Derate Factor:	0.85
System Size (AC Rating):	3.23 kW
Module Type:	Mitsubishi PV-MLU255HC
Number of Modules:	24
Module Power:	255 W
Module Dimensions:	40.1" x 63"
Inverter Type:	Enphase Microinverter M215
Array Azimuth (Orientation):	180.0°
Roof Tilt:	22°

Energy Production & Savings

Current Energy Usage:	934 kWh / Month
Energy Offset Due to PV System:	98%
Monthly Energy Production (kWh):	924 kW / Month
New Estimated Utility Bill (\$):	\$ 16.81 / Month
Monthly Average Savings (\$):	\$233.43 / Month
Annual Average Production (kWh):	9,322 kW / Year
First Year Estimated Savings (\$):	\$2,433 / Year

Monthly Production Estimates*



* Discount Solar Co.'s energy production estimates use the National Renewable Energy Laboratory's (NREL) PVWatts™ calculator. It determines the energy production and cost savings of grid-connected photovoltaic (PV) energy systems throughout the world. It allows homeowners, installers, manufacturers, and researchers to easily develop estimates of the performance of hypothetical PV installations. The PVWatts calculator was developed by NREL's Electricity, Resources, and Building Systems Integration Center.

PV System Investment

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Discount Solar Co. Installed Price

Competitive List Price: \$25,000.00
Discount: (\$3,500.00)
Discount Solar Co. Installed Price: \$21,500.00

*Inclusive of tax and financing available.

Basic Tax Benefits

U.S. Federal Tax Credit 30%: (\$15,508.75)

Hawaii State Tax Credit 35%: (\$9,508.75)

System #1 (5.0 kW): (\$5,000.00)

System #2 (3.12 kW): (\$4,652.63)

Total Basic Tax Credits: (\$19,305.25)

Total Net Cost w/ Tax Benefits: \$11,712.25

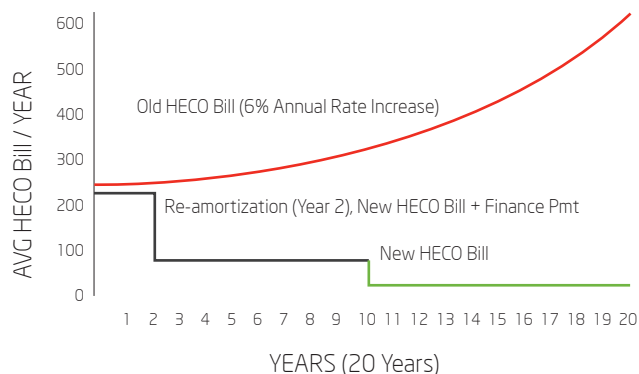
Estimated Annual Savings: \$3,210.72

Simple Payback: 4.34 Years

Price Per Watt Installed: \$5.34/W

*Exclusions: Broken glass or any damage caused by natural causes. Any tampering or any damage caused by a Non-Alternate Energy Inc. employee voids warranties. See Alternate Energy Inc. Warranty sheet for more details. **Check with appropriate taxing authority for your tax credit eligibility. ***Customer has 3 days after signing purchase agreement to cancel installation. Any cancellations after that is subject to a 20% restocking fee.

Discount Solar "Bill Swap" Plan



Year	Old HECO Bill	Finance Pmt	Cash Flow
1	\$264	435	78.74
2	5.59	440	79.64
3	5.89	511	92.49
4	5.79	488	88.33
5	6.00	521	94.30
6	5.91	495	89.60
7	6.02	520	94.12
8	6.25	539	97.56
9	6.41	534	96.65
10	5.72	496	89.78

***Terms & Conditions:** *Financing restrictions apply. The illustration above is based on a 120-month term at an interest rate (APR) of 5.75% with no deferment option that is offered by a Discount Solar-approved partner. In some cases with the no deferment option loan, the homeowner may be making two payments (one to the loan provider and one to HECO) before the photovoltaic (PV) system is turned on, due to loan terms requiring payments starting forty-five (45) days from financing. This illustration will vary with each homeowner and is subject to the type of loans the homeowner is approved for.

Photovoltaic System Summary

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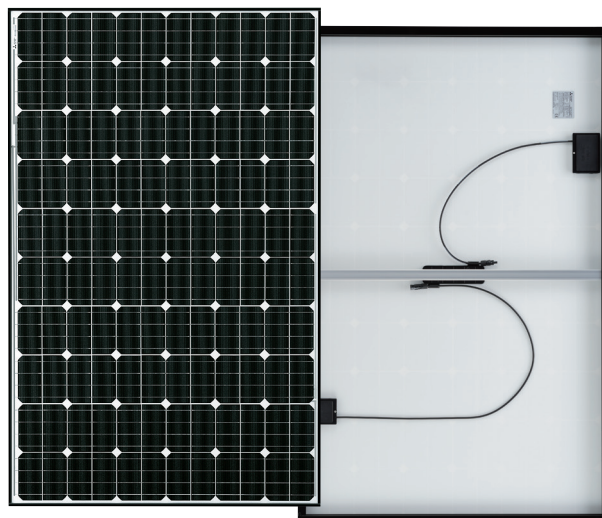
Type of Modules: Mitsubishi Electric



Mitsubishi Electric is a global leader in providing superior-quality photovoltaic modules to businesses and residences around the world. With more than 37 years experience in the photovoltaic industry, we manufacture products that are designed and built for optimal efficiency and reliability. With a name like Mitsubishi Electric, you can be sure you're getting the best.

Module Type: 255W PV-MLU255HC

Manufacturer Warranty: 25 Years



Type of Inverter: Enphase Microinverter



The Enphase Energy Microinverter System improves energy harvest, increases reliability, and dramati-

cally simplifies design, installation and management of solar power systems. The Enphase System includes the microinverter, the Envoy Communications Gateway, and Enlighten, Enphase's monitoring and analysis software.

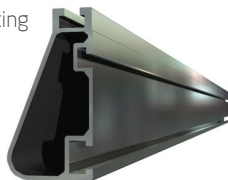
Inverter Type: M215

Manufacturer Warranty: 25 Years



Module Racking System

IronRidge Solar Roof Racking accommodate some of the longest spans in the industry, reducing the number of roof attachments and saving time and money.



Roof Flashing

Alternate Energy Inc's custom panel roof mount and flashing systems are leak tested to an equivalent pressure of 70 feet of standing water so you can be sure your roof penetrations remain watertight under the most adverse conditions.



Hardware & Accessories

The hardware like nuts and bolts used in our installations are all stainless steel. This is to ensure a long lasting installation and foundation for your photovoltaic system.





Final Analysis

Your Solar Future

What can you be sure of in times like this? You can be sure that your PV system will pay for itself while saving you money. As an investment property your PV system will yield a steady return year after year regardless of what the economy is doing, protecting your household from rate hikes.

Quality Installation

Discount Solar was established in 1993 by the founders of Alternate Energy Inc. to provide homeowners with quality solar water heating systems at a reasonable price. Discount Solar's LG modules are expertly installed by Alternate Energy Inc.'s highly trained technicians, and comes with Alternate Energy Inc.'s thirty years of proven reliability and outstanding customer support.

[X] lbs of nitrogen oxides
(causes smog) avoided

Assured and Reliable Warranties with LG and Alternate Energy Inc.

When you choose LG, you get more than a well-trained and professional staff. You also get Alternate Energy Inc.'s ten-year guarantee. Alternate Energy Inc. warrants parts and labor against defects in material or workmanship for a period of ten years from the date of original purchase, and agrees to repair, or, at the company's option, replace a defective product without charge for either replacement parts or labor during such time. Additionally, Alternate Energy Inc.'s workmanship warranty covers any type of roof damage, roof leaks, or damage caused by roof leaks.

LG offers a ten-year product limited warranty and a twenty five-year limited linear output warranty. Additionally, LG's offers a Solar Warranty covering damages incurred by salt air climate and indirect contact to salt water.

Enphase's microinverter has a manufacture warranty of 25 years.

SMA's warranty covers their inverters for a period of ten (10) years. If a device becomes defective during the relevant SMA warranty period, one of the following services, as selected by SMA, will be performed at no charge for materials or labor costs: Repair at SMA, or Repair On-site, or Exchange for a replacement Device.

All of our SolarEdge installations includes a 25 year warranty for power optimizers and a 25 year warranty for inverters from the manufacturer.

Conclusion

Thank you for the opportunity to present you with a proposal for your grid-tied solar electric system. Alternate Energy Inc. is delighted to be working with you. Please let us know what we can do to win your business.

Purchase Agreement

March 12, 2012 / Job No. 34432



Customer Details

Name	John Doe
Street Address	98-042 Puaalii Way
City, Zip Code, State	Aiea, 96701, HI
Primary Phone ,Secondary Phone:	455-5543, 344-4334
Email	john@alternateenergyhawaii.com

PV System Specifications

System Size (DC Rating):	4.0 kW
Number of Systems:	2
Module Type:	Mitsubishi PV-MLU255HC
Number of Modules:	24
Inverter Type:	Enphase Microinverter M215
Number of Inverters:	24

Additional Requirements: Lorem ipsum dolor sit amet, consectetur adipiscing elit. Nulla ornare fringilla elementum. In sollicitudin arcu vel massa semper eget lobortis enim tempor.

AEI's Premium PV System Cost

PRICE SUMMARY

System Price:	\$29,443.34
General Excise Tax (4.712%):	\$1,395.21
List Price:	\$30,838.55
Additional Cost:	\$1,000.00
Discount:	(\$1,000.00)

Total Payable: \$30,838.55

TAX INCENTIVES

Hawaii Tax Credit (35%)**:	(\$5,443.34)
Federal Tax Credit (30%)**:	(\$4,395.21)

Net Cost (w/ Tax Credits): \$21,000.34

Method Of Payment

Credit Card: AMEX | VISA | MC

Other: Cash/Check | ASB | Enerbank

Payment Notes: Lorem ipsum dolor sit amet, consectetur adipiscing elit. Nulla ornare sectetur adipiscing elit. Nulla ornare fringilla elementum. In sollicitudin arcu vel massa semper eget lobortis enim tempor.

Customer Agreement & Contract

I, the buyer, agree to purchase the goods and services described above by paying 50% deposit of the total payable upon signing of this purchase agreement and 50% upon completion.***

Alternate Energy Inc.

[Salesuser Firstname Lastname]

[Customer Firstname Lastname]

Managing Employee

Date: March 29, 2012

Customer Print & Signature

Date: March 29, 2012

10 Year Alternate Energy Inc. Warranty including Labor. Manufacturer Warranties apply after 10th year. Exclusions: Broken glass or any damage caused by natural causes. Any tampering or any damage caused by a Non-Alternate Energy Inc. employee voids warranties. See Alternate Energy Inc. Warranty sheet for more details.

Total tax incentives available. Check with appropriate taxing authority for your tax credit eligibility. *Customer has 3 days after signing purchase agreement to cancel installation. Any cancellations after that is subject to a 20% restocking fee.

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