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Background

Solar Energy Innovation Inc is a subsidiary of the Simmons Electrical Company Limited Group located at Lot C 16, Emerald Park; Six Roads in the parish of St. Philip. We are a leading supplier and installer of high efficiency renewable energy, energy efficiency systems and solar energy products. Since the company was founded in 2005, SEI Solar has consolidated its footprint in the renewable energy industry.

SEI Solar is located in a facility that includes an office area of more than 30,000 square feet of production assembly, retail and warehouse space in Six Roads, St. Philip. The company has successfully installed several renewable energy systems under three categories of renewable energy: photovoltaics', solar and LED lighting retrofits.

Innovation, regional networking, customer orientation, and quality focus are the core competencies that SEI Solar uses to excel in the market and to succeed in this dynamic business environment. Additionally, the company has implemented quality control processes to ensure product and service quality and reliability, and our innovative technical staff works hard to maintain our position at the forefront of solar renewable technology.

SEI Solar has cultivated a sales and distribution network in a few Caribbean Countries. Through our network of distributors, SEI Solar can now reach and better service regional customers, and we are working to expand this network into more countries to support the growing demand.

Solar Energy Innovation Inc is a current member of the Solar Energy Industries Association of America (SEIA), the Canadian Solar Industries Association (CSIA), the National Association of Certified Energy Practitioners (NACEP) and the National Fire Protection Association (NFPA).

Service Offerings

SEI Solar is a client-focused organization with expertise in designing and installing renewable energy devices for commercial, industrial, and residential applications. We offer the most cost-effective and reliable solutions to our customers to supplement and or even provide for their complete energy needs through solar and wind energy.

Key Service Offerings:

- Renewable Energy Consulting
- Energy Cost Reduction Programs
- Wind Energy Products
- Solar Energy Products
- Feasibility Studies & Project Research
- Funding & Finance Assistance
- And more...

Capacity

In partnership with its parent company, SEI Solar is one of Barbados leading integrated energy companies. Being integrated, SEI Solar provides a unique suite of services spanning across the energy supply chain from normal grid energy to wind, solar, and energy efficiency through LED lighting retrofits.

SEI Solar has a strong focus on ensuring the sustainability of its operations and has made significant investments in renewable energy technologies and associated training. The companies combined currently have a compliment of forty-two employees working in various technical and administrative capacities.

The companies combined has in excess of four hundred customers spanning four main areas of service; electrical installation, renewable energy, energy efficiency and advisory services on energy systems. In addition, the company owns and operates a retail outlet that sells a wide range of electrical items to the public, including renewable energy products.

Team Experience

SEI Solar has an experienced team which is either represented on the Board of Directors, or within the respective company's structure. They are collectively focused on alternative energy consulting, project management, engineering, system design, implementation, integration, finance, maintenance and support. The team is comprised of:

- Design and Engineering Professionals
- Functional and Technical Consultants
- Project Managers
- Licensed Electricians & Installers
- Back office & Support Personnel

Management

- Mr. Allan P Simmons, Managing Director
- Mrs. Shelly Simmons, General Manager
- • Mr. Henderson Burke, Sales Manager.
- • • Mr. Stevenson Springer – Project Manager

Shaariq Simmons

Electrical Engineer.

Sheron Springer.

Office Administrator 1

Casandra Small.

Office Administrator 11

Nicholas Bishop.

Engineering Coordinator .

Products and Services

Wind

SEI Solar does more than sell quality wind turbines, we supply our clients with their best energy options and solutions. Our technical teams are trained to estimate your energy requirements, select the best technological options, and assist in filing building permit requests.

In 2009, Solar Energy Innovation Inc completed its first wind application at Allan View Ridge in the parish of St. Thomas and has since implemented two additional wind installations in Barbados. SEI Solar is also at various stages in the planning process for several additional wind applications and has a total potential wind development portfolio of more than 1,000 MW.

Solar

SEI Solar has assembled one of the most experienced solar energy project design and installation teams in the Caribbean. This resource is a combination of home-grown skills, as well as our association with experts from other territories including USA and the Caribbean. Our team of experts makes it easy for customers to switch to alternative energy by implementing the following process:

- We take a comprehensive look at our customers' energy usage and identify opportunities for improvements.
- We perform the entire process, from permitting and certification through installation, and provide ongoing monitoring, and repair services.
- We also guarantee the electricity production of our solar energy systems to our customers.
- We are the only company that offers integrated sales, financing, design, installation, monitoring and efficiency services without utilizing the services of multiple third-parties.
- Our project management and performance monitoring systems scale to support hundreds of users, and provide our customers a real-time view of their net energy consumption.

Energy efficiency

Established in 2008, Solar Energy Innovation Inc was and is focused on providing energy efficiency solutions to commercial and domestic customers. Our initial focus is on lighting energy efficiency solutions for logistics, manufacturing, large retail and street lighting sectors. A partnership established with Moscow Lighting Limited has provided SEI Solar with leading edge lighting efficiency products to deploy throughout the Caribbean.

It is estimated that 19% of the world's electricity consumption is used for lighting, representing a significant opportunity for reduction in waste by the implementation of an energy efficiency solution focused on the latest lighting technologies. New technology is far

more efficient, generating more light per watt than dated technology, which loses a significant amount of energy as heat.

We offer the total solution with in-depth study of each client's facility and operation. A tailored solution is developed to meet specific business goals with emphasis on enabling increased efficiency in the workplace and effective long term energy and cost savings.

Our Energy Efficiency offering includes:

- individual lighting plans
- improving your lighting quality and meet the International Standards
- saving energy

We achieve this through

- using a systematic approach consistent with lighting best practice
- using world leading latest technologies
- a highly professional service, from start to finish
- leveraging off many years of practical energy efficiency experience

Customer Base:

Our customer base for solar products includes homeowners, schools, government agencies as well as corporate clients.

Strategic Alliances

SEI solar forms partnerships with subcontracting companies from time to time to attain services across technologies, geographies and domains, which could be of interest to the client.

These partnerships and alliances are aimed at bringing greater value to the client and increasing the in-house expertise and knowledge on that particular product/technology or domain far beyond what SEI solar can do alone.

The criteria for choosing partners for subcontracting focuses on the following:

- To help businesses meet their needs, SEI solar, while partnering critically to analyze the corporate culture of the subcontracting company in order to have a perfect blend of technology, thoughts, and ideas.
- SEI solar also focuses on the level of maturity of processes within the subcontracted organization. This enables easy understanding without conflict of opinion or compromising quality standards set by SEI solar as an organization.
- Understanding the expertise and experience level of the subcontracting organization enables SEI solar to bring the best to the client's project.
- Partners and sub-contractors are targeted for specific expertise in the renewable energy and consumption reduction industries.
- Independent electrical contractors are used to inspect work and complete electrical wiring.

Partnerships (Next Page)

At SEI Solar, we believe in the power of supporting community initiatives, and partnering with organizations with similar values to help share our message. We have a range of partnerships that facilitate energy smart initiatives; education and helping people take control of their energy usage. Our partnerships include the following:

- Franchise agreement with Courts Barbados Limited to provide credit facilities for the installation of renewable energy systems.
- Partnership with the Barbados Vocation Training Board to provide students with internships
- Partnership with the Barbados Renewable Energy Association for education purposes
- Partnership with the Solar Energy Industries Association of America (SEIA),
- Partnership with the Canadian Solar Industries Association (CSIA),
- Partnership with the National Association of Certified Energy Practitioners (NACEP)
- Partnership with the National Fire Protection Association (NFPA).

Sustainability Strategy

In 2012, through a partnership with secondary schools in Barbados, SEI Solar conducted several renewable energy clinics to students. This programme aimed to sensitizing students of the importance of conserving energy, and using alternative energy methods especially solar as a source of energy.

To SEI Solar, sustainability means managing our business with a view to the future, both of our owned businesses and of those affected by what we do.

We make long-term commitments to serve the interests of our customers, of the communities who give us access to resources, the investors who provide us with capital and the employees who make it all happen. Some of those commitments are economic in nature, others are social or environmental.

Community Support

SEI Solar operations bring us into contact with several communities across Barbados and the region. As one of leading companies in this relatively new industry, we are constantly engaging with persons within Barbados and the broader Caribbean community.

To help support these communities in which we operate, we invest in a number of partnerships and community initiatives both at a national level. Through these investments we aim to help educate and engage, and bring renewable energy to life within the community.

Our major contribution is to the church where we donate several energy efficient system to assist with the reduction of energy cost and our educational programmes to interns from the SJPI, the Vocational Training Board and the Barbados Community College.

At SEI Solar we believe in the power of education in making a sustainable difference to the lives of individuals and communities and will therefore continue to expand activities in the broad area of education and training through smart partnerships with relevant organizations.

Careers at Solar Energy Innovation Inc

It's an exciting time to work at Solar Energy Innovations Inc. As one of Barbados leading integrated energy companies, we're actively involved in major development projects across the energy supply chain including wind, solar, normal grid energy and network installation for television, computers and security systems.

The breadth and scale of our activities mean we can offer our people a diverse range of career opportunities. We have approximately fifty-two employees (52), both permanent and contractors.

Our corporate culture, decision-making and operations within communities are guided by the SEI Solar values which comprised of our Purpose, Principles, and Commitments. We're

proud of the respect we have for the communities in which we live and operate, and this pride is echoed by our employees.

RENEWABLE ENERGY PROJECTS COMPLETED

#	Project Name	Project type	Principal	location	Status
#1	Residential property	Solar	Mr. Simmons	St. Thomas	Completed
#2	Residential Property	Solar	Miss. Smithers	St James	Completed
#3	Trowel plaster Limited	Solar	Mr. Clarke	St. Thomas	Completed
#4	Government Electrical Depart	Energy Audit & LED Retrofit	Mr. White	St. Michael	Completed
#5	Enterprise Growth Fund	Energy Audit & LED Retrofit	Mr. Jordan	St. Michael	Completed
#6	Simmons Electrical	Energy Audit & Solar Installation	Mr. Simmons	St. Philip	Completed
#7	Lloyd Erskine Sandiford Center	Energy Audit, Solar, LED Retrofit	Ms. London	St. Michael	Completed
#8	Division of Energy and Telecommunications - selected Primary Schools	Solar Installation	Mr Archer	St Michael	Completed
#9	Hilton Hotel Barbados	Energy Audit & Solar Installation	Mr. Blades	St Michael	Completed
#10	Residential Property	Solar Installation	Mr. Talma	Christ Church	Completed
#11	Residential Property	Solar Installation	Mr & Mrs. Nurse	St Thomas	Completed

#12	New Dawn Nursing Home	Solar Installation	Mr. & Mrs. Nurse	St John	Completed
#13	Residential Property	Solar Installation	Mr. & Mrs. Pile	St. Thomas	Completed
#14	Residential Property	Solar Installation	Mrs. Clarke	St Philip	Completed
#15	Chicken Stop	Solar Installation	Mr. Gill	St George	Completed
#16	Residential Property	Solar Installation	Ms. Wedderburn	St Philip	Completed
#17	Residential Property	Solar Installation	Mr. Simmons	St Philip	Completed
#18	BNOCL	Solar Installation	NPC/BNOCL	Christ Church	In Progress
#19	BELLE PUMPING STATION	Solar Installation	DCH	St. Michael	In Progress

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SUMMARY OF JOBS COMPLETED

Contract 1

Project number one was an energy audit and the installation of a three (3) kilowatt solar system to power a residential property situated in the parish of St. Thomas. The property consists of a three thousand square feet dwelling house, pool, satellite dish, Gazebo, and car port.

The interconnection type was behind the meter, non direct grid supply and the project cost was one hundred and twenty \$120,000 dollars.

Testimonial

The project was successfully implemented and met all the projected targets after first year of operation. The investment has achieved the following:

- 1. Operation of a totally green solution (Solar).**
- 2. Retainer of a grid supply for emergency purposes only.**
- 3. Payment of a minimum of ten dollars to retain the BL&P meter**
- 4. No monthly operational cost**
- 5. On stream to achieve the full benefit of the investment by achieving the payback period of four years**
- 6. Receive tax credit of ten thousand dollars**

Signature

Miss Simmons

Contract 2

Project number two was an energy audit and the installation of a three (5) kilowatt solar system to power a residential property situated West Moreland in the parish of St. James. The property consists of a Four thousand square feet dwelling, pool, satellite dish, Gazebo, and car port and lighting to the extended property of one acre.

The interconnection type was behind the meter, non-direct grid supply and the project cost was Three hundred and fifty \$350,000 dollars.

Testimonial

The project was successfully implemented and met all the projected targets after first year of operation. The investment has achieved the following:

- 7. Operation of a totally green solution (Solar).**
- 8. Retainer of a grid supply for emergency purposes only.**
- 9. Payment of a minimum of ten dollars to retain the BL&P meter**
- 10. Monthly operational cost reduced from \$6000.00 down to zero dollars**
- 11. On stream to achieve the full benefit of the investment by achieving the payback period of four years**
- 12. Receive tax credit of ten thousand dollars**

Signature

Mrs Smithers

contract 3

Project number four (4) was energy audit and the installation of a three (3) kilowatt solar system and a LED retrofit to power a commercial property situated Bagatelle in the parish of St. Thomas. The property consists of six thousand square feet commercial building and office space, car park and the extended property of two acres of land.

The interconnection type was behind the meter, non direct grid supply and the project cost was one hundred and twenty \$120,000 dollars.

Testimonial

The project was successfully implemented in the month of April 2013 and is being monitored for performance purposes. A full report will be presented after the first year of operation.

Signature

Mr. Waldo Clarke

Contract 4

Project number five (5) was an energy audit and the installation of a complete LED retrofit to a commercial property (Government Electrical Department) situated in the parish of St. Michael. The value of the project was one hundred and fifty thousand (\$150,000) dollars.

Testimonial

The project was successfully implemented in the month of October 2012 and is being monitored for performance purposes. A full report will be presented after the first year of operation.

Signature

Mr. Cumberbatch

Contract 5

Project number five (5) was an energy audit and the installation of a complete LED retrofit to a commercial property (Enterprise Growth Fund) situated in the parish of St. Michael. The value of the project was eighty thousand dollars (\$80,000)

Testimonial

The project was successfully implemented in the month of February 2013 and is being monitored for performance purposes. A full report will be presented after the first year of operation.

Signature

Mr. Jordan

Contract 6

Project number seven (7) was an energy audit and the installation of a three (3) kilowatt solar system and a LED retrofit to power a commercial property situated Lot c 16, Emerald Park, Six Roads in the parish of St. Philip. The property consists of six thousand square feet commercial building and office space, car park and lighting to the extended property.

The interconnection type was behind the meter, non direct grid supply and the project cost was two hundred and fifty \$120,000 dollars.

Testimonial

The project was successfully implemented in the month of April 2013 and is being monitored for performance purposes. A full report will be presented after the first year of operation.

Signature

Mr. Allan P Simmons

Contract 8

Project number eight (8) was an energy audit and the installation of a complete LED retrofit to a commercial property (Enterprise Growth Fund) situated in the parish of St. Michael. The value of the project was five hundred and three thousand (\$503,000) dollars.

Testimonial

The project was successfully implemented in the month of April 2013 and is being monitored for performance purposes. A full report will be presented after the first year of operation.

Signature

Mr. Cambridge

