

	EnergyBin.Com	Auction Sites
Fees	<p>Annual Member Dues (Varying 12-month plans ranging from \$300 to \$2,100)</p> <p>Dues include:</p> <ul style="list-style-type: none">• Access to the exchange platform• Ability to upload inventory for sale• Send & receive RFQs and Want-to-Sell emails for single parts and full systems• Access to supply & demand, tech sheets, pricing data, and member directory• Company profile• Onboarding training and ongoing support• Members-only networking events• Secondary solar market resources	<p>Commission (Average 15-20% of final selling price paid by seller)</p> <p>Processing Fee (% of final selling price paid by buyer)</p> <p>Buyer Premium (fixed % paid by buyer; in U.S., average range = 12.5-25%)</p>
Format	<p>Private sale between buyer and seller</p> <p>Buyers and sellers connect via a secure, online exchange. All transactions are between the buyer and seller.</p>	<p>Bidding over a specified time duration</p> <p>Buyers enter their bids via the auction site.</p>
Audience	Pre-qualified PV professionals – manufacturers, distributors, resellers, developers, EPCs, contractors, and O&M companies – who work in utility-scale, commercial and residential sectors and who do business in one or more countries	Vast audience that spans globally, who may or may not be in the market for PV equipment
Final Selling Price	The price is based on fair market value or on previous sales of like or similar goods. Discounts for bulk quantity orders are common.	When items have a subjective value or are of low commercial value, they tend to sell well in auctions. The final selling price may or may not meet the seller’s expectations.
Minimum Quantity	The seller has the right to set a minimum order quantity, or the seller may choose to parcel out smaller quantities.	Lot size is set at the beginning of the auction process and cannot be changed. Usually it is a large bulk lot (kW and MW packages).
Product Condition	Product availability consists of new, used, and refurbished solar panels, inverters, racking, batteries, and PV components. The majority of goods are new with warranty. Refurbished goods are commonly sold with limited-time service warranties and/or money-back guarantees.	Product is sold AS IS, WHERE IS. The seller does not offer any warranties or manufacturer warranties.
Product Description	The seller maintains the freedom to post and modify items for sale.	Auction sites supply descriptions.
Right to Inspection	Inspection terms are agreed upon between the buyer and seller. Most sellers are willing to work with prospective buyers to inspect equipment before they buy.	An auction site may allow an inspection period, but it can be as little as 48 hours after a buyer wins a bid.
Payment Terms	Agreed upon between buyer and seller	Full cash at time of sale
Shipping & Handling	As negotiated by buyer and seller	Buyer’s responsibility
Removal Period	Determined and agreed upon by buyer and seller	<p>Specified upfront by auction site</p> <p>If the buyer fails to remove the goods from the seller’s premises by the deadline, then ownership reverts back to the seller with no refund to the buyer.</p>
Convenience	EB representatives provide administrative support to manage inventory. The seller is responsible for managing communications with prospective buyers, scheduling product inspections, and sales negotiations.	An auction site works with the seller to set a reserve. They manage the bid process and payment collection.