



The Future of PV A Booming Secondary Market

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Solar Secondary Market: (Aka: Aftermarket)

--Any product that falls outside the traditional supply chain

Examples:

- Surplus, clearance, fire sales
- Excess, left-over parts from projects
- Product liquidations, auctions
- Refurbished goods and recycled material

Imagine...

Resellers,
Suppliers,
Recyclers, and
Refurbishment
Firms

Solar Companies
and Equipment
Brokers

Robust Solar
Aftermarket

Support:
Insurance,
Finance,
Logistics, 3rd
Party Warranty
Firms, Etc.



```
graph TD; Manufacturer[Manufacturer] --> Distributor[Distributor]; Distributor --> Contractor[Contractor];
```

Manufacturer

Distributor

Contractor



The Market Hub where PV professionals connect to buy & sell wholesale solar equipment:



Manufacturer
12%



**Distributor
Supplier**
16%



**Developer
EPC
Installer
Contractor
O&M**
65%



Broker
5%



**Recycler
Logistics
Finance
Insurance
Software**
3%

← Companies trade based on supply & demand rather than business category. →



In the U.S. Solar Market,
3 Economic Drivers:

- ✓ **Aging Systems**
- ✓ **Policy & Regulations Changes**
- ✓ **Market Consolidation**

- (1) Contribute to today's secondary market viability**
- (2) Lead to new opportunities in the future**



Aging Systems:

2010 U.S. Solar Capacity:

956 MWdc + 440MW off-grid
+ 2,148 MW (previous years)

= 3,544 MW

Most aging systems are located
in top 10 states:

CA	NJ	FL	AZ	CO
HI	NY	MA	CT	NC

O&M Opportunities:
Panel Cleaning – Repairs – Parts
Replacements – Systems Updates

Sources:

[SEIA U.S. Solar Industry A Year in Review: 2009](#)

[NREL 2010 Solar Technologies Market Report](#)

Aging Systems

The diagram features a large blue circle at the top containing the text 'Aging Systems'. Below it, a white plus sign is positioned above a smaller blue circle containing 'Policy Changes'. Another white plus sign is positioned above a smaller dark blue circle containing 'Market Consolidation'. A white arrow points from the 'Policy Changes' circle to a large green circle on the right containing the text 'New opportunities in the Solar Secondary Market'. The background of the entire slide is a photograph of solar panels in a field under a cloudy sky.

Policy
Changes

Market
Consolidation

New
opportunities
in the Solar
Secondary
Market



Policy Changes:

System upgrades

- Potential resale value for gently used components
- Test Safety & Verify Performance

New, never-been-opened stock that is now obsolete

- Resell new equipment to buyers outside your region

End-of-Life Material

- Connect to a recycler

Sources:

[Old solar panels get second life in repurposing and recycling markets](#)

[8 Best Practices of Wholesale Solar Equipment Resellers](#)

[SEIA National PV Recycling Program](#)



Market Consolidation:

Product Liquidations

- ✓ Solar Equipment Brokers make product available once again at discounted rates

Customer Acquisitions

- ✓ Out-of-Business for one company leads to new customers for others
 - ✓ O&M Services: 41% of installers offer O&M services

Surplus/Left-Overs

- ✓ Recoup cash from overstock

Sources:

[A Comprehensive Guide to Wholesale Solar Equipment Brokering](#)

[National Solar Jobs Census](#)

[Solar Equipment Brokers Give Excess Stock New Life](#)



U.S. Solar Secondary Market Outlook:

- **By 2024, 1.7 GWdc = 10+ years old**
- **3,544 MW = 15+ years old**
- **Increase in O&M services in top markets: CA, TX, FL, NC, and NV**
- **New policies on the horizon – grid security and EOL management**
- **Increase in RFQs on trading platforms from contractors looking to verify pricing and product availability**
- **Revenue portfolio diversification**
 - **O&M Services**
 - **Solar Equipment Brokering**

Source:

[The US Installed 6.2GW of Solar in 2014, Up 30% Over 2013](#)

The Future... Is Here!

**Resellers,
Suppliers,
Recyclers, and
Refurbishment
Firms**

**Solar Companies
and Equipment
Brokers**

**Robust Solar
Aftermarket**

**Support:
Insurance,
Finance,
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Party Warranty
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Thank you!



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