

SOLRATES

InstaLoan Process

1. **Installer:** Create and Share proposal in SolRates platform at solrates.com (<5 minutes)
 - a. Input basic project information and select financing option.
 - b. Share online proposal and credit application.
 - i. Get real time notifications when customer views, OR
 - ii. Easily PDF or Print proposal.

2. **Installer:** Before first InstaLoan: Complete “Company Profile” in SolRates platform. (SolRates will not process credit applications until the Installer has completed the company profile and provided any other documents as may be required.)
 - a. Submit completed Funding Instructions Form and Void Check

3. **Customer:** Complete and Submit Credit Application to credit@solrates.com (<10 minutes to complete)
 - a. Optional additional docs (can streamline the process)
 - i. 3 bank statements and property tax statement or deed.
 - b. If frozen, credit reports must be unfrozen (Experian and Equifax)

4. **Installer:** Submit Project documents to credit@solrates.com (<10 minutes)
 - a. Signed Install Contract (at Sticker Price).
 - b. Solar Equipment Proposal (at Sticker Price).
 - c. Invoice for Blind Discount:
 - i. **Bill To:** Customer Legal Entity Name and Address
 - ii. **Ship To:** Customer Legal Entity Name and Install Location Address
 - iii. **Amounts to show:**
 1. Sticker Price
 2. - Blind Discount
 3. = Invoice Amount
 - d. Invoice for Payment (only shows net system price):
 - i. **Bill To:** Customer Legal Entity Name and Address
 - ii. **Ship To:** Customer Legal Entity Name and Install Location Address
 - iii. **Amounts to show:** Invoice Amount

5. **SolRates:** Confirmation call with customer to confirm they wish to apply for a loan and to confirm the expected terms. (<1hr)

6. **SolRates:** Provide credit approval notice to Customer and Installer. (2-4 hours)
 - a. **SolRates:** Provide notice of any additional documents required.

SOLRATES

- b. **Customer:** Provide additional documents as may be required and give yes/no based on changes if any.

- 7. **SolRates:** Send InstaLoan to Customer by Docusign. (1 business day)

- 8. **Customer:** Sign InstaLoan Agreement. (<10 minutes)

- 9. **SolRates:** Send funds to Installer by ACH. (1 business day)
 - a. Up to 100% pre-funding available (based on installer credit)