



Solar Erg & Solar Progress

- There are **three** aspects to this picture
 1. The Customer
 2. The Provider
 3. The Competition
- As a **Customer** you need to know only a couple concepts
 - Real Estate: "You need to set aside a solar location"
 - Power Requirements: "You need to find a starting point"
 - Regulations: "Varied and critical"
 - Maintenance / Reliability: "Cost of failure"
- As a **Provider** you need to look to technology with business objectives first-most and then de-mystify the technology thru the lens of lifetime \$ / kW, which trades maintainability and efficiency against each other.
- As the **Competition** you need to look for cooperative approaches to what appears as disruptive technology.
 - Utilities supplanted independent systems bringing electricity to the majority thru "grids".
 - Independent systems benefit both future economies and varied aspects of environmental impact thru technology.