

Proposal

Date: Dec 007, 2018

No: A-0650

ProSolar America, LLC.
4011 New Herrnhut
St. Thomas, USVI, 00802
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Great Saint James Storage Retrofit

Prosolar is pleased to submit our Lump Sum Proposal to furnish all labor, consumables, equipment, tools, supervision, testing, and engineering to perform the following referenced work:

Our recommendation, based on the final testing of the individual stacks is to replace the 310kWh battery bank with a 305kWh lithium-ion solution. Our recommendation is based on a few key elements:

- 1) Equivalent battery capacity
- 2) Plug-and-play compatibility with your existing system
- 3) Increased kVa output to better manage large loads
- 4) Better online communication
- 5) Increased integrated battery management system
- 6) Sound vendor balance sheet to ensure warranty accountability

Additional information about this option:

COMPANY OVERVIEW: The Iron Edison Lithium Iron Battery is the newest technology in energy storage batteries. Fully compatible with industry-leading inverters and charge controllers, Iron Edison's Lithium Iron Batteries offer the safest, simplest and most dependable energy storage solution for off-grid and grid tied battery backup applications.

Our Energy Storage Solutions: Assembled in Denver, CO, Iron Edison Lithium Iron Phosphate Batteries are a complete energy storage system. The integrated Battery Management System (BMS) monitors and regulates each cell in the battery bank to provide perfectly balanced charging and discharging while guarding against over-charge, over-discharge and thermal overrun situations. Internal DC disconnects provide battery protection and isolation. The entire lithium iron solar battery system is contained in a rugged metal enclosure.

FEATURES: Lithium Iron solar batteries have all the advantages of modern power storage. A Lithium Iron battery's electrochemical capacity allows it to store more energy than lead acid. If you're looking for energy storage for your residential solar panels and UPS systems, lithium batteries are your best options. Furthermore, due to its chemical composition, we're able to design smaller but more efficient batteries.

SAFETY: Lithium Iron batteries have superior chemical and thermal stability than other Lithium-ion batteries. It remains cool at room temperature while Lithium-ion heats up faster and may suffer thermal runaway under similar charging conditions.

LEAD ACID REPLACEMENT: As solar energy becomes a popular power source, lithium solar batteries will become the standard option for manufacturers and installers. Replacing your lead-acid batteries with lithium iron is a step in the right direction. As such, if you switch solar panel systems, your Iron Edison Lithium Iron Phosphate Batteries will still be useful. We have lithium batteries at 48v, with capacities up to 5,600 Ah.

BATTERY LIFE: Supporting a daily 80% depth of discharge, Iron Edison Lithium Iron Batteries should last 16 years or more (6,000 cycles), and comes with a 10 year warranty.

INVERTER CHARGER BMS COMPATIBILITY: The Iron Edison Lithium Iron Battery is designed to be fully compatible with industry leading inverters and charge controllers like Schneider, Outback, Magnum, MidNite Solar and SMA. Unlike the Tesla PowerWall, Iron Edison's LiFePO4 battery comes in industry standard 48 volt configurations making it a direct replacement for lead acid battery chemistries.

FEATURES:

- 100% Maintenance Free
- Sealed Battery - No Venting Required
- Small Footprint - Typically ¼ the size & weight of flooded batteries
- High Charge & Discharge Rate
- Integrated On-Board Digital Battery Management System
- Communications from our battery to Outback, Schneider Electric, and SMA using MODBUS and CANBUS communication protocols
- Our BMS controls charge rate, request for generator and grid charge
- Overcurrent Protection (class t fuse) and DC Disconnect (Gigavac contactor) built into the battery
- Steel Enclosure, made in Colorado
- 400 Ah - 2,000 Ah Capacities Available at 48 Volts DC.
- Proven battery management and communication with existing SMA Sunny Island System, Multi-Cluster Box, SMA grid-tied inverters and existing solar

*10 year warranty manufacturer's warranty

1yr workmanship warranty

Lead time on this battery would be about 3-4 months from deposit.

Scalable modular design

All site preparation and modification included

Integration with diesel generator

All aspect of installation, commissioning, and monitoring included

Post installation commencement of PROcare Operations and Maintenance at \$400/mth not included

Removal and Disposal of existing storage devices

Post Commissioning Document package with performance confirmation

Gross receipts tax has been omitted

305kWh Lithium iron Batteries	\$400,588.00
Buyback of Aquion Batteries	-90,000.00
Adjusted cost	\$310,588.00

GENERAL REQUIREMENTS

Coordinate schedule with LSJ/GSJ Project and Operations Manager

Coordinate onsite storage requirements with PM

Provide 2-way radios to all crew leads and supervisors

Daily clean-up of work area.

Site to be left in a safe and "workmanlike manner".

Safety compliance and record keeping.

Obtain badges for all employees (If Necessary).

Attend weekly meetings

Provide all necessary insurance at required limits

Provide quality control

Coordinate with all subcontractors onsite to schedule task in a complimentary manner

Comply with project specific requirements unique to historic preservation or site limitations

Provided by Others

Site illumination

Sanitary facilities

Trash bins to be provided

Employee break area

Provide safe and secure storage area for all equipment and material received

General conditions are such that continual installation work can be performed

Commercial and Utility

This proposal is based on a Five (5) day Forty (40) hour work week

Prosolar's proposal remains valid for thirty (30) calendar days

Prosolar request payment of 30% of contract value upon mobilization

A second payment is to be issued for 30% upon site delivery of all materials

A Progress payment of 20% will be made 30 days after the arrival of materials and confirmation of suitable progress from LSJ/GSJ PM

An additional Progress payment of 10% will be made 14 days following the previous, after confirmation of progress by LSJ/GSJ PM

The final 10% payment will be made upon final commissioning and 2 weeks of recorded production

Prosolar's proposal is based on subsequent contract acceptance and mutually agreed upon terms and conditions by all parties

Prosolar's proposal excludes the price of a payment/performance bond

Prosolar shall be entitled to an equitable adjustment for additional cost and time that is incurred without fault of and beyond the reasonable control of Prosolar

Prosolar warrants our work for 1 year after substantial completion

Final Commissioning Report and complete document package to be submitted to LSJ/GSJ PM after completion and Commissioning

Any and all change orders will be reviewed by LSJ/GSJ PM for approval prior to commencing

The prospective start date would be April 15, 2019

Completion is currently projected to be May 15, 2019

We appreciate this opportunity to provide this service and look forward to working with you on all energy matters. Should you have any questions or need additional information, please do not hesitate to contact the undersigned.

Regards,

Brian Walden

Director of Operations
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Director of Operations, USVI/BVI
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